



# 2016

## AFTERMARKET PRODUCTS DIVISION SUPPORT PROGRAMS



## **COMMIT, GROW, WIN (CGW) WITH CANON GENUINE SUPPLIES**

The programs in this brochure illustrate Canon's dedication to help enhance our dealers' competitiveness in the market while continuing to provide Canon GENUINE quality products.

Take advantage of Canon Aftermarket Programs! All Office Imaging Dealers are automatically enrolled in the Aftermarket Quarterly Baseline Program and Aftermarket Yearly Baseline Program. To enroll in the Commit, Grow, Win Program, log into ISG Central and click on the Commit, Grow, Win link found on the home page of BISG Marketing.

Dealers must be enrolled in the Commit, Grow, Win Program to be eligible for benefits under the Aftermarket Growth Bonus Program, imageRUNNER ADVANCE C5000/C5200 Series Color Toner, Fuser and Waste Toner Basket Credit Program, Canon Strategic Marketing Program (CSMP– Aftermarket Support) Program, Color imagePRESS Printing Credit Aftermarket Program, and Commit, Grow, Win Perks Program.

Terms and conditions do apply. Please read the Terms and Conditions of each program found at the end of this brochure before signing and submitting the enrollment form.

Please note that the terms and conditions for certain aspects of the Programs can be found on ISG Central, where noted. The deadline for enrollment in the Commit, Grow, Win Program is February 29, 2016.

# AFTERMARKET QUARTERLY BASELINE PROGRAM

Stay on track with your BISG Consumables purchases<sup>1</sup> and earn a credit of 2% when you hit your Aftermarket Quarterly Baseline.

All Authorized Canon Office Imaging Dealers are automatically enrolled in the Aftermarket Quarterly Baseline Program.

Your Aftermarket quarterly baseline is based on your total 2015 consumables<sup>1</sup> purchases evenly distributed into four quarters.

## BASELINE CREDIT

	2016 1ST QUARTER BASELINE	1ST QUARTER PURCHASES <sup>1</sup>	2% BASELINE 1ST QUARTER CREDIT <sup>2</sup>
Dealer A	\$100,000	\$100,000	\$2,000
Dealer B	\$100,000	\$95,000	\$0
Dealer C	\$100,000	\$130,000	\$2,600

# NEW AFTERMARKET YEARLY BASELINE PROGRAM

Didn't hit all four quarterly baselines in 2016, but you finished the year reaching your total yearly baseline? Here is your chance to finish the year off and start 2017 with a bang!

Earn an additional 2% credit on your total BISG consumables purchases<sup>1</sup> when you reach your Aftermarket Yearly Baseline.

Your yearly baseline is your 2016 quarterly baseline x 4. Your Aftermarket Yearly Baseline credit to be issued in January 2017.

All Authorized Canon Office Imaging Dealers are eligible for the Aftermarket Yearly Baseline Program.

## YEARLY BASELINE CREDIT

	2016 YEARLY BASELINE	2016 TOTAL PURCHASES	REACHED YEARLY BASELINE	CREDIT
Dealer A	\$400,000	\$400,000	✓	\$8,000
Dealer B	\$400,000	\$350,000	X	\$0
Dealer C	\$400,000	\$450,000	✓	\$9,000

1. Eligible Canon consumables include toner, parts, supplies and print media for BISG products with the exception of Large Format, Desktop Printing and imaging Solutions and ICS products.

2. Terms and conditions apply.

# COMMIT, GROW, WIN...WITH GENUINE

## ● AFTERMARKET COMMITMENT CREDIT

EXCLUSIVE FOR COMMIT, GROW, WIN DEALERS

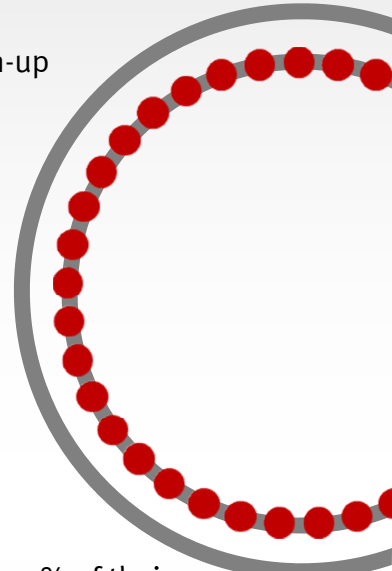
Canon toner, parts and supplies are key ingredients for successful printing. Developed using precise specifications, Canon GENUINE supplies are key in producing high-quality results time and again.

When you commit to using 100% Canon GENUINE Consumables, Canon acknowledges your loyalty with a 2% credit on your Canon BISG Consumables purchases<sup>1</sup>.

Under the Commit, Grow, Win Program, you will also be eligible for additional credits and non-monetary support.

Enrolling is easy. Visit, [www.usa.canon.com/Surveys/CommitGrowWin2016](http://www.usa.canon.com/Surveys/CommitGrowWin2016) to sign-up and start receiving the benefits of using 100% Canon GENUINE Consumables.

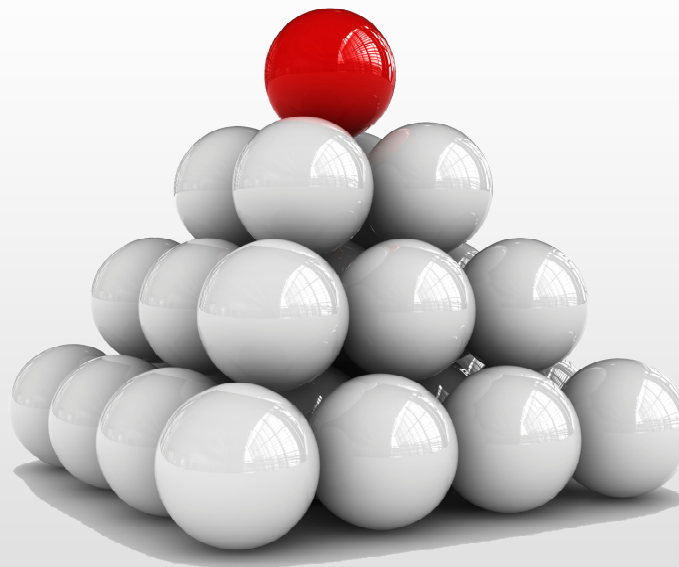
The deadline to enroll is February 29, 2016.



## ● AFTERMARKET GROWTH BONUS

EXCLUSIVE FOR COMMIT, GROW, WIN DEALERS- REACHING GOALS ABOVE AND BEYOND

Commit, Grow, Win Program dealers that exceed the 2015 purchases amount up to 115% of their 2016 Quarterly Baseline are eligible to receive a 10% credit on Canon GENUINE Consumables purchases<sup>1</sup> (i.e. the credit is applied to the first 15% of such excess).



1. Eligible Canon consumables include toner, parts, supplies and print media for BISG products with the exception of Large Format, Desktop Printing and imaging Solutions and ICS products.

# COMMIT, GROW, WIN...WITH GENUINE

## