



September 6, 2021

Dear Valued Customer/Channel Partner,

尊敬的客戶、渠道合作夥伴：

Siemens Digital Industries Software is committed to providing you the most advanced products and services to help you transform your process of innovation and bring the technologies of tomorrow to our customers today. As part of this commitment, we periodically review and evaluate our pricing and cost structures.

Siemens Digital Industries Software 西門子一直致力於為您提供最先進產品和服務，幫助您改變創新過程及帶給您適用於明天的產品和技術。作為承諾的一部分，我們也會定期審核並重新評估我們的訂價和成本體系。

As a result of this review, we are implementing a Global Pricing Plan to be effective October 1, 2021.

在經過了訂價體系的重新評估和審核之後，自 2021 年 10 月 1 日，我們將對軟體、硬體以及維護服務的價格做一定的調整。

Active quotes submitted before this date will be honored until their expiration.

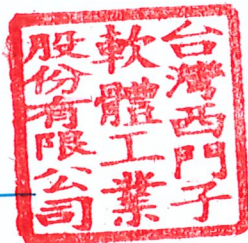
在此之前提交的正式報價，在報價有效期內，仍可按原價格執行。

We highly appreciate your business, and we thank you for your support.

我們誠摯感謝您選擇我們的產品，並感謝您一如既往的支持。

Best regards,

Leo Liang 梁乃明



CEO, Greater China, Siemens Digital Industrial Software

西門子工業軟件 大中華區首席執行官