

## Siemens #070121-SIE

Pricing for contract #070121-SIE offers Sourcewell participating agencies the following discounts:

- Pricing is presented as line items and per labor category rates. Prices shown are discounted from Siemens National Account Tiered labor rates on the discounts given to Siemens' Most Favored Customers for both products and labor
- Additional discounts may be available at the time of proposal.
- The final proposal price for Canadian customers will be based on the U.S. price plus the application of the USDCAD exchange rate posted by the Bank of Canada on the date of the proposal.

Siemens offers Sourcewell discounts off the MSRP/List Price per the following:

- Products
  - BAU Smart Air Quality products – 19.37% to 23.00%
  - Building Automation – 33.33% to 79.32%
- Labor – average discount is 34.20%

Volume discounts will be considered and offered at the time of proposal.

Open Market or open-sourced products will be offered in the same manner as the contract products.