



Partner Information Guide



THE POSSIBILITIES ARE INFINITE



Partner Information Guide

Getting Started

Dear Fujitsu Partner,

Welcome to One Capture Alliance, the imaging partner program from Fujitsu Computer Products of America (FCPA). As an FCPA partner, you're offered a number of programs that can improve your sales and profitability in selling FCPA imaging products. The following pages outline these opportunities and guidelines, as well as provide you with all the necessary forms to take full advantage of the program. For additional information, please contact your FCPA account representative, or call the Partner Hotline at (888) 425-8228.

Here are some other key FCPA contact numbers:

Fujitsu Computer Products of America, Inc.	(800) 626-4686
FCPA Technical Assistance Center (TAC)	(800) 626-4686 Option #2
FCPA Corporate Web site	www.fcpa.fujitsu.com
One Capture Alliance	http://www.reseller.fcpa.fujitsu.com/



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Partner Benefits

The benefits to your business are tremendous. With FCPA as your partner, you'll have direct access to valuable information and programs that will make you more competitive in the marketplace. This program gives you preferred status as an approved FCPA partner and also allocates a dedicated amount of representatives to serve you.

The One Capture Alliance offers our partners an opportunity to participate in the following programs:

- **Discounted Demo Units**
FCPA imaging products for demonstration purposes are offered to our partners with attractive discounts.
- **Inside Sales Support**
All partners have access to dedicated FCPA onsite sales representatives through a toll-free 800 number. Call 1-888-425-8228 for assistance on product information, promotions, and partner program support.
- **Dedicated Partner Web Site**
Upon enrollment you will receive a user name and password to access sales tools, datasheets, product information, order literature online and competitive analysis.
<http://fcpa.com/reseller/>
- **Sales Tools**
Upon enrollment you will receive access to the Interactive Imaging Guide and the Sales Reference Guide. This guide provides you with product features and benefits, competitive positioning, key selling points, part numbers, ordering information and more, in an easy to understand format. Available online.
- **Product Literature**
Order product literature upon request through the dedicated One Capture Alliance Web site at <http://fcpa.com/reseller/>
- **Service Contract Renewals**
You may purchase Fujitsu service contracts for your customers including ScanCare and standard break-fix services. You will receive renewal notification upon expiration directly from Fujitsu year after year ensuring you maintain your incremental revenue stream.
- **Capture Newsletter**
You will receive quarterly updates on product promotions, new product announcements, marketing programs and events.
- **Sales Incentive Programs**
Participate in sales incentive programs for spiffs, rebates, and prizes throughout the year.
- **CDIA Reimbursement**
FCPA will reimburse qualifying resellers for the cost of the CDIA exam for each individual who achieves CDIA certification.

Partner Program Benefits

	PARTNER LEVEL		
	Premier	Pro	ISV/Service
Requirements			
Annual Purchase Requirement of Fujitsu Imaging Products from an Authorized FCPA Imaging Distributor	\$100,000	N/A	N/A
Demonstration Unit Purchase of Fujitsu Imaging Products	1 scanner above \$3000	1 scanner above \$1000	1 scanner
Minimum Technical Support Employees	Two technical support employees. One must have current CDIA certification. Copy of CDIA certification required.	1	N/A
Additional Requirements for Premier Partners	<ul style="list-style-type: none"> • Ability to install a complete document imaging solution, hardware and software. • Ability to train an end user on the usage of a document imaging solution • Certified reseller of a document imaging software package • 10% of total gross business must be dedicated to document imaging products. 		
Benefits			
Earned Rebate Incentive Programs	Yes	No	Yes
Hot Sales Lead Referrals	Yes	No	No
FCPA Web-site Listing	Yes	No	Yes
Discount on Demonstration Units	Yes	Yes	Yes
Refurbished Units and Excess Inventory	Yes	Yes	Yes
Dedicated Outside Sales Rep	Yes	No	Yes
Inside Sales Support	Yes	Yes	Yes
Dedicated 1-800 Technical Support	Yes	No	Yes
Product Literature	Yes	Yes	Yes
Sales tools including Interactive Imaging Guide and Sales Reference Guide	Yes	Yes	Yes
Sales Incentive Programs (contests/promotions)	Yes	Yes	Yes
Market Development Funds	Yes	No	Yes
One Capture Alliance Web-Site Access	Yes	Yes	Yes
CDIA Certification Reimbursement	Yes	No	No
Partner Newsletter	Yes	Yes	Yes
Service Contract Renewals	Yes	Yes	Yes
Innovative Leadership Award/PR	Yes	No	Yes
Product and Service Compatibility Guide	No	No	Yes

PREMIER PARTNER BENEFITS

In addition to the standard Partner benefits, resellers who have achieved *Premier* status are eligible to participate in the following programs: (Premiers only)

