

September 30, 2022

## New FY23 Q3 (calendar year 2022 Q4) Manufacturer Standard List Price (MSRP) – Effective November 1, 2022

CenTrak has released an updated fiscal year 2023, third quarter Manufacturer Standard List Price (MSRP) for CenTrak's products and services effective November 1, 2022. Our Elpas Partners should anticipate a 20% list price increase (on average) on hardware and a 12% list price increase (on average) on software.

At CenTrak, we strive to manage costs wherever possible and to minimize any unanticipated price increases to our customers. However, recent global supply chain issues make this price increase unavoidable.

Beginning November 1, 2022, all Purchase Orders (PO) must reflect the **FY23 Q3 MSRP** for CenTrak's products and services. Please continue to make customers aware of the forthcoming price changes. All quotes with the current MSRP prices must expire October 31, 2022.

Note: CenTrak's fiscal year runs from April 1 to March 31; FY23 Q3 is the equivalent of calendar year 2022 Q4.

### If You have Questions

Please contact your Channel Manager with any questions.

*CenTrak reserves the right to make changes to this CenTrak Notification. Updates will be provided if such changes are made.*