

CAPS	New CAPS Multiplier	
	List Price	Multiplier
	<\$30K	0.5338
	\$30K-\$60K	0.5114
	>\$60K	0.5014
Sales Team	Sales Team Discount Multiplier	
	List Price	Multiplier
	All	0.44
HVLS Segment	<p>Last look multipliers- if we are close, we will see if there is a way to close the order. On a case by case basis, the HVLS segment will review each request for better pricing. We will also review each bid to ensure we are quoting apples to apples products.</p>	

Effective for CAPS 4.41