- **Earned Rebate Incentive Program**
Qualifying resellers can earn rebates up to 4% directly from FCPA for achieving quarterly sales goals. Purchases of qualifying products from any authorized Fujitsu Imaging Distributor counts towards achieving the sales target. (Supporting doc. required)
- **Hot Sales Lead Referral Program**
Receive qualified sales lead referrals generated from our 800 number, major industry trade shows, seminar events, advertising campaigns and our web site.
- **Dedicated 1-800 Technical Support**
Direct access to Imaging support specialists at (888) 282-0444 for telephone technical support.
- **FCPA Web-Site Listing**
You may receive additional sales leads from having your company name and logo listed on FCPA's web site (www.fcpa.fujitsu.com).
- **Field Engineering Support**
Receive pre and post sale field support for product qualifications and sustaining engineering support.
- **Early Qualification Unit Availability**
You are eligible to receive early product samples to begin qualification before general availability.

Premier Rebate Program

Program Description

Premier Partner members may choose to participate in our Earned Rebate Program. By achieving quarterly sales goals, Premier Partners can earn a rebate up to 4% on net FCPA purchases for the quarter.

How it works:

1. Partner must be an Authorized Premier Partner.
2. Must purchase a minimum of \$100K annually in Fujitsu scanners, accessories and consumables from an Authorized FCPA Distributor.
3. Two technical support employees. One must have current CDIA certification. Copy of CDIA certification required.

** Program is subject to change without notice at any time by FCPA*

Hot-Sales Lead Program

Fujitsu receives potential end-user sales leads from a number of sources. Through this program, qualifying resellers will have these leads referred to them for follow-up.

End-user leads are developed from:

- Telephone inquiries from the toll-free 800 number
- Trade shows, seminars and marketing events
- Advertisements and direct mail

All lead referrals are pre-qualified by Fujitsu prior to being distributed to the Premier by the Fujitsu outside sales representative.

Terms and Conditions

Participating Partners are required to provide their FCPA sales representatives with regular follow-up status summarizing the sales results from any leads received. Failure to report lead update status may result in forfeiture of future lead referrals.

FCPA Web-site Listing

All Premier Partners benefit from having their company name and logo listed on FCPA's web-site. Please submit your company's logo and web-site URL link to FCPA's Channel Marketing Department.

To get started, submit updated contact information, logo and web link URL to:
jlhermine@fcpa.fujitsu.com

FCPA reserves the right to modify or cancel this program at any time without notice.

Dedicated Imaging Partner Web Site

All Partners will receive access to the Once Capture Alliance Web-site <http://www.reseller.fcpa.fujitsu.com/>. This password-protected web-site contains up-to-date information in the following areas:

- Product Information
 - ❖ Datasheets
 - ❖ Specifications
 - ❖ Features and Benefits
 - ❖ Competitive Advantages
 - ❖ Product Presentations
- Marketing Programs
- Channel Events Calendar
- Partner Program Updates
- Technical Support

To request your password, please contact the Partner Hotline (888) 425-8228

Technical Support

All Partners have access to FCPA's Technical Assistance Center (TAC) at (800) 626-4686, Option #2, between the hours of: 5 A.M. to 9 P.M. M-F, 7 A.M. to 3 P.M. Saturdays (PST). Partners will receive technical support assistance and be able to request repair service.

Premier partners have access to FCPA dedicated imaging support specialists for telephone technical support. The dedicated technical support number will be included in your Premier Partner acceptance notification letter.

Demonstration Unit Program

This program provides all Fujitsu partners with the opportunity to purchase a demonstration unit of selected hardware products, at a specially discounted price. Partners may purchase one demo unit of each model every six months. For instance, you may purchase one M4097D, one M4097D-IPC, and one M4097D-VRS scanner during a six-month period. The available demo unit models are listed on the following demo order form.

Terms and Conditions

- The demonstration program provides an additional discount on purchase of the sealed product.
- This discount is only available to you in purchase of one new Fujitsu product, as a demo unit, every six months.
- You agree to keep the unit and perform customer demonstration with it for a period of at least six months from the date of delivery.
- At the end of the six-month demonstration period you may select the product, as you wish, you may purchase another unit (the same product or a different product from that line) for demonstration purposes.
- Fujitsu will refer sales leads to you for product demonstrations. These leads will be potential customers in your area who are interested in purchasing one of the products you currently have as a demonstration unit.
- Payment terms for the demonstration unit must be provided along with the *Demonstration Unit Order Form*.
- Violation of any of these terms and conditions may result in cancellation of the resellers participation in this program
- Demonstration units will be covered under the standard product warranty. Upon resale, the remaining portion of the standard product warranty will be transferred to the end-user.

Fujitsu reserves the right to cancel or modify this program at any time without notice.



