



State of Georgia Pricing

Contract #: 99999-001-SPD0000198-0031

Account Code: ACCT-GA

Effective 12/01/2023 – 11/30/2025

Last updated: 11/09/2023

Systems, Casegoods & Tables
Discounting for Grade A/MORE + SPIF
Matrix, Divi, Oxygen, Aloft, MWall, AO2, Universal, Calibrate Community, Encounter
PowerBeam PowerBench, Calibrate Series & Tables

List Price of Order	End User Discount
\$1-\$25,000	60% D & I / 60% Inside Delivery / 62% Dock Delivery
\$25,001-\$50,000	62% D & I / 62% Inside Delivery / 64% Dock Delivery
\$50,001-\$100,000	62% D & I / 62% Inside Delivery / 65% Dock Delivery
\$100,001-\$200,000	64% D & I / 64% Inside Delivery / 65% Dock Delivery
\$200,001-\$300,000	64% D & I / 64% Inside Delivery / 67% Dock Delivery
\$300,001-\$500,000	64% D & I / 64% Inside Delivery / 67% Dock Delivery
\$500,001 +	65% D & I / 65% Inside Delivery / 68% Dock Delivery

Systems, Casegoods & Tables
Discounting for Standard Pricing (No SPIF)
Matrix, Divi, Oxygen, Aloft, MWall, AO2, Universal, Calibrate Community, Encounter
PowerBeam PowerBench, Calibrate Series & Tables

List Price of Order	End User Discount
\$1-\$25,000	60% D & I / 60% Inside Delivery / 62% Dock Delivery
\$25,001-\$50,000	62% D & I / 62% Inside Delivery / 64% Dock Delivery
\$50,001-\$100,000	62% D & I / 62% Inside Delivery / 65% Dock Delivery
\$100,001-\$200,000	64% D & I / 64% Inside Delivery / 65% Dock Delivery
\$200,001-\$300,000	64% D & I / 64% Inside Delivery / 67% Dock Delivery
\$300,001-\$500,000	64% D & I / 64% Inside Delivery / 67% Dock Delivery
\$500,001 +	65% D & I / 65% Inside Delivery / 68% Dock Delivery

Divi Fast Track *

*Use seating discounts for DFT seating

List Price of Order	End User Discount
\$1-\$25,000	60% D & I / 60% Inside Delivery / 62% Dock Delivery
\$25,001-\$50,000	62% D & I / 62% Inside Delivery / 64% Dock Delivery
\$50,001-\$100,000	62% D & I / 62% Inside Delivery / 65% Dock Delivery
\$100,001-\$200,000	64% D & I / 64% Inside Delivery / 65% Dock Delivery
\$200,001-\$300,000	64% D & I / 64% Inside Delivery / 67% Dock Delivery
\$300,001-\$500,000	64% D & I / 64% Inside Delivery / 67% Dock Delivery
\$500,001 +	65% D & I / 65% Inside Delivery / 68% Dock Delivery

Discounting for Seating

Seating

List Price of Order	End User Discount
\$1 – \$25,000	48% D & I / 48% Inside Delivery / 50% Dock Delivery
\$25,001 - \$100,000	50% D & I / 50% Inside Delivery / 52% Dock Delivery
\$100,001 - \$300,000	50% D & I / 50% Inside Delivery / 52% Dock Delivery
\$300,001 - \$500,000	50% D & I / 50% Inside Delivery / 52% Dock Delivery

Special Notes:

- Price List: Current Commercial
- Freight included



Use of non-AIS components voids AIS Lifetime Warranty and UL Listing.

AIS Discounting terms apply. Projects that fall into "Standard" discounting will be quoted on a case by case basis

Discounting is based on a PER ORDER basis unless National Contract between AIS Dealer & Client is negotiated in advance.

AIS allows 2 hours to unload full trailers of product. Unloading times of more than 2 hours may require detention fees paid by dealer.

Purchase Order Requirements/Processing: Purchase orders must be received by 12:00 noon EST in order for the following day to be considered start of ship date lead time. The total net amount of order must be clearly indicated on all purchase orders. Account must be in good standing and have no past due balance for purchase order to be accepted. Order must have salesperson's name clearly noted on purchase order. AIS will not be responsible for issuing retroactive SPIFs if order does not show clearly who the salesperson is at the time of order entry. Special pricing taken on any order must reference AIS Special Pricing Authorization number (SPA). If there are any discrepancies on the purchase order, the dealer will be required to "sign-off" on the final order detail. Signature by dealer constitutes acceptance of new purchase order amount and item details contained therein.