

# Channel Communication Document



## CCD-1538 - DISTRIBUTION

**Title:** imageFORMULA 2H 2018 Standard Demo Unit Programme  
**From:** Product Marketing  
**Date:** 1<sup>st</sup> November 2018  
**Period:** Until 31<sup>st</sup> December 2018

### imageFORMULA 2H 2018 Standard Demo Unit Programme

For the remaining months of the year Canon is pleased to announce a **greatly** enhanced discount on the Standard Demo Unit Programme and a further '**special**' discount and extension to the end of January 2019 for the new G2 Series.

Canon will provide Distribution Partners with a discount across the range of our imageFORMULA Scanners as per tables below. You will find the demo unit claim form attached alongside this document.

A communication will be sent to resellers to advise them of this offer.

#### **DR-G2 Series Special Demo Unit Extension - extended until 31<sup>st</sup> January 2019**

Item	Part Number	Distributor			
		Standard Price (£)	Demo Price (£)	Discount (%)	Discount (£)
<b>PRODUCTION DR-G2 Series .. Special</b>					
DR-G2090	3151C003	£2,748.26	£1,648.96	40%	£1,099.31
DR-G2110	3150C003	£3,435.87	£2,061.52	40%	£1,374.35
DR-G2140	3149C003	£5,369.75	£3,221.85	40%	£2,147.90

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## Standard Demo Unit: Increased discount to end of December 2018

Item	Part Number	Distributor			
		Standard Price (£)	Demo Price (£)	Discount (%)	Discount (£)
<b>PERSONAL</b>					
P-215II	9705B003	£185.29	£148.23	20%	£37.06
<b>WORKGROUP</b>					
DR-F120	9017B003	£222.98	£178.38	20%	£44.60
DR-C225II	3258C003	£243.39	£194.71	20%	£48.68
DR-C225WII	3259C003	£253.64	£202.91	20%	£50.73
DR-C230	2646C003	£253.64	£202.91	20%	£50.73
DR-C240	0651C003	£407.36	£325.88	20%	£81.47
<b>DEPARTMENTAL</b>					
DR-M140	5482B003	£458.60	£343.95	25%	£114.65
DR-M160II	9725B003	£509.83	£382.38	25%	£127.46
DR-M260	2405C003	£561.07	£420.81	25%	£140.27
DR-M1060	9392B003	£1,287.11	£965.33	25%	£321.78
DR-6010C	3801B003	£1,375.21	£1,031.40	25%	£343.80
<b>NETWORKED</b>					
ScanFront 400	1255C003	£1,011.98	£708.39	30%	£303.60
<b>PRODUCTION</b>					
DR-6030C	4624B003	£1,865.12	£1,398.84	25%	£466.28
DR-G1100	8074B024	£2,836.36	£2,127.27	25%	£709.09
DR-G1130	8073B026	£4,727.27	£3,545.45	25%	£1,181.82
DR-X10C	2417B003	£6,854.55	£5,140.91	25%	£1,713.64
<b>OPTION FLATBED/OTHER</b>					
Flatbed Scanner Unit 102	2152C003	£253.64	£182.62	28%	£71.02
Flatbed Scanner Unit 201	6240B003	£561.07	£403.97	28%	£157.10

### Process:

1. Reseller to complete Demo Unit Claim Form (attached) and return to Distributor.
2. Demo Unit Claim Form to be sent by Distributor to Canon Account Manager for authorisation.

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## **Conditions of Programme:**

1. The demo unit promotion is strictly limited to 1 unit per model per Reseller within a 6 months period.
2. For a minimum period of 6 months the scanner purchased under these conditions will be used for demonstration/ testing purposes on the customer site or displayed in a show room or any customer event.
3. The demo scanner unit cannot be sold by the Reseller within the 6 months period after the purchase date.

## **Promotion Terms and Conditions:**

1. To receive the promotional pricing all purchases must be made during the promotional period.
2. Canon (UK) Ltd reserves the right to alter, replace or remove any item from the promotion at any time.
3. Canon (UK) Ltd reserves the right to withhold the Promotional Pricing where an entrant has rejected the equipment purchased which would otherwise entitle the entrant to claim the Promotional Pricing, or where the entrant unduly withheld payment of any invoice.
4. Canon (UK) Ltd reserves the right to amend the promotion in whole or part without prior notice or compensation. In the event of a dispute over interpretation or implementation of the rules or on any matter related to the Promotion, the decision of the Director – Canon Partner Channel is final.
5. The Distributor must be an authorised Canon Distribution Partner during the dates of the Promotion, ending 30<sup>th</sup> January 2018.
6. The Distribution Partner's account is up to date and the Distribution Partner is complying with all the terms of its 'Accreditation Agreement' with Canon.

## **Terms and Conditions – GENERAL:**

1. Canon (UK) Ltd shall not be liable for any loss, damage or injury of any nature howsoever caused, sustained by any participant under this scheme. However, nothing in these rules shall have the effect of excluding or restricting Canon's liability for personal injury or death caused by the proven negligence of Canon.
2. Canon (UK) Ltd shall not be liable for any failure to fulfil this offer where such failure is caused by any supervening circumstances amounting to force majeure. Such circumstances shall include, but shall not be limited to, severe weather conditions, fire, flood, war, earthquake, riots, industrial dispute, terrorism, acts of God, supervening legislation, or events, which, without the fault of either party, render performance impossible or incapable of satisfactory execution.
3. Canon (UK) Ltd accepts no responsibility for orders not received by the closing date.
4. The decision of Canon (and/or its agents) shall be final and no correspondence will be entered into.
5. Canon (UK) Ltd reserves the right to disqualify incomplete or illegible entries.
6. This offer is only available in the United Kingdom and Ireland.
7. All entrants to this promotion are deemed to have agreed to be bound by these terms.
8. The Promoter is Canon (UK) Ltd of Woodhatch, Reigate, Surrey RH2 8BF.
9. This offer is subject to Canon (UK/Ireland) Ltd's standard terms and conditions of sale, which are available on request.
10. These terms and conditions are governed by English law and come under the exclusive jurisdiction of the English courts, except where any Contract is made in Scotland, in which case it will be governed by Scottish law as applicable.

*For further information, please contact your Canon Account Manager*

## Canon Standard Demo Programme CLAIM FORM

Resellers that benefit from this promotion accept the following conditions:

- This offer is limited to one device per reseller except with the written agreement of Canon.
- The scanner purchased under these conditions must be used for demonstration purposes only, which includes displaying in a show room and at customer events.
- The scanner cannot be sold within 6 months after purchase date.

### **Distributor:**

Demo model:

\_\_\_\_\_

Company name:

\_\_\_\_\_

Address:

\_\_\_\_\_

Post Code:

\_\_\_\_\_

City:

\_\_\_\_\_

Country:

\_\_\_\_\_

Contact Person:

\_\_\_\_\_

Telephone:

\_\_\_\_\_

E-mail:

\_\_\_\_\_

Date:

\_\_\_\_\_

Signature:

\_\_\_\_\_

Canon authorisation

Name : \_\_\_\_\_

Date: \_\_\_\_\_