



Fribourg, 18 April 2018

CPQ tool and VM600 system rack (VM600SYS) pricing

Dear partners and colleagues

Since the recent introduction of the new CPQ tool, the pricing calculation used for VM600 system racks has been revised, which affects the prices generated by the CPQ tool for VM600 system orders using VM600SYS with order option codes.

More specifically, the CPQ tool price for an assembled and configured VM600 system (ordered using VM600SYS ...) is different to the CPQ tool price for an equivalent VM600 system assembled and ordered using individual system component prices from the Energy price list (IPL).

The reason for the different CPQ tool price for an assembled and configured VM600 system (VM600SYS ...) is as follows:

- The CPQ tool has two different prices for the ABE04x racks and the RPS6U power supplies PS1.
 - For assembled and configured VM600 systems (VM600SYS ...), the prices used for ABE04x racks (code Cxxx) and the RPS6U power supplies PS1 (code Dx) are equal to their IPL prices minus CHF 250 / € 223 / \$ 278, depending on the region and currency.
 - For individual system component prices, the prices used for ABE04x racks and the RPS6U power supplies PS1 are equal to their IPL prices.
- For assembled and configured VM600 systems (VM600SYS ...), the lower prices for these system components are used to compensate for the average price of the Rear panel selected for RPS6U power supply (code Fxxx), which is now automatically included in the CPQ tool price. (Previously, the price of the Rear panel was not included.)

NOTE: Different pricing calculations might apply for customer specific pricing, when IPL prices are not applicable.

I trust that this clarifies the different CPQ tool pricing that can be seen and avoids any confusion about the CPQ tool, which is working very well and as intended. The pricing calculations described by this letter are enforced by the CPQ tool and all the quotations created with it, until further notice.

Please do not hesitate to contact me or the Meggitt Fribourg Sales Support department, who will help you with any further questions you may have.

Yours faithfully,

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