

# CapturePro<sup>SM</sup> Deal Registration



## Scanners

### Program Overview

Epson's Scanner Deal Registration program provides Epson authorized resellers with Deal Registration pricing benefits in recognition of the reseller's effort to identify a qualified end user opportunity for a minimum of 10 Epson scanners.

### Criteria

To request a Deal Registration, partners must complete the Deal Registration Form on the Epson Partner Portal and submit for approval. By submitting a Deal Registration request, partner agrees to program terms.



- Reseller must be an authorized CapturePro scanner reseller with a "Qualified End User" opportunity.
- "Qualified End User" opportunities shall be evaluated and determined by Epson Sales and Sales Operations and by way of example qualified verticals include: SLED, Corporate and Healthcare+
- "Qualified End User" opportunity must be validated as replacement of competitors equipment or net new opportunity for Epson scanners
- Reseller must clearly outline the project scope of the deal on the Epson Partner Portal Deal Registration form, including physical location, department, project timeline, and number of units
- Request submissions with incomplete scope details will be rejected by Epson
- Reseller must name one unique end user on request form
- End User defined as the final consumer of the product, not eligible to resell
- This program may be offered with standard, SLED, Healthcare+ or NCAP Distribution Pricing
- SLED, Healthcare+ or NCAP – Distribution, must be combined with deal registration on the same bid to qualify for both benefits
- This program may not be offered in response to a contract or be combined with Epson Contract pricing
- All units must be invoiced on the same end user purchase order to qualify for deal registration pricing

## Eligible Products – CapturePro

All scanner products listed below have a minimum order quantity of 10 units or more to qualify for Epson Scanner Deal Registration. The **minimum quantity must be invoiced on the same purchase order to qualify**. Deal Registration margin benefits, up to 10%, are based on total quantity purchased and are subject to post audit review by the Sales Operations bid credits team, based on distributor claims.

Hardware	Product Code	Order Qty
<b>Mobile</b>		
DS-70	B11B252202	10+
DS-80W	B11B253202	10+
DS-320	B11B243201	10+
<b>Compact Desktop</b>		
DS-C330	B11B272201	10+
DS-C480W	B11B269202	10+
DS-C490	B11B271201	10+
<b>Desktop/Workgroup</b>		
DS-410	B11B249201	10+
DS-530 II	B11B261202	10+
DS-575W II	B11B263202	10+
DS730N	B11B259201	10+
DS-770 II	B11B262201	10+
DS-790WN	B11B265201	10+
DS-870	B11B250201	10+
DS-970	B11B251201	10+
DS-30000	B11B256201	10+
DS-32000	B11B255201	10+
<b>Flatbed</b>		
DS-1630	B11B239201	10+
DS-6500	B11B205221	10+
DS-7500	B11B205321	10+
<b>Large-Format Flatbed</b>		
DS-50000	B11B204121	10+
DS-60000	B11B204221	10+
DS-70000	B11B204321	10+
<b>Large-Format Desktop</b>		
Perfection V850 Pro	B11B224201	10+
Expression 13000XL	B11B257201	10+

## Terms & Conditions

- This program is restricted to qualified end user sales in United States and Canada only
- Deal registration pricing benefits offered to a reseller for a qualified end user opportunity is not a commitment or guarantee of exclusivity on pricing benefits for such opportunity. Epson cannot guarantee that no other resellers will compete with the registered reseller for that opportunity.
- This program is limited to *Reseller To Qualified End User sales only*
- The following sales are not eligible to receive Deal Registration pricing:
  - Direct End Users
  - Dealers own use, including reseller's orders for stocking inventory or sales to other end users that are not Qualified End Users
  - Sales to other resellers
- Access to the Deal Registration program request form is available only to Epson authorized resellers through the Epson Partner Portal
  - Form **must** be completed by the reseller
- All Deal Registration requests are subject to Epson's sales and Sales Operations validation of prospective End User and determination in Epson's sole discretion whether prospective End User is a Qualified End User
- Only one Deal Registration bid is allowed per qualified end user opportunity
- Each Deal Registration opportunity bid is valid for 6 months from time of bid request.
  - No bid extensions will be available, end date will be locked
  - If pricing is required longer than the program offers, a Special Price Exception should be submitted
- All units must be invoiced on the same order to qualify and the minimum order quantity must be met at time of invoice or reseller will be required to refund the awarded program margin.
- Only one named end user company may be listed per Deal Registration request, opportunity, and bid.
- All information submitted by Reseller (or through the assistance of their BDM) must be accurate and complete.
  - Following submission, Reseller must immediately inform Epson if any such information has become inaccurate.
  - Reseller may not name themselves or any of their affiliates as the end user.
  - Epson relies upon the accuracy and completeness of such information submitted by Reseller in determining Qualified End User opportunities.
  - Submission of inaccurate, incomplete or false information is damaging to Epson and may result in action by Epson against the party making or facilitating such misrepresentation.
- This program and Deal registration bid pricing benefits are not intended for ongoing everyday discounted pricing for the Qualified End User.
- All changes or updates to approved Deal Registration bids will require reapproval
- Deal Registration discounts will be delivered via an approved Epson bid prior to the end user sale.
  - Bid price represents net price to distribution and includes all applicable discounts, including Deal Registration margin incentive and applicable partner benefits and is not stackable with any other discounts or promotions delivered separately from the approved bid requested price at the time of sale.
  - Resellers will receive Deal Registration pricing up front from distribution.
  - All bids and bid credit claims are subject to minimum quantity and end user validation.
- Reseller violations of program terms may result in reseller disqualification from the program and/or de-authorization from all Epson Advantage Partner Programs.
- Epson also reserves all of its rights and claims, including without limitation recoupment of funds and/or discounts misallocated to Reseller and damages that Epson may suffer as a result of Resellers acts or omissions.
- Epson reserves the right in its sole discretion to approve or deny any Deal Registration request, to cancel any registration, to close approved Deal Registration bids, and to change or terminate this program at any time.

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