



HP DesignJet Specialist Winter 2017 SPIF Promotion

January 1, 2017–March 31, 2017

Eligible resellers: DJS Premium VAR (2-1) and
DJS Premium VAR Service Partners (3-1)

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 beginning on page four (4) for full details.



HP DesignJet T930 Printer



HP DesignJet T2530 Multifunction Printer

Transactional Business (individual printer sales) only SKUs:

\$100

CR649C#B1K—HP DesignJet T795 44-in Printer

\$150

CR652A#B1K—HP DesignJet T1300 44-in PostScript® Printer
CR652B#BCB—HP DesignJet T1300 44-in PostScript® Printer w/Encrypted HDD
L3S81B#B1K—HP DesignJet T1300 44-in PostScript® SD Pro MFP
Q6721B#B1K—HP DesignJet Z3200 44-in PostScript® Photo Printer
Q6721B#BCB—HP DesignJet Z3200 44-in PostScript® Photo Printer

\$200

F9A30A#B1K—HP DesignJet T830 36-in Multifunction Printer
F9A30A#BCB—HP DesignJet T830 36-in Multifunction No Wi-Fi
L2Y21A#B1K—HP DesignJet T930 36-in Printer
L2Y22A#B1K—HP DesignJet T930 36-in PostScript® Printer
L2Y22B#BCB—HP DesignJet T930 36-in PostScript® Printer w/Encrypted HDD
CQ113A#B1K—HP DesignJet Z5200 44-in PostScript® Photo Printer
CQ113A#BCB—HP DesignJet Z5200 44-in PostScript® Photo Printer
E1L21A#B1K—HP DesignJet Z5400 44-in PostScript® Printer
E1L21B#BCB—HP DesignJet Z5400 44-in PostScript® Printer w/Encrypted HDD
T0B51A#B1K—HP DesignJet Z5600 44-in PostScript® Printer

\$250

L2Y24A#B1K—HP DesignJet T1530 36-in PostScript® Printer
L2Y24B#BCB—HP DesignJet T1530 36-in PostScript® Printer w/Encrypted HDD
L2Y25A#B1K—HP DesignJet T2530 36-in Multifunction Printer



HP DesignJet Z5400 PostScript® Printer



HP DesignJet T3500 Production MFP

Transactional Business (individual printer sales) only SKUs:

\$250 (continued)

L2Y26A#B1K—HP DesignJet T2530 36-in PostScript® Multifunction Printer
L2Y26B#BCB—HP DesignJet T2530 36-in PostScript® Multifunction Printer w/ Encrypted HDD
L3S82C#B1K—HP DesignJet Z5400 44-in PostScript® HD Pro MFP
L3S82D#BCB—HP DesignJet Z5400 44-in PostScript® HD Pro MFP w/ Encrypted HDD

\$300

F2L46A#B1K—HP DesignJet T7200 42-in Production Printer
F2L46B#BCB—HP DesignJet T7200 42-in Production Printer
B9E24A#B1K—HP DesignJet T3500 36-in Production MFP w/ Encrypted Hard Disk 90 DAY WTY*
B9E24A#BH1—HP DesignJet T3500 36-in Production MFP w/ Encrypted Hard Disk 90 DAY WTY*
and PostScript® Upgrade Bundle
B9E24B#B1K—HP DesignJet T3500 36-in Production MFP w/ Encrypted Hard Disk 3 YR WTY
B9E24B#BH1—HP DesignJet T3500 36-in Production MFP w/ Encrypted Hard Disk 3 YR WTY
and PostScript® Upgrade Bundle
B9E24B#BCB—HP DesignJet T3500 36-in Production MFP w/ Encrypted Hard Disk 3 YR WTY/Trade
Compliant
CQ109A#B1K—HP DesignJet Z6200 42-in Photo Production Printer
CQ109B#BCB—HP DesignJet Z6200 42-in Photo Production Printer w/ Encrypted HDD