DEMO EQUIPMENT ORDER FORM

COMPANY INFORMATION

Company Name:		
Shipping Address:		
City:	State	Zip
Contact Name:	Phone	
Email Address:	Fax	
Today's Date:	Date Product Needed By:	

PRODUCTS, PAYMENT AND SHIPPING

Model No.	Part No.	Demo Price	
* Workgroup			
ScanSnap <i>fi-4110EOX2</i> 15ppm, B&W/Color, USB, Adobe 5.0, Cardminder MINIMUM ORDER 2 (See TERMS)	PA03209-B202	\$322	\$
<i>fi-4010CU</i> , 12 ppm, 600 dpi, USB, TWAIN driver only, Simplex	CG01000-496501	\$348	\$
ScanPartner 15C, 15PPM, 600 dpi, SCSI Kit, Scandall	CG01000-464802	\$622	\$
<i>fi-4120C</i> , 25 PPM, 600 dpi, 50Pg ADF, SCSI and USB Kit	CG01000-477801	\$598	\$
ScanPartner 620C, 20PPM, 600 dpi, SCSI Kit, Scandall+	CG01000-461001	\$898	\$
<i>fi-4220C</i> , 25 PPM, 600 dpi, 50 Pg ADF, SCSI and USB Kit, Flat bed	CG01000-480201	\$998	\$
* Departmental			
SP93GX. 27PPM, Simplex, SCSI Kit, 50 page ADF	CG01000-465101	\$1,747	\$
<i>fi-4530C</i> , 35 PPM, Duplex, USB2.0, SCSI, Ultrasonic, Adobe 5.0, TWAIN, ISIS	PA03334-B005	\$1,998	\$
<i>fi-4340C</i> , 40PPM, Duplex, Color, SCSI-2, 100 page ADF	CG01000-446601	\$2,498	\$
<i>fi-4640S</i> , 40PPM, 800 dpi, 11x 17, SCSI-2 (Video Opt), 100 page ADF	CG01000-492501	\$2,998	\$
* Production			
M4097D, 50 PPM, Duplex, 11 x 17, SCSI -2(Video Opt) 100 page ADF	CG01000-478101	\$3,498	\$
M4097D-IPC, 50PPM Duplex, 11 x 17 SCSI-2(Video Opt)	CG01000-478201	\$3,998	\$
M4097D-VRS, 50PPM, Duplex, 11 x 17 SCSI-2(Video Opt)	CG01000-478001	\$4,498	\$
<i>fi-4750L</i> , 55 PPM, Duplex, 11 x 17, SCSI, 250 page ADF	CG01000-486301	\$4,248	\$
<i>fi-4750C</i> , 50 PPM, Color Duplex, 11 x 17, SCSI-2, 100 page ADF	CG01000-484601	\$4,947	\$
<i>fi-4860</i> , 63PPM, Duplex, Color, 11 x 17, Ultra Wide SCSI, 500 ADF	CG01000-498401	\$8,498	\$
M4099D, 90 PPM, Duplex, 11.7 x 17, SCSI-2/Video, 1000 page ADF	CA04315-B002	\$10,498	\$
M4099D-VRS, 90ppm, Duplex, 11.7 x 17, SCSI-2/Video, 1000 page ADF	CG01000-480501	\$11,498	\$
<i>fi-4990C</i> , 90ppm, Duplex, Color, 11.7 x 17, SCSI-3, 1000 page ADF	CG01000-491901	\$12,998	\$
		<i>Unit Price Subtotal</i>	\$
		<i>Applicable Sales Tax</i>	\$
		<i>Freight Charges</i>	\$
		Total Amount Due	\$



ORDER PROCEDURES FOR PURCHASING THROUGH DISTRIBUTION

Please Circle One:

*Optical Laser	*Tech Data	*Ingram Micro	*New Wave	*Cranel
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Disty Sales Rep Contact Information
Disty Contact: _____ *e-mail:* _____
 FCPA will contact above indicated Distributor to inform of order request.
 Please contact your Distributor to make arrangements for direct purchase.

SALES TAX PROCEDURES

Unless FCPA has a resale certificate on file, orders shipping to all states but Alaska, Connecticut, Delaware, Hawaii, Missouri, Montana, Nevada, New Hampshire, Oregon and Utah require that sales tax be charged, unless FCPA has a resale certificate on file. If you desire this order to be shipped tax-exempt, **include an original resale certificate with your order form.** Orders received without sales tax included or an original resale certificate will be returned to the sender.

Resellers # / Federal Tax ID #: _____

_____ An original resale certificate is included with this order.

_____ An original resale certificate was previously sent and on file.

TERMS AND CONDITIONS

Fujitsu standard products warranties apply to all demo units sold direct to resellers. Fujitsu standard product warranties for all imaging products are transferable to end-users.

Fujitsu reserves the right to cancel and change this program at any time without notice. The demo program offer is available to Fujitsu VAR Force partners only and is subject to availability. Completed order forms are subject to acceptance by Fujitsu.

It is the VAR's responsibility to notify their VAR Force account representative if the demo unit is re-sold at the end of the six-month period. The customer's name and address along with serial number on sold unit must be provided.

For new One Capture Alliance Program applicants purchasing a demo scanner through the Distribution channel, your application will be maintained in a pending status until confirmation of a demo purchase is confirmed by the Distributor to FCPA.

Pricing is subject to change.

Complete this form and send payment to:

Andrew Cornell, Sr. Inside Sales Representative (West Coast territory)
 Telephone: (408) 894-3699 Fax: (408) 894-3617
acornell@fcpa.fujitsu.com or

Don Caruso, Sr. Inside Sales Representative (East Coast territory)
 Telephone: (408) 894-3586 Fax: (408) 894-3617
dcaruso@fcpa.fujitsu.com or

Ivan Bermudez, Sr. Inside Sales Professional (South Eastern territory)
 Telephone: (408) 894-3928 Fax: (408) 894-3617
iberbudez@fcpa.fujitsu.com or

Fujitsu Computer Products of America, Inc.
 2904 Orchard Parkway
 San Jose, CA 95134-2009
<http://www.fcpa.fujitsu.com/>

Reconditioned Equipment and Excess Inventory Program

All partners can purchase refurbished and/or excess inventory equipment directly from FCPA.

Reconditioned equipment products have been completely restored by our qualified technical staff and are available for purchase at discounted prices. All conditions such as warranty and returns apply to the purchase of refurbished units. Please contact your inside sales professional for up-to-date product information and availability.

Sales Terms and Conditions

1. No product returns
2. All sales are final
3. Installation not included
4. FCPA warrants that at the time of delivery to Original Purchaser and thereafter for the ninety (90) day warranty period, the Re-conditioned product will conform to FCPA published specifications, and will be free from defects in material or workmanship under normal use and service. Excess inventory products will receive the FCPA standard product warranty.
5. FCPA reserves the right to cancel this program at the time without notice. This program is subject to product availability. Completed order forms are subject to acceptance by FCPA.
6. LIMITATION OF LIABILITY. IN NO EVENT WILL FCPA BE LIABLE FOR COSTS OF PROCUREMENT OF SUBSTITUTE GOODS, LOSS OF USE, INCIDENTAL, INDIRECT, SPECIAL OR CONSEQUENTIAL DAMAGES OF ANY KIND, WHETHER OR NOT ADVISED OF THE POSSIBILITY OF SUCH LOSS, HOWEVER CAUSED AND ON ANY THEORY OF LIABILITY. THE ESSENTIAL PURPOSE OF THIS PROVISION IS TO LIMIT THE POTENTIAL LIABILITY ARISING OUT OF THIS PURCHASE AGREEMENT



Re-conditioned and Excess Inventory Order Form					
COMPANY INFORMATION					
Company Name:					
Shipping Address:					
City:		State		Zip:	
Primary Contact, Title:		Phone			
Email:		Fax			
Today's Date:		Date Needed:			
PRODUCTS, PAYMENTS AND SHIPPING GUIDELINES					
Please enter the product subtotal in the amount column.					
Model No.	Part No.	Price	Qty		Amount
Scanners					
SP15C, Color w/software	CG01000-464802-R	\$523			\$
SP620C, Color w/software	CG01000-461002-R	\$800			\$
SP3091DC	CG01000-476001-R	\$456			\$
SP3092DC	CG01000-482401-R	\$655			
fi-4110CU	CG01000-491001-R	\$389			\$
fi-4120C	CG01000-477801-R	\$523			\$
fi-4220C	CG01000-480201-R	\$900			\$
SP 93 GX	CG01000-465101-R	\$1,000			\$
M3093EX	CA02952-4204-R	\$1,395			\$
M3093GX w/o comp	CG01000-411601-R	\$785			\$
M3093DE, VIDEO	CA02939-4305-R	\$1,200			\$
M3093DG, SCSI	CA02939-4326-R	\$1,500			\$
fi-4340C	CG01000-446601-R	\$2,225			\$
M3096EX	CA02433-0105-R	\$895			\$
M3096GX w/o cmp	CA02433-0602-R	\$1,060			\$
fi-4640S	CG01000-492501-R	\$2,600			\$
M4097D	CG01000-478101-R	\$2,867			\$
M4097D with IPC	CG01000-478201-R	\$3,302			\$
M4097D with VRS	CG01000-478001-R	\$3,877			\$
fi-4750C	CG01000-484601-R	\$3,657			\$
fi-4750L	CG01000-486301-R	\$3,600			\$
M4099D	CA04315-B002-R	\$9,500			\$
M4099D-VRS	CG01000-480501-R	\$10,500			\$
fi-4990C	CG01000-491901-R	\$11,700			
		Unit Price Subtotal			\$
		Applicable Sales Tax			\$
		Pre-paid Freight			\$
		Total Amount Due			\$



Re-conditioned Product Guidelines:

- 1) No Returns
- 2) Installation not included.
- 3) FCPA warrants that at the time of delivery to Original Purchaser and thereafter for the ninety (90) day warranty period, the Re-conditioned Product will conform to FCPA published specifications, and will be free from defects in material or workmanship under normal use and service. Returns, solely at FCPA's option, will be repaired or credited only.
- 4) LIMITATION OF LIABILITY. IN NO EVENT WILL FCPA BE LIABLE FOR COSTS OF PROCUREMENT OF SUBSTITUTE GOODS, LOSS OF USE, DATA OR PROFITS, BUSINESS INTERRUPTION OR ANY EXEMPLARY, INCIDENTAL, INDIRECT, SPECIAL OR CONSEQUENTIAL DAMAGES OF ANY KIND, WHETHER OR NOT ADVISED OF THE POSSIBILITY OF SUCH LOSS, HOWEVER CAUSED AND ON ANY THEORY OF LIABILITY. THE ESSENTIAL PURPOSE OF THIS PROVISION IS TO LIMIT THE POTENTIAL LIABILITY ARISING OUT OF THIS PURCHASE AGREEMENT.

Order Procedures:

Method of Payment (check one)

Company Check

Cashiers Check

Credit Card MasterCard/Visa/The American Express Card (circle one)

Account Number: _____ Expiration Date: _____

Signature: _____

Freight Procedures:

Please specify method of shipment

Federal Express: Overnight AM, Overnight PM, 2-Day

Federal Express Account#: _____

UPS: Ground (5-7 Day Delivery), UPS Blue (2-Day), UPS Red (Overnight)

UPS Account #: _____

Please indicate if you want freight insurance: Yes No

Freight charge and freight insurance are the purchaser's responsibility. Freight terms are: FOB origin. Freight will be charged to purchaser's account number.

SALES TAX AND PROCEDURES

Orders shipping to all states but Alaska, Connecticut, Delaware, Hawaii, Missouri, Montana, Nevada, New Hampshire, Oregon and Utah require that sales tax be charged, unless FCPA has a resale certificate on file. Orders received without sales tax included or an original resale certificate will be returned to the sender.

TERMS AND CONDITIONS

All Sales are FINAL. Fujitsu will replace out-of box failures free of charge if notified within 30 days of shipment. 90 day warranty applies to all Excess/Clearance inventory and is transferable to end-users. Extended warranty may be purchased at any time during the life of the product. Furthermore, Fujitsu reserves the right to cancel and change this program at any time without notice. This Program is subject to product availability. Completed order forms are subject to acceptance by Fujitsu.

Signature

Send orders to:
FCPA
2904 Orchard Parkway
San Jose, CA 95134

Andrew Cornell, Sr. Inside Sales Representative (West Coast territory)
Telephone: (408) 894-3699 or Fax orders to: (408) 894-3617
Email to: acornell@fcpa.fujitsu.com

Don Caruso, Sr. Inside Sales Representative (East Coast territory)
Telephone (408) 894-3586 or Fax orders to: (408) 894-3617
Email to: dcarus@fcpa.fujitsu.com

Ivan Bermudez, Sr. Inside Sales Professional (South Eastern territory)
Telephone: (408) 894-3928 or Fax orders to (408) 894-3617
Email to: iberbudez@fcpa.fujitsu.com

Evaluation and Qualification Program

What is it?

The Evaluation and Qualification Program is Designed to allow Partners the opportunity to test and evaluate Fujitsu scanners in a potential customers working environment. The program allows Fujitsu to have a competitive edge among competitors by allowing the customer to see first hand what a Fujitsu scanner can do for their business model. The scanners can be tested with the software and hardware the client is proposing to use with the scanner. The Evaluation Program is a no risk program that allows clients a “try before they buy” opportunity.

How does it work?

The process of getting an Evaluation program to a customer has three requirements:

1. The **Evaluation and Qualification Testing Agreement, and Appendix A; must be dated and signed by the VAR** (or company assuming responsibility for the unit) The agreement covers all aspects of the program covering, length of evaluation period, warranty, safety standards, confidentiality, record keeping and other legal aspects.
2. Territory representative Authorization: The **VARs’ outside sales representative for the appropriate territory must be contacted**. If approved, the outside sales representative has to complete the Evaluation Approval Form and submit it to inside sales.
3. **Inventory Availability**: All Evaluation units that are shipped from Fujitsu are Refurbished units, If an Evaluation request is received and there is no current Refurb inventory of the unit requested, the next available unit will be sent out.

What else do I need to know?

