



Dear Valued Customer/Channel Partner,

尊敬的客戶、渠道合作夥伴：

Siemens PLM Software is committed to providing you the most advanced PLM products and services to help you transform your process of innovation and maximize value throughout all phases of the product lifecycle. As part of this commitment, we periodically review and evaluate our pricing and cost structures.

Siemens PLM Software 一直承諾，將提供給您最先進的 PLM 產品和服務，並在所有產品生命周期的各個階段來幫助您改變創新的進程，實現價值的最大化。作為承諾的一部分，我們也會定期審核並重新評估我們的定價和成本體系。

As a result of this review, we are implementing a small adjustment on our software and Maintenance & Support renewal prices, to be effective in Oct 2018.

在經過了定價體系的重新評估和審核之後，自 2018 年 10 月，我們將對軟件以及維護服務的價格做一定的調整。

Maintenance and Support on all new software orders placed through the effective date will be honored at current prices.

在此之前簽訂的所有新購軟件及維護的訂單均將按 2018 年的價格執行。

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 PLM

西門子工業軟件 大中華區首席執行官

October, 2018
2018 年 10 月

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