



HP GSC Winter 2017 SPIF Offer for HP DesignJet Z-series printers

January 1, 2017–March 31, 2017

Eligible resellers: Graphics Specialist Commercial partners

Cash prizes for selling select HP DesignJet Z-series printers! Sell fast and claim fast. The funds for this promotion are limited to a predetermined amount and are available to those dealer sales reps* that sell and claim first. Please refer to the terms and conditions on page three (3) for full details.



HP DesignJet Z6600 Production Printer

Transactional Business (individual printer sales) only SKUs:

\$150

Q6721B—HP DesignJet Z3200 44-in PostScript® Photo Printer

\$200

CQ113A—HP DesignJet Z5200 44-in PostScript® Photo Printer

E1L21A—HP DesignJet Z5400 44-in PostScript® Printer

E1L21B—HP DesignJet Z5400 44-in PostScript® Printer w/ Encrypted HDD

T0B51A—HP DesignJet Z5600 44-in PostScript® Printer

\$250

L3S82C—HP DesignJet Z5400 44-in PostScript® HD Pro MFP

L3S82D—HP DesignJet Z5400 44-in PostScript® HD Pro MFP w/ Encrypted HDD

\$300

CQ109A—HP DesignJet Z6200 42-in Photo Production Printer

CQ109B—HP DesignJet Z6200 42-in Photo Production Printer w/ Encrypted HDD

\$500

F2S71A—HP DesignJet Z6600 60-in Production Printer

F2S72A—HP DesignJet Z6800 60-in Photo Production Printer

F2S72B—HP DesignJet Z6800 60-in Photo Production Printer w/ Encrypted HDD

For more information about the HP GSC Winter 2017 DesignJet Z-series printers 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.

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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 sales rep name is required below): _____
HP Location ID: _____
Company name: _____
Company address: _____
City: _____ State: _____ ZIP: _____
Phone: _____
Sales rep name: _____
Sales rep email: _____ Sales rep Social Security number: _____
Address where check is to be mailed (if different than above): _____

Claim information (one product per claim form)

Distributor name: _____ Distributor invoice date: _____
Distributor invoice number: _____ HP DesignJet printer name: _____
HP DesignJet SKU number: _____ HP DesignJet serial number: _____
Rebate amount 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 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. Sales representatives must keep proof of submission within the timeframe of the promotion (for example, fax cover with date stamp) to be used in the event 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. 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 Z-series printers SPIF Promotion terms and conditions and claiming instructions.

Acceptance by sales rep: _____ Date: _____

Fax to:

HP Financial Operations
HP GSC Winter 2017 SPIF Offer for HP DesignJet Z-series
printers—serial number*

Attn: Rebate administrator
866.249.3012 (toll free)

Program #: 34655

* Please put the claimed printer serial number after the hyphen.

Or email to:

promo.ibs@hp.com
Subject line: HP GSC Winter 2017 SPIF Offer for HP DesignJet Z-series
printers—serial number*

Terms and Conditions

1. These terms and conditions outline the general rules applicable to the HP Graphics Specialist Commercial 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 Graphics Specialist Commercial 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 Graphics Specialist Commercial 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.

- Eligible participants:
 - a. Dealer Sales Representatives (DSR) employed by authorized HP Graphics Specialist Commercial Partners are eligible to participate in the HP Graphics Specialist Commercial SPIF Program. The individual DSR must actively participate in closing the sale of HP DesignJet product.
 - b. DSR must provide their Social Security number to participate. Failure to provide Social Security number may result in termination of participation in the SPIF program.

2. Eligible sales:
 - a. Only sales to end-user customers 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. This program is valid in the United States only and applies only to sales made within the United States.
 - e. 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.
 - f. 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.

3. 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 Guide.

4. Payment: Awards will only be paid to DSRs working for outlets that are authorized HP Graphics Specialist Commercial 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 participant for each taxable year as required by the IRS.

5. Claims: Eligible products must be sold 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 Graphics Specialist Commercial SPIF Partner to the end-user or by the claim deadline specified for the particular HP Graphics Specialist Commercial 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 completed 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).

6. 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.

7. Details about each HP Graphics Specialist Commercial 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 SPIF newsletter.

8. If product is returned, the SPIF benefit is ineligible and the DSR will be required to return payment to HP within thirty (30) days.

Terms and Conditions

9. HP reserves the right to alter, amend or terminate the HP Graphics Specialist Commercial SPIF Program without prior notice. HP reserves the right to interpret the rules of the program.
10. 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 may have with HP shall remain in full force and effect.
11. Audit: HP reserves the right to audit information provided in the documents associated with all claims made for HP Graphics Specialist Commercial 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 Graphics Specialist Commercial SPIF participation.
12. 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 in the HP Graphics Specialist Commercial SPIF Program; (2) require DSR to refund or forfeit any program 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.
13. Submitting false claims for program benefits may subject the DSR and/or HP Partner to civil liability or criminal prosecution.
14. All other terms of the HP Partner Agreement and associated addenda, exhibits, amendments and/or operations guides apply.
15. Participants will have thirty (30) calendar days to appeal all rejected claims. HP decisions regarding appeals are final.
16. All decisions regarding the HP Graphics Specialist Commercial SPIF Program made by HP are final.

* Award dollars are available to the Dealer Sales Representatives (DSR) 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 Graphics Specialist Commercial SPIF Promotion terms and conditions for full details.

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