

State of Georgia Pricing

Contract #: 99999-001-SPD0000198-0031
Account Code: ACCT-GA

Effective 12/01/2023 – 11/30/2026

Last updated: 11.14.2025

Based on current commercial list pricing at time of quote

Discounting for Systems, Casegoods, and Tables

Matrix, Divi, Oxygen, Universal, Calibrate Community, Encounter PowerBeam/PowerBench, Calibrate Series & Tables

**Systems,
Casegoods
& Tables**

List Price of Order	End User Discount
\$1-\$25,000	63.3% D & I / 65.3% Inside Delivery / 67.3% Dock Delivery
\$25,001-\$50,000	67.3% D & I / 66.3% Inside Delivery / 69.3% Dock Delivery
\$50,001-\$100,000	67.3% D & I / 69.3% Inside Delivery / 70.3% Dock Delivery
\$100,001-\$200,000	67.3% D & I / 69.3% Inside Delivery / 70.3% Dock Delivery
\$200,001-\$300,000	71.3% D & I / 73.3% Inside Delivery / 74.3% Dock Delivery
\$300,001-\$500,000	72.3% D & I / 73.3% Inside Delivery / 74.3% Dock Delivery
\$500,001 +	73.3% D & I / 74.3% Inside Delivery / 75.3% Dock Delivery

Systems, Casegoods, Tables, Universal & Specials cannot be combined with Seating Task & Guest, or Lounge categories for deeper discounting.

**Divi Fast
Track***
*Use seating
discounts for
DFT seating

Discounting for Divi Fast Track

List Price of Order	End User Discount
\$1-\$25,000	63.3% D & I / 65.3% Inside Delivery / 67.3% Dock Delivery
\$25,001-\$50,000	67.3% D & I / 66.3% Inside Delivery / 69.3% Dock Delivery
\$50,001-\$100,000	67.3% D & I / 69.3% Inside Delivery / 70.3% Dock Delivery
\$100,001-\$200,000	67.3% D & I / 69.3% Inside Delivery / 70.3% Dock Delivery
\$200,001-\$300,000	71.3% D & I / 73.3% Inside Delivery / 74.3% Dock Delivery
\$300,001-\$500,000	72.3% D & I / 73.3% Inside Delivery / 74.3% Dock Delivery
\$500,001 +	73.3% D & I / 74.3% Inside Delivery / 75.3% Dock Delivery

**Seating
Task &
Guest**

Discounting for Seating (Task & Guest) **DOES NOT INCLUDE LOUNGE**

List Price of Order	End User Discount
\$1 – \$25,000	48.4% D & I / 48.4% Inside Delivery / 50.4% Dock Delivery
\$25,001 - \$100,000	50.4% D & I / 50.4% Inside Delivery / 52.4% Dock Delivery
\$100,001 - \$300,000	50.4% D & I / 50.4% Inside Delivery / 52.4% Dock Delivery
\$300,001 +	50.4% D & I / 50.4% Inside Delivery / 52.4% Dock Delivery

Seating Task & Guest cannot be combined with Systems, Casegoods, Tables, Universal & Specials or Lounge categories for deeper discounting.

**Lounge
Collection****

Discounting for Lounge Collection** (refer to Lounge PDF price list [here](#) for product listing.)

List Price of Order	End User Discount	Dealer Discount	SPIFF
\$1 – \$325,000	48.4% D & I / 48.4% Inside Delivery / 50.4% Dock Delivery	60%	1.5%
\$325,001 +	50.4% D & I / 50% Inside Delivery / 52.4% Dock Delivery	62%	

Lounge cannot be combined with Systems, Casegoods, Tables, Universal & Specials or Seating Task & Guest categories for deeper discounting.

**Includes products in the Lounge price list, [here](#).

Special Notes:

- Current commercial list pricing
- Freight included