

HP DesignJet SPIF Summer 2015

HP Gold DesignJet Specialist Program



Eligible Resellers: [GDS Premium VAR \(2-1\)](#) & [GDS Premium VAR Service Partners \(3-1\)](#)

Eligible Promotional Period: [July 1, 2015](#) through [September 30, 2015](#)

Sell fast and claim fast earn cash prizes for selling select HP DesignJet Printers! The funds for this promotion are limited to a predetermined amount and are available to the Dealer Sales Reps/Dealer Owner Managers¹ that sell and claim first. Please refer to the Terms and Conditions on page 4 for full details.

Transactional Business (Individual Printer Sales) Only SKUs:

\$150

CR649C - HP DesignJet T795 44-in ePrinter

CR652A - HP DesignJet T1300 44-in PostScript ePrinter

CR652B - HP DesignJet T1300 44-in PostScript ePrinter (encrypted HDD)

L3S81A - HP DesignJet T1300 44-in Postscript SD Pro MFP

Q6721B - HP DesignJet Z3200ps 44-in Photo Printer

\$200

CR354A- HP DesignJet T920 36-in ePrinter

\$250

CR355A- HP DesignJet T920 36-in PostScript ePrinter

CR355B- HP DesignJet T920 36-in PostScript ePrinter (encrypted HDD)

CR356A- HP DesignJet T1500 36-in ePrinter

CR357A- HP DesignJet T1500 36-in PostScript ePrinter

CR357B- HP DesignJet T1500 36-in PostScript ePrinter (encrypted HDD)

CR358A- HP DesignJet T2500 36-in eMFP

CR359A- HP DesignJet T2500 36-in PostScript eMFP

CR359B- HP DesignJet T2500 36-in PostScript eMFP (encrypted HDD)

CQ113A - HP DesignJet Z5200 44-in PostScript Photo Printer

E1L21A - HP DesignJet Z5400 44-in PostScript ePrinter

E1L21B - HP DesignJet Z5400 44-in PostScript ePrinter (encrypted HDD)

L3S82A - HP DesignJet Z5400 44-in Postscript HD Pro MFP

L3S82B - HP DesignJet Z5400 44-in Postscript HD Pro MFP w/ Encrypted HDD

\$300

F2L46A - HP DesignJet T7200 42-in Production Printer

F2L46B - HP DesignJet T7200 42-in Production Printer

B9E24A - HP DesignJet T3500 Production eMFP w/ Encrypted Hard Disk 90 DAY WTY*

B9E24B#B1K - HP DesignJet T3500 36-in Production eMFP w/ Encrypted Hard Disk 3 YR WTY

B9E24B#BCB - HP DesignJet T3500 36-in Production eMFP w/ Encrypted Hard Disk 3 YR WTY/Trade Compliant

CQ109A - HP DesignJet Z6200 42-in Photo Production Printer

CQ109B - HP DesignJet Z6200 42-in Photo Production Printer (encrypted HDD)

\$500

F2S71A - HP DesignJet Z6600 60-in Production Printer



errors or omissions contained herein.

t Company, L.P. The information contained herein is subject to change without notice. HP shall not be liable for technical or editorial

F2S72A - HP DesignJet Z6800 60-in Photo Production Printer

F2S72B - HP DesignJet Z6800 60-in Photo Production Printer (encrypted HDD)



Managed Print Services (Contractual Sales) Only SKUs:

\$400 - DSR Only

F2L46A - HP DesignJet T7200 42-in Production Printer

F2L46B - HP DesignJet T7200 42-in Production Printer

B9E24A - HP DesignJet T3500 36-in Production eMFP w/ Encrypted Hard Disk 90 DAY WTY*

B9E24B#B1K - HP DesignJet T3500 36-in Production eMFP w/ Encrypted Hard Disk 3 YR WTY

B9E24B#BCB - HP DesignJet T3500 36-in Production eMFP w/ Encrypted Hard Disk 3 YR WTY/Trade Compliant

