



HP Graphics Specialist Commercial HP Latex 300 Series / HP Latex 370 August 2016 SPIF Offer for Dealer Sales Reps

Things just got a whole lot Hotter this Summer! HP is offering extra incentives for Dealer Sales Representatives who close HP Latex 370 and 300 Series printer sales between August 1, 2016 and August 31, 2016. The HP Latex 300 Series is the #1 Printer Series in the US, so Cash-In when you sell HP Latex Series 300 Series Printers in August 2016!

**Eligible Printer Models:
Eligible Hardware SKUs:**

**HP Latex 310, 330, 360, 370
B4H69A, E2X76A, B4H70A, L4R41A**

- Earn **\$300** on each HP Latex 310 unit sold*! (B4H69A)
- Earn **\$500** on each HP Latex 330 unit sold*! (E2X76A)
- Earn **\$1,000** on each HP Latex 360 unit sold*! (B4H70A)
- Earn **\$1,000** on each HP Latex 370 unit sold*! (L4R41A)

[Please refer to the Terms and Conditions on page 3 for full details.](#)

For more information about the HP sale 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.

** Award dollars are available to the partner sales representatives who actively participated in the closing of the sale. Dealer must be authorized partner for the respective printers listed above. Units sold via select end user big deals are not eligible. The funds for this promotion are limited to sales occurring in August 2016 or when funds are exhausted, whichever occurs first. Promotion period is August 1, 2016 – August 30, 2016. Partner sales representative must provide proof of sale and file claim in order to receive payment. All SPIF claims must be received by September 15, 2016 for cash rebate. The sales representative is responsible for all associated taxes on earnings and awards.*

© Copyright 2016 HP Development Company, L.P. The information contained herein is subject to change without notice. HP shall not be liable for technical or editorial errors or omissions contained herein.

Customer Information

Company Name _____
Contact Name _____
Address _____
City, State, ZIP _____
Phone _____
E-mail _____

Invoice Date _____
Invoice Number _____

Reseller Information

Claimant ID # _____
(If provided only Sales Rep name is required below)
HP Outlet ID # _____
Company Name _____
Company Address _____
City, State, ZIP _____
Phone _____
Sales Rep Name _____
Sales Rep E-mail _____
Sales Rep SS# _____
Address where check is to be mailed (if different than above): _____

Distributor	Distributor Invoice Date	Distributor Invoice Number	Product	Description	Product SKU	Serial Number	Rebate Expected

Claiming Instructions

1. The promotion requires the sales rep 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.
2. **Valid products must be invoiced to the customer between August 1, 2016 and August 31, 2016 and be shipped or invoiced from distribution no later than August 31, 2016. Units invoiced from the reseller to the end user between August 1, 2016 and August 31, 2016 are eligible for either a \$300 SPIF for HP Latex 310, a \$500 SPIF for HP Latex 330, a \$1,000 SPIF for HP Latex 360 and a \$1,000 SPIF for HP Latex 370.**
Returned products will require audit.
3. **Last day to file August Claims is September 15, 2016. Sales representatives must keep proof of submission within the timeframe of the program (for example fax cover with date stamp) for any claims that were sent and payment not received.**
4. Sales rep 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. SPIF participation and claim information may be shared with owner/manager upon request.
7. Allow 6 – 8 weeks from the time the claim is received by HP for processing

Acceptance:

Please indicate your acceptance of the HP Graphics Specialist Commercial (GSC) SPIF Program Terms and Conditions and Claiming Instructions.

Acceptance by Sales Rep: _____ Date: _____

Fax To:

HP Financial Operations
HP Latex 110/300 Series August 2016 SPIF Offer
Attn: Rebate Administrator
(866) 249-3012 toll free

Or

Email to: promo.ibs@hp.com HP Latex 110/300 Series August 2016 SPIF Offer
34179

HP Graphics Specialist Commercial (GSC) SPIF Program

Terms and Conditions

1. These terms and conditions outline the general rules applicable to the HP GSC 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 L series products.
 - a. The HP GSC 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 GSC SPIF Program.
 - b. The SPIF benefits must be paid to the Dealer Sales Representatives (DSR) without deduction or set-off. SPIF benefits may not be paid to or kept by the channel partner company. The Dealer Sales Representative (DSR) 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) employed by authorized HP Graphics Specialist Commercial partners are eligible to participate in the HP GSC SPIF program (the "Program"). The individual DSR must actively participate in closing the sale of HP Designjet L series products.
 - b. DSR must provide their Social Security Number to participate. Failure to provide Social Security Number will result in termination of participation in the SPIF program.
3. Eligible Sales:
 - a. Only sales to end-user customers are eligible.
 - b. Units that are sold via certain end user big deals are not eligible.
 - c. Units that are provided as promotional units or customer TCE units are not eligible.
 - d. Sales to other authorized resellers, brokers, or non-authorized resellers are not eligible for SPIF awards, regardless of intended use of the product.
 - e. 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.
 - f. This program is valid in the United States only and applies only to sales made within the United States.
 - g. HP 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.
 - h. Regarding products sold into government accounts the following statements apply:
 - i. Dealer Sales Representatives (DSR) 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) represent that they will not use bribes, kickbacks, illegal gratuities, or other corrupt practices in connection with this agreement.
 - iii. Dealer Sales Representative (DSR) 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 that is listed in the Graphics Specialist Commercial Program Exhibit.
5. Payment: Awards will only be paid to DSRs working for outlets that are authorized HP GSC partners. Termination of a partner's HP Partner Agreement or program eligibility terminates DSR'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. HP will report SPIF award earnings, as required by law. HP will issue IRS form 1099 to appropriate SPIF participants for each taxable year as required by the IRS.
6. Claims: Eligible products must be sold and invoiced to the end-user within the promotion period. All SPIF award claims must be received by the claim deadline specified for the particular HP GSC SPIF promotion. 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).
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 GSC SPIF promotion, including promotion period, qualifying products, SPIF award amount(s), eligible participants and claim deadline, will be communicated via the monthly HP Graphics Specialist Commercial 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. HP reserves the right to alter, amend or terminate the HP GSC SPIF Program without prior notice. HP 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 or Business Partner August have with HP shall remain in full force and effect.
12. Audit: HP reserves the right to audit information provided in the documents associated with all claims made for HP GSC SPIF promotion awards by any individual and/or outlet. The DSR must keep these documents on file for a period of at least four (4) years. DSR 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 fails a claim audit more than three (3) times, they will be permanently removed from HP GED SPIF participation.
13. If HP determines that a claim(s) submitted by an individual participant or Partner is fraudulent, HP August (1) terminate the participation of the DSR in the HP GSC SPIF Program; (2) require DSR 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. SPIF participation and claim information August be shared with dealer owner/manager upon request.
15. Submitting false claims for program benefits August subject the DSR and/or HP Partner to civil liability or criminal prosecution.
16. All other terms of the HP Partner Agreement and associated addenda, exhibits, amendments and/or operations guides apply.
17. Participants will have thirty (30) calendar days to appeal all rejected claims. HP decisions regarding appeals are final.
18. All decisions regarding the HP GSC SPIF program made by HP are final.