1. It is important that the end user of the unit be made aware that the unit is refurbished
2. More than one product model can be evaluated at the same time
3. The responsible party is aware that the unit evaluation process is only 30 days, unless otherwise approved by FCPA
4. If the unit is not returned within thirty days, an invoice in the amount indicated on Appendix A, will be sent to the customer.
5. FCPA pays for shipping of all units via UPS GROUND ONLY, any other method, must be covered by the VAR/Customer
6. New unit for evaluation can be sent on a per opportunity basis. Both the territory representative as well as the Regional Sales Manager must approve new units.

Sold! Evaluation successful, what do I do now?

1. The customer has an option of purchasing the unit on hand. The amount indicated on Appendix A is the amount the VAR/Customer is obligated to pay.
2. Payment of Evaluation terms is via Credit Card on Company check, no terms will be extended
3. The unit can be returned and a new unit can be purchased through distribution, terms do apply.

How do I return the unit?

1. Once the evaluation period has expired, or the testing is completed, the unit must be returned to FCPA.
2. Contact: Ivan Bermudez (South-east) (408) 894-3928, Don Caruso (East and Mid-west) (408) 894-3586, or Andrew Cornel (West Coast) (408) 894-3699, and request an RMA. Or by fax: (408) 894-3617.
3. RMA will be faxed with shipping instruction back to FCPA

EVALUATION AND QUALIFICATION TESTING AGREEMENT

This Evaluation and Qualification Testing Agreement ("Agreement") made this _____ day of _____, _____ is entered into by and between **Fujitsu Computer Products of America, Inc. ("FCPA")** a California corporation located at 2904 Orchard Parkway, San Jose, California, 95134 and _____ ("Customer") a _____ corporation located at _____

sets forth the terms and conditions under which Customer shall participate in the evaluation and qualification testing of FCPA's equipment ("Equipment"), as further described in Appendix A.

1. Evaluation Units

FCPA agrees to ship the Equipment listed in Appendix A for evaluation and qualification testing at Customer's designated site in accordance with the terms and conditions of this Agreement.

Customer will have the right to use and evaluate such Equipment free of charge for a period of thirty -30 days from the Date of Delivery or as otherwise specified in Appendix A ("Evaluation Period"). If Customer does not return the Equipment on or before the Date of Eval Expiration, FCPA will invoice Customer for the Equipment at the Price listed in Appendix A.

3. Return of Equipment

In order to return the Equipment, Customer must contact FCPA to request a Return Material Authorization ("RMA") number. Customer shall return the Equipment in the original container, freight collect. Customer shall return the Equipment in the same condition in which it was provided to Customer, normal wear and tear accepted.

4. Record Keeping

Customer shall maintain records of the performance and location of the Equipment and shall provide such information periodically to FCPA at its request.

5. Safety Standards

Customer acknowledges and agrees that the Equipment delivered hereunder may be a pre-release or beta version of the Equipment, and therefore, may not conform to all FCC or UL standards.

6. Confidentiality

FCPA and Customer acknowledge and agree that in the performance of this Agreement both parties may have access to technical and business information in tangible or intangible forms, including but not limited to ideas, concepts, techniques, know-how, designs, specifications, records, data and drawings (collectively referred to as "Information") owned or controlled by the other, and that such Information may also include disclosures of copyrightable or patentable inventions with respect to which patents or copyrights may not have been issued or registered. Accordingly, FCPA and Customer agree:

- (a) That all such Information and test results acquired by FCPA or Customer shall be and shall remain the disclosing party's exclusive property.
- (b) To inform all employees engaged in handling of Information of its confidential and proprietary nature.
- (c) To hold all such Information in strictest of confidence and not disclose it to any third party.
- (d) No copies of the Information may be made without the disclosing party's consent. The party receiving Information agrees to use the highest degree of care to prevent its disclosure to others, but no less than a reasonable degree of care in order to protect such Information as it would its own proprietary and confidential information.
- (e) Customer will not permit Equipment to be used or inspected by any person other than Customer's employees, or FCPA's authorized representatives, without FCPA's prior written approval.
- (f) The obligations of this section shall survive termination of this Agreement.

7. Warranty

FCPA makes no warranties to Customer and shall not indemnify Customer or hold it harmless for any reason related to equipment or otherwise be liable to Customer. Customer acknowledges that Equipment is provided AS-IS and accepts all risks of utilizing Equipment under the conditions set forth in this Agreement.

8. Support

During the Evaluation Period, FCPA shall exercise reasonable effort to provide technical support services to Customer.

9. Equipment Location

Customer shall exercise due care, and follow FCPA's instructions regarding use and operation of the Equipment, and Customer shall not remove or permit the removal of any Equipment from the place of installation without FCPA's prior written approval.

10. Equipment Alterations

Excluding such alterations as may be required to establish failure analysis of the Equipment; Customer shall not alter, repair or make any modifications to Equipment without the prior written approval of FCPA.