\$100 - DOM Only

F2L46A - HP DesignJet T7200 42-in Production Printer

F2L46B - HP DesignJet T7200 42-in Production Printer

B9E24A - HP DesignJet T3500 36-in Production eMFP w/ Encrypted Hard Disk 90 DAY WTY*

B9E24B#B1K - HP DesignJet T3500 36-in Production eMFP w/ Encrypted Hard Disk 3 YR WTY

B9E24B#BCB - HP DesignJet T3500 36-in Production eMFP w/ Encrypted Hard Disk 3 YR WTY/Trade Compliant

*Eligible only for HP GDS Premium VAR Service Partners (3-1)

For more information about the HP GDS DesignJet SPIF sales rebate processing, questions or status of rebate forms submitted for payment, call 800.504.2007 (Monday–Friday, 8:00 A.M. to 5:00 P.M. CST), or e-mail us at focus.crc@hp.com.

The funds for this promotion are limited to a predetermined amount and are available to those DSRs/DOMs who sell and claim first. Promotion period is July 1, 2015 – September 30, 2015. All SPIF claims must be received by October 31, 2015 for cash rebate. The DSR/DOM is responsible for all associated taxes on earnings and awards. Refer to the HP Gold DesignJet Specialist SPIF Promotion Terms and Conditions for full details.

¹ Award dollars are available to the Dealer Sales Representatives (DSR) or Dealer Owner Managers (DOM) who actively participated in the closing of the sale.

HP GDS Summer 2015 SPIF Offer

July 1, 2015–September 30, 2015



Customer Information

Company Name: _____

Contact Name: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Phone: _____

E-mail: _____

Reseller Information

Claimant ID (if provide only DSR/DOM name is require d below): _____

HP Location ID: _____

Company Name: _____

Company Address _____

Address _____

City: _____ State: _____ Zip Code: _____

Phone _____

Please check which type of claim you are filing for: Dealer Sales Representative (DSR) Claim Dealer Owner Manger (DOM)

DSR/DOM Name: _____

DSR/DOM E-Mail: _____

DSR/DOM Social Security Number: _____

Address where check is to be mailed (if different than above): _____

Claim Information (one product per claim form)

Please check which type of claim you are filing for: Transactional Claim Managed Print Service Claim

Distributor Name: _____ Distributor Invoice Date: _____ Distributor Invoice Number: _____

HP DesignJet Printer Name: _____ HP DesignJet SKU Number: _____ HP DesignJet Serial Number: _____

Rebate Amount Expected: _____

In addition for MPS Claim, please provide the following information:

Length of Contract (specify months or years): _____ Monthly Contract Rate: _____ Contract Start Date: _____

Please check what products are included in the contract: Ink Media Service & Support

Claiming Instructions

1. The promotion requires the DSR/DOM to fax claim form, along with the customer invoice (from reseller to end user customer) and the distributor invoice (from distributor to reseller), to the claim headquarters. In addition, for MPS claims, the promotion requires the DSR/DOM to also provide a copy of the MPS contract page(s) which contains the signature of the end user acceptance of the contract, the monthly contract rate, length of contract, contract start date, and the HP DesignJet Printer name, SKU number and serial number.
2. Valid products must be invoiced to the customer between July 1, 2015 and September 30, 2015, and not be purchased from distribution later than September 30, 2015. Returned products will require audit.
3. Claims **MUST be filed within 30 days of customer invoice**. Last day to file claims is October 31, 2015. **DSRs/DOMs must keep proof of submission within the timeframe of the program (for example fax cover with date stamp) to be used in the event that payment is not received.**
4. DSR or DOM involved with the sale must be noted on the customer invoice.
5. An audit may include verifying the sale with the customer and with the owner/manager.
6. Allow 6 – 8 weeks from the time the claim is received by HP for processing.

Acceptance

Please indicate your acceptance of the HP Gold DesignJet Specialist SPIF Program Terms and Conditions and Claiming Instructions.

