



State of Florida – ACS Contract

Contract #: 56120000-19-ACS

Award#: [State of NY 23109](#)

Account Code: ACCT-FL

Effective: 06/20/2020 – 12/01/2023

Last Updated: 10/31/2022

Systems

Discounting for Matrix, Divi, MWall, AO2, Support & Storage (Universal), Worsurfaces (Universal), Accessories (Universal), Screens (Universal) Oxygen, Aloft, PowerBeam & Calibrate Community

List Price of Order	End User Discount	Dealer Discount	Dealer Margin	Freight	SPIF
\$1-\$7,500	76%	78.40%	10% + Install	Included	N/A
\$7,501-\$30,000	77.25%	79.53%	10% + Install	Included	N/A
\$30,001-\$125,000	80.76%	82.68%	10% + Install	Included	3%
\$125,001-\$300,000	81.25%	83.13%	10% + Install	Included	3%
\$300,001-\$400,000	82.50%	84.25%	10% + Install	Included	3%
\$400,001-\$500,000	83%	84.7%	10% + Install	Included	3%
\$500,001+	Negotiable	Negotiable	Negotiable	Included	Negotiable

Divi Fast Track

Discounting for Divi Fast Track

Includes HAT Bases, Monitor Arms & Bolton Chairs included in the DFT Price List

List Price of Order	End User Discount	Dealer Discount	Dealer Margin	Freight	SPIF
\$1-\$30,000	N/A	N/A	N/A	N/A	N/A
\$30,001-\$125,000	80.76%	83.65%	15% + Install	Included	3%
\$125,001-\$300,000	81.25%	84.06%	15% + Install	Included	3%
\$300,001-\$400,000	82.50%	85.13%	15% + Install	Included	3%
\$400,001-\$500,000	83%	85.55%	15% + Install	Included	3%
\$500,001+	Negotiable	Negotiable	Negotiable	Included	Negotiable

Casegoods & Tables

Discounting for Calibrate Series and Tables

List Price of Order	End User Discount	Dealer Discount	Dealer Margin	Freight	SPIF
\$1-\$125,000	81.5%	83.35%	10% + Inside Delivery fee	Included	N/A
\$125,001-\$300,000	82%	83.80%	10% + Inside Delivery fee	Included	3%
\$300,001-\$400,000	82.75%	84.48%	10% + Inside Delivery fee	Included	3%
\$400,001-\$500,000	83.25%	84.93%	10% + Inside Delivery fee	Included	3%
\$500,001+	Negotiable	Negotiable	Negotiable	Included	Negotiable

Seating

Discounting for Seating

List Price of Order	End User Discount	Dealer Discount	Dealer Margin	Freight	SPIF
\$1-\$200,000	67.8%	71.02%	10%	Included	3%
\$200,001+	Negotiable	Negotiable	Negotiable	Negotiable	Negotiable

Special Notes: Seating, Systems and Casegoods list pricing does not accrue for tier.

Special Notes:

- Price List: [State of New York](#)
- State PO must be submitted with every order
- Inside Delivery Cost: 25%; Installation negotiated on a project by project basis



Special delivery instructions or specific size trailers will be an additional charge.

To receive same discount for add-on orders as the original project, add-on order must be placed 30 days from original ship date. For all add-on order under \$30,000 list, if add on discount is allowed, freight is additional and will be billed at actual freight cost. Applies for one additional order within the 30-day period.

Email orders to orderentry@ais-inc.com

SPIF

SPIF must be applied for online in the DealerNet SPIF center.

SPIFS must be claimed prior to the order shipping. SPIF will be paid once the order has been paid and the dealer's account is current.

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

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.