



## North Carolina State Contract

Open Plan Systems was awarded the 5610A furniture contract on July 15, 2024 and this will run through July 14, 2027. The products on contract and their corresponding discount are listed below. The discounts are delivered and installed:

Class Room	72%
Seating	50%
Computer	72%
Metal Cabinets	72%
Office Systems	72%
Desks – Sit to Stand	72%

### Volume Discount Recommendation

\$500,000 to \$749,999	73%/51%
\$750,000 to \$999,999	74%/52%
\$1,000,000	Contact Sales Representative or Customer Service

Option 2 Wood Grain upcharge does not apply to this contract and is waived. Wood Grain Option document must be provided to Customer Service at time of quotation.

### Dealer of Record Program

Design – Open Plan Systems will provide specification support for the dealer of record at no charge unless the revisions are exceptional.

#### Commission to the Dealer

Seating: OPS pays the difference between 68% and 50% to the dealer.

Furniture: OPS pays the difference between 83% and 72% to the dealer

Commission is paid to the dealer upon receipt of payment from North Carolina.

State of North Carolina Contract allows the PO to be directed to an authorized Dealer of Record. The Dealer must be listed as a Dealer of Record and in good standing with Open Plan Systems. We will sell the products to the dealer at their commercial discount. Request for no deposit terms will require a copy of the State PO.

Sincerely,

A handwritten signature in black ink, appearing to read "John H. Bryson, III". The signature is written in a cursive style with a prominent initial "J" and a flourish at the end.

John H. Bryson, III  
Director of Sales  
Open Plan Systems, LLC