



Siemens COMPAS Discount Adjustment Effective March 18th, 2022 – SI EP Products (Lighting Panels, Power Panels, Busduct and Switchboards)

March 18 2022,

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. We continue to see strong order intake beyond normal levels. In order to maintain the best lead times and service, we are resetting discounts to reflect the current market conditions. The following products are affected by the discount change:

- Lighting Panels
- Power Panels
- Switchboards
- Busduct

This adjustment is only changing product discounts and may have an price impact up to 15-20% versus previous levels. Approved quotations are valid for 30 days. . Quotations outside of the 30-days and/or new quotations after March 18, 2022, will reflect the new pricing.

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 approved prices back as fast as possible. If a requested discount is beyond approvable levels, it will automatically counter to an acceptable level. Over the next 3 months we anticipate adding auto-counter to bus duct as well.

We are confident that our discount changes are in-line with market conditions and will 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