



Siemens COMPAS Discount Adjustment Effective October 24th, 2022 – SI EP Products (Lighting Panels, Power Panels, Transformers and Switchboards)

September 23rd, 2022

Dear Authorized Siemens Channel Partner,

This letter is a notice of a discount-based price adjustment in COMPAS Go! configured made-to-order products effective October 24th, 2022. The overall North American building market (NEMA) continues to be strong. Due to inflation and high demand, costs have continued to increase throughout out the supply chain. In order to respond more nimbly to the continuing market changes, we are performing these changes via discount. The following products are affected by the discount change:

- Lighting Panels
- Power Panels
- Switchboards
- Transformers

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 October 24th, 2022, will take the new discount to reflect this new pricing.

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

- Quotes \$250K and under shall utilize auto-approved at a competitive market level pricing
- Quotes between \$250K and \$600K will be priced by a pricing manager with the same competitive levels. Auto approval is not set up yet for these size quotations.
- \$600K quotes will be handled the same way they are today.

The key enabler of the adjustment is the auto-approval feature. This feature is enabled on Lighting Panels, Switchboards, Power Panels, and Transformers. 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. If the quote contains large quantities of standard products, busway or manual lines the quote will not automatically. **Note: Given most quotes are now using auto-counter we no longer will be providing discount sheets. All quotes should follow price approval submission process for pricing.**

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