



Siemens COMPAS Discount Adjustment Effective February 14th, 2022 – SI EP Products (Lighting Panels, Power Panels, Transformers, Busduct and Switchboards)

Jan 31st 2021

Dear Authorized Siemens Channel Partner,

This letter is a notice of a discount adjustment in COMPAS-configured made-to-order products. The overall North American building market (NEMA) continues to be strong. During the past year business costs have increased significantly due to commodities, freight and operating costs associated with the COVID-19 pandemic. We are performing these changes via discount to be more nimble in implementing and adjusting if the inflationary cost pressures ease. The following products are affected by the discount change:

- Lighting Panels
- Power Panels
- Switchboards
- Transformers
- Busduct

Approved quotations are valid for 30 days. Unlike previous adjustments this adjustment is only changing product discounts. Existing approved quotations (outside of the 30-day validity window) and or new quotations after February 14, 2022, will take the new discount to reflect this new pricing. If a quotation has not been approved prior to January 1st, it will be revalued and take the discount change.

Several improvements were made in COMPAS Go, to make this transition easier. These features include:

- Turn on auto counter to all customers for orders \$100K and below
- Move all pricing discounts including auto-approvals down via auto countering approx. 1.1% on panels and 0.8% switchboards
- Transformer max discounts set to 24.2%

We will continue to leverage the auto-counter feature. This feature is enabled on transformers, switchboards, and panelboards. The goal of this feature is to provide prices back as fast as possible. If a discount is too high, it will automatically counter at a level that can be accepted. This will help customers with the discount changes. Over the next 3 months we anticipate adding auto-counter to bus duct as well.

We are confident that our price increases are in-line with market expectations and will allow our products to retain their competitiveness in the marketplace. Thank you for your valued business and we look forward to your continued patronage. If you have questions associated with this announcement, please contact your local Siemens sales representative.

Sincerely,

SI EP Systems Management Team