DATE: March 26, 2020

FROM: Ralph Harris, Vice President, Channel Development

TO: US Energy Management & Industrial Distributors

RE: **Change to Project Bid Disclaimer**

Considering the uncertainty around when the impact of COVID-19 will diminish, multiple proactive steps are being developed in anticipation of possible customer-impacting scenarios.

We want to make you aware of a new change on all project bids. Effective this week, all new project bids include the following disclaimer:

> "Schneider Electric reserves the right to amend, withdraw or otherwise alter this submission without penalty or charge as a result of any event beyond its control arising from or due to the current Covid-19 epidemic or events subsequent to this epidemic / pandemic including changes in laws, regulations, by laws or direction from a competent authority."

You may have already seen this on our bids issued this week. The Schneider Electric Digital team will embed the Project Bid Disclaimer into the SE Advantage Quotation system, to be visible under the Conditions of Sale section on the first page of each quote. This update should take place by early next week.

Ultimately, the best approach to supporting your customers is: frequent communication to understand the status of their projects, strategize together ways to manage their priorities, and jointly plan for possible upcoming risks; demonstrating that despite the uncertainty, your firm, along with Schneider Electric, are working to minimize the disruption.

As this situation evolves, we will continue to communicate critical updates as information becomes available. In the meantime, please contact your Schneider Electric Sales Representative or Project Manager if you have any questions.

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