11. Risk of Loss

Customer shall be responsible for the full value of the Equipment and all risk of loss from the time the Equipment is shipped through the end of the evaluation period for those units that do not require return as stated herein, or until its receipt by FCPA for those units that Customer is required to return. Customer shall pay all taxes in connection with the use of the Equipment.

12. Termination

(a) Except as otherwise provided herein, this Agreement may be terminated at any time by either party upon ten (10) days written notice to the other party. (b.) Upon termination of the Agreement, or at the end of the Evaluation Period, Customer shall either purchase Equipment at the Price stated in Appendix A, or immediately return all Equipment and Information to FCPA. Excluding those units that underwent destructive qualification, Equipment shall be returned to FCPA in good working condition, ordinary wear and tear excepted, and Customer shall be responsible for any damage to Equipment which is not due to FCPA's acts or omissions. Upon the termination of this Agreement, all Information and copies thereof shall be returned to the disclosing party.

13. Title

The Equipment shall at all times remain the property of FCPA and Customer shall not make any representations to the contrary.

14. Modifications

This Agreement may only be amended or otherwise modified in writing. This Agreement and Appendix A set forth the entire understanding relating to the subject matter of this Agreement and Customer's use of the Equipment. This Agreement shall be governed by the laws of California without regard to provisions concerning conflicts of law.

15. Limitation of Liability

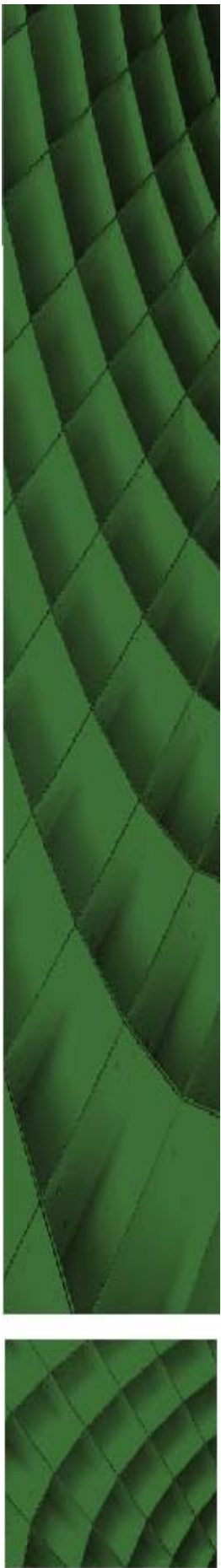
THE EQUIPMENT BEING PROVIDED CUSTOMER FOR EVALUATION HEREUNDER SHALL BE USED AND TESTED AT CUSTOMER'S OWN RISK. FCPA SHALL NOT BE LIABLE FOR INDIRECT, SPECIAL, INCIDENTAL, PUNITIVE OR CONSEQUENTIAL DAMAGES OR LOSS OF PROFIT OR REVENUE RESULTING FROM OR ARISING OUT OF ITS PERFORMANCE OR FAILURE TO PERFORM ANY OF ITS OBLIGATIONS UNDER THIS AGREEMENT.

IN WITNESS WHEREOF, this Agreement has been executed by duly authorized representatives of both parties hereto as on the date first written above.

Fujitsu Computer Products of America, Inc.

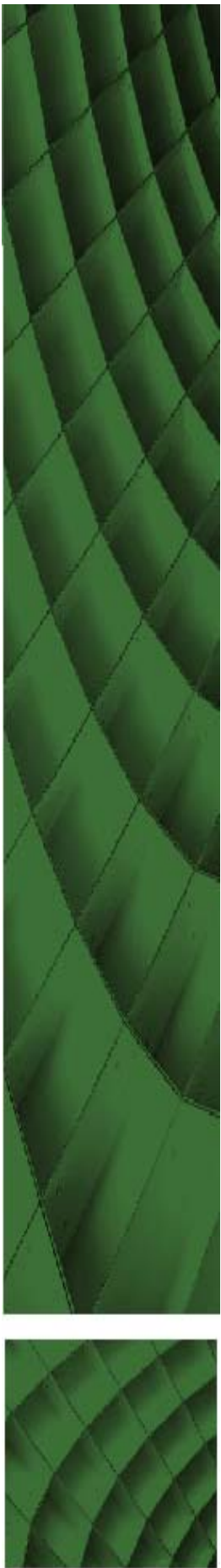
By: _____	By: _____
Name: _____	Name: _____
Title: _____	Title: _____
Date: _____	Date: _____