Acceptance by DSR/DOM: _____ Date: _____

Fax To:
Hewlett-Packard Financial Operations
HP GDS DesignJet Summer 2015 SPIF Offer
Attn: Rebate Administrator
(866) 249-3012 toll free

Mail To:
Hewlett-Packard Financial Operations
HP Latex 110/300 Series August 2015 SPIF Offer
Attn: Rebate Administrator
CALL Box 41000
Aguadilla, PR 00605

Or
E-Mail To: promo.ibs@hp.com HP GDS DesignJet Summer 2015 SPIF Offer
Program No: 30698

HP Gold DesignJet Specialist SPIF Promotion

Terms and Conditions



1. These terms and conditions outline the general rules applicable to the HP GOLD DESIGNJET SPECIALIST SPIF Program. Additional details will be provided for specific product promotions. The SPIF program is a program designed and intended to provide Sales Professionals Incentive Funds (SPIF) for selling HP DesignJet products.
 - a. The HP GOLD DESIGNJET SPECIALIST SPIF Program is not a rebate program and awards are not intended to be used to reduce end-user price or to increase margin. Any HP Authorized Partner claiming SPIF awards for this type of activity will be terminated from participation in the HP GOLD DESIGNJET SPECIALIST SPIF Program.
 - b. The SPIF benefits must be paid to the Dealer Sales Representatives (DSR) or Dealer Owner Manager (DOM) without deduction or set-off. SPIF benefits may not be paid to or kept by the channel partner company. The Dealer Sales Representative (DSR) or Dealer Owner Manager (DOM) employed by authorized HP channel partners are not required to pay the SPIF benefits they receive to the employer.
2. Eligible Participants:
 - a. Dealer Sales Representatives (DSR/ Dealer Owner Manager (DOM) employed by authorized HP Gold DesignJet Specialist Design and Gold DesignJet Specialist Consortium partners are eligible to participate in the HP GOLD DESIGNJET SPECIALIST SPIF program. The individual DSR/DOM must actively participate in closing the sale of HP DesignJet product.
 - b. DSR/DOM must provide their Social Security Number to participate. Failure to provide Social Security Number may result in termination of participation in the SPIF program.
 - c. The SPIF will identify which HP Gold DesignJet Specialist Program Track partners are eligible.
3. Eligible Sales:
 - a. Only Transaction Sales defined as a printer sale to end-user customers or Managed Print Service (Contractual) sales to an end-user are eligible.
 - b. Sales to other authorized resellers, brokers, or non-authorized resellers are not eligible for SPIF awards, regardless of intended use of the product.
 - c. SPIFs are available only for product that is available during the promotion period. Special consideration will not be provided for product that is out of stock or back-ordered.
 - d. SPIFs can be only be claimed for product SKUs defined as accessible for a specific HP Gold DesignJet Specialist Program track as defined in the relevant HP Gold DesignJet Specialist Program Guide.
 - e. This program is valid in the United States only and applies only to sales made within the United States.
 - f. Hewlett-Packard reserves the right to limit the quantities or the total amount of funds available under the SPIF. SPIF is limited to product that is available during the SPIF period.
 - g. Regarding products sold into government accounts the following statements apply:
 - i. Dealer Sales Representatives (DSR)/ Dealer Owner Manager (DOM) represent and warrant that acceptance of any compensation from HP in connection with this agreement will not violate any law, regulation, contract, or conflict of interest policy.
 - ii. Dealer Sales Representatives (DSR)/ Dealer Owner Manager (DOM) represent that they will not use bribes, kickbacks, illegal gratuities, or other corrupt practices in connection with this agreement.
 - iii. Dealer Sales Representative (DSR)/ Dealer Owner Manager (DOM) represent that they will not provide HP with any proprietary, source selection sensitive, or other information that is restricted from disclosure by a third party.
4. Product Sourcing: To qualify for SPIF awards, product must be purchased from a HP authorized commercial distributor (CSP – Channel Service Provider) that is listed in the HP Gold DesignJet Specialist Program Guide.
5. Payment: Awards will only be paid to DSRs/DOMs working for outlets that are authorized HP Gold DesignJet Specialist Partners or HP GDS Consortium partners. Termination of a partner's HP Partner Agreement or program eligibility terminates DSR's and DOM's eligibility under this program.
 - a. SPIF awards are considered income for tax purposes. Participant is responsible for all taxes which may be assessed on SPIF awards. Hewlett-Packard will report SPIF award earnings, as required by law. Hewlett-Packard will issue IRS form 1099 to appropriate SPIF participant for each taxable year as required by the IRS.
6. Claims: For Transaction sales, eligible products must be sold and invoiced to the end-user within the promotion period. For Managed Print Service (Contractual) sales, eligible products must be contracted and invoiced to the end-user within the promotion period. All SPIF award claims must be received no later than thirty (30) calendar days from the date of invoice from the HP GOLD DESIGNJET