\$500

F2S71A#B1K—HP DesignJet Z6600 60-in Production Printer
F2S72A#B1K—HP DesignJet Z6800 60-in Photo Production Printer
F2S72B#BCB—HP DesignJet Z6800 60-in Photo Production Printer w/ Encrypted HDD

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

For more information about the HP DesignJet Specialist SPIF processing, questions or status of claim forms submitted for payment, call 800.504.2007 (Monday–Friday, 8:00am to 5:00pm CST), or email 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 January 1, 2017–March 31, 2017. All SPIF claims must be received by April 30, 2017. The DSR/DOM is responsible for all associated taxes on earnings and awards. Refer to the HP DesignJet Specialist SPIF Promotion terms and conditions for full details.

HP DesignJet Specialist Winter 2017 SPIF Offer January 1, 2017–March 31, 2017

Customer information

Company name: _____ Contact name: _____
Address: _____
City: _____ State: _____ ZIP: _____
Phone: _____ Email: _____
Customer invoice date: _____ Customer invoice number: _____

Reseller information

Claimant ID (if provided, only DSR/DOM name is required below): _____
HP Location ID: _____
Company name: _____
Company address: _____
City: _____ State: _____ ZIP: _____
Phone: _____
Please check which type of claim you are filing for: Dealer Sales Representative (DSR) claim Dealer Owner Manager (DOM)
DSR/DOM name: _____
DSR/DOM email: _____ 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 and 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) that 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 January 1, 2017, and March 31, 2017, and not be purchased from distribution later than March 31, 2017. Returned products will require audit.
3. Claims MUST be filed within thirty (30) days of customer invoice. Last day to file claims is April 30, 2017. DSRs/DOMs must keep proof of submission within the timeframe of the promotion (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. SPIF participation and claim information may be shared with owner/manager upon request.
6. An audit may include verifying the sale with the customer and with the owner/manager.
7. Allow six (6) to eight (8) weeks from the time the claim is received by HP for processing.

Acceptance

Please indicate your acceptance of the HP DesignJet Specialist SPIF Promotion terms and conditions and claiming instructions.

Acceptance by DSR/DOM: _____ Date: _____

Fax To:

HP Financial Operations
HP DJS Winter 2017 SPIF Offer—serial number*
Attn: Rebate administrator
866.249.3012 (toll free)

Or email to:

promo.ibs@hp.com
Subject line: HP DJS Winter 2017 SPIF Offer—serial number*

Program #: 34654

*Please put the claimed printer(s) serial number(s) after the hyphen.

Terms and Conditions

1. These terms and conditions outline the general rules applicable to the HP 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 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 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 DesignJet Specialist Partners and DesignJet Specialist Consortium Partners are eligible to participate in the HP 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 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 DesignJet Specialist Program track as defined in the relevant HP 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. 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.
 - 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 DesignJet Specialist Program Guide.
5. Payment: Awards will only be paid to DSRs/DOMs working for outlets that are authorized HP DesignJet Specialist Partners or HP DesignJet Specialist 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. 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: 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 DesignJet Specialist partner to the end-user or by the claim deadline specified for the particular HP 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).

Terms and Conditions

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 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 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 thirty (30) days.
10. HP reserves the right to alter, amend or terminate the HP DesignJet Specialist 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, DOMs or Business Partners may 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 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 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 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 DesignJet Specialist SPIF Program made by HP are final.

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. The funds for this promotion are limited to a predetermined amount and are available to those DSRs who sell and claim first. Promotion period is January 1, 2017–March 31, 2017. All SPIF claims must be received by April 30, 2017, for cash rebate. The sales representative is responsible for all associated taxes on earnings and awards. Refer to the HP DesignJet Specialist SPIF Promotion terms and conditions for full details.

PostScript is a trademark of Adobe Systems Incorporated.

© Copyright 2017 HP Development Company, L.P. The information contained herein is subject to change without notice. The only warranties for HP products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. HP shall not be liable for technical or editorial errors or omissions contained herein.