Evaluation Unit Selection and Pricing

Model No.	Part Number	Price	Quantity
fi-4120C	CG01000-477801	1,075.00	
	CG0100-477801-R	777.00	
fi-4220	CG01000-480201	1,795.00	
	CG01000-480201-R	1,297.00	
ScanPartner 93	CG01000-465101	2,515.00	
	CG1000-465101-R	1,817.00	
fi-4530C	PA03334-B005	3,595.00	
fi-4340C	CG01000-446601	4,945.00	
	CG01000-446601-R	3,572.00	
fi-4640S	CG01000-492501	5,395.00	
	CG01000-492501-R	3,897.00	
M4097D	CG01000-478101	6,295.00	
	CG01000-478101-R	4,547.00	
M4097D-IPC	CG01000-478201	7,195.00	
	CG01000-478201-R	5,197.00	
M4097D-VRS	CG01000-478001	8,095.00	
	CG01000-478001-R	5,847.00	
fi-4750C	CG01000-484601	9,895.00	
	CG01000-484601-R	7,147.00	
fi-4750L	CG01000-483601	8,995.00	
	CG01000-483601-R	6,497.00	
M4099D	CA04315-B002	18,895.00	
	CA04315-B002-R	13,647.00	
M4099D-VRS	CG01000-480501	20,695.00	
	CG01000-480501-R	14,947.00	
fi-4990C	CA04315-B107	26,995.00	
	CA04315-B107-R	19,497.00	
fi-4860C	CG01000-498401	15,295.00	
	CG01000-498401-R	11,047.00	
Evaluation Period: (Check one of the following;)			
30 Days _____ or _____ Days (with FCPA agreement)			



EVALUATION APPROVAL FORM

Sales Rep.		Signature	
Scanner model		Size of Opportunity	

Company Name: _____

CONTACTS:

Primary Contact		Phone No.:	
Technical Person		Phone No.:	

Contact Person's Email address: _____

Dept. / Account # (For Shipping Purposes)	Requested Ship Date:	
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PRODUCT INFORMATION

MODEL NO. / PART NO. (INCLUDE OPTIONS)	Qty	Price

SHIPPING INFORMATION

Ship To:	

Attention: _____

Method of Shipment Requested:	
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Evaluation Period	<input checked="" type="checkbox"/> 30 Days or _____ Days
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Purpose of Evaluation Request: _____



Notes:

*This product and any documentation provided along with the Product is considered FCPA confidential and shall remain FCPA's exclusive property.

*Customer will have the right to use and evaluate the product free of charge during the Evaluation period specified above.

*FCPA makes no warranties to customer and shall not indemnify Customer or hold it harmless for any reason related to Product or otherwise be liable to customer. Customer acknowledges that product is provided AS-IS and accepts all risks of utilizing Product under the conditions set forth in this Agreement.

*Customer shall maintain records of the performance and location of the Product and shall provide such information periodically to FCPA at its request.

To return an evaluation unit, an RMA number must be issued by an Inside Sales Representative at FCPA (1-888-425-8228).

Andrew Cornell, Sr. Inside Sales Representative (West Coast territory)
 Telephone: (408) 894-3699 or Fax orders to: (408) 894-3617
 Email to: acornell@fcpa.fujitsu.com

Don Caruso, Sr. Inside Sales Representative (East Coast territory)
 Telephone (408) 894-3586 or Fax orders to: (408) 894-3617
 Email to: dcaruso@fcpa.fujitsu.com

Ivan Bermudez, Sr. Inside Sales Professional (South Eastern territory)
 Telephone: (408) 894-3928 or Fax orders to (408) 894-3617
 Email to: ibermudez@fcpa.fujitsu.com

Sales Representative Signature:

Date:





CDIA Certification Reimbursement Claim Form

FCPA encourages continuing technical training and education of it's Partners and recognizes those who achieve CDIA certification. FCPA will reimburse qualifying Partners for the cost of the CDIA exam for each individual who achieves CDIA certification. To claim reimbursement, the Partner must complete the CDIA Certification Exam Reimbursement Claim Form and submit to FCPA along with a copy of the CDIA certificate and a copy of the exam invoice.

Claims must be submitted to FCPA within 60 days of taking the exam.

Claim Information

Reseller Name	Today's Date
Address:	
City/State:	Zip:
Contact:	Phone:
Individual who passed the exam:	
Title:	
Signature:	
Exam Date:	Exam Cost:

Please fax this form along with a copy of your CDIA certificate and test invoice to FCPA for claim processing.

Fax to: Fujitsu Inside Sales: Andrew Cornell, Inside Sales Representative (West Coast territory), Don Caruso, Sr. Inside Sales Representative (East Coast territory) (408) 894-3699, Don Caruso, Sr. Inside Sales Representative (East Coast territory) (408) 894-3586, Ivan Bermudez, Sr. Inside Sales Professional (South Eastern territory) (408) 894-3928.

Fax #: 408-894-3617

Fujitsu reserves the right to cancel this program at any time without notice. Completed claim forms are subject to acceptance by Fujitsu.