SPECIALIST partner to the end-user or by the claim deadline specified for the particular HP GOLD DESIGNJET SPECIALIST SPIF promotion, whichever comes first. Claims received after the deadline will not be accepted.

- a. All supporting claim documentation must be received at the same time as the SPIF claim form.
 - b. Required supporting claim documentation includes filled out SPIF claim form and customer invoice from reseller to end-user with the following information: Invoice date; Invoice number; Customer name; Customer address; HP DesignJet part number(s) and serial number (s). In addition, Managed Print Service SPIF Claims require proof of contractual placement, including signed MPS contract with contract duration terms, contract start date, end-user signature, and contract amount. MPS contract must show: Customer name; Customer address; HP DesignJet part number(s) and serial number (s).
7. Additional requirements may be established as part of any specific SPIF promotion. Additional requirements, if any, will be provided with SPIF promotion detail documentation. HP may impose additional terms and conditions for any particular SPIF.
 8. Details about each HP GOLD DESIGNJET SPECIALIST SPIF promotion, including promotion period, qualifying products, SPIF award amount(s), eligible participants and claim deadline, will be communicated via the monthly HP Gold DesignJet Specialist newsletter.
 9. If product is returned the SPIF benefit is ineligible and the DSR will be required to return payment to HP within 30 days.
 10. Hewlett-Packard reserves the right to alter, amend or terminate the HP GOLD DESIGNJET SPECIALIST SPIF Program without prior notice. Hewlett-Packard reserves the right to interpret the rules of the program.
 11. Neither party will incur liability to the other for claims arising solely out of the cancellation of this program. Except as provided in this document, all other terms of any agreements that DSRs, DOMs or Business Partner may have with HP shall remain in full force and effect.
 12. Audit: Hewlett-Packard reserves the right to audit information provided in the documents associated with all claims made for HP GOLD DESIGNJET SPECIALIST SPIF promotion awards by any individual and/or outlet. The DSR/DOM must keep these documents on file for a period of at least four (4) years. DSR/DOM must submit all requested documentation/information within seven (7) business days from date of audit notification or claim will be denied. This audit will consist of but will not be limited to validating product quantities, product numbers, serial numbers, and end-user verification. If an individual DSR/DOM fails a claim audit more than three (3) times, they will be permanently removed from HP GOLD DESIGNJET SPECIALIST SPIF participation.
 13. If HP determines that a claim(s) submitted by an individual participant or Partner is fraudulent, HP may (1) terminate the participation of the DSR OR DOM in the HP GOLD DESIGNJET SPECIALIST SPIF Program; (2) require DSR or DOM to refund or forfeit any programs payments paid and/or accrued during the scope of the breach period; (3) impose monetary penalties for any breach; and/or (4) required HP Partner to reimburse HP for all reasonable attorney fees associated with enforcing these provisions.
 14. Submitting false claims for program benefits may subject the DSR, DOM and/or HP Partner to civil liability or criminal prosecution.
 15. All other terms of the HP Partner Agreement and associated addenda, exhibits, amendments and/or operations guides apply.
 16. Participants will have thirty (30) calendar days to appeal all rejected claims. HP decisions regarding appeals are final.
 17. All decisions regarding the HP GOLD DESIGNJET SPECIALIST SPIF program made by Hewlett-Packard are final.