



# EGS Pricing Request for Key Distributors with Competitive Situations

To expedite pricing requests, please complete the information below and return to SMR Gulf Coast.

Remember, on-going SPA's or quotes over 30 days require multiple entities to review at Corporate, however, EGS-ECM has granted us leeway to respond to "hot" market opportunities under the following guidelines:

- complete, competitive information is provided and documented and all aspects of the job are within our territory
- requests are for "standard" product for which a list price can be determined
- "expected" price is within historical market parameters that we've been able to get approved before
- the opportunity is a "one-time" competitive situation or job for which an order is imminent

Distributor: \_\_\_\_\_

Project Name: \_\_\_\_\_

Date of Request: \_\_\_\_\_

Project Location: \_\_\_\_\_

Contact(s): \_\_\_\_\_

End User: \_\_\_\_\_

Fax or E-Mail for Reply: \_\_\_\_\_

Contractor or Integrator: \_\_\_\_\_

Due Date: \_\_\_\_\_

Scope of Project: \_\_\_\_\_

\$ Value of ECM Products: \_\_\_\_\_

EGS p/n or series: \_\_\_\_\_

List Price: \_\_\_\_\_

Existing Price (stock or current SPA): \_\_\_\_\_

Competitor(s): \_\_\_\_\_

Requested Multiplier: \_\_\_\_\_

Competitive Offerring (p/n, series, etc.): \_\_\_\_\_

Requested \$ Net: \_\_\_\_\_

Competitive Price Level: \_\_\_\_\_

*Standard EGS guidelines & requirements must be followed. While EGS-ECM has given us some flexibility in providing pricing, we cannot make them accept and process an order for which an "official" quote is not yet in their system. We will make every effort to expedite order entry (and delivery) based on the quote we issue.*

Competitive Justification or Strategy (300 characters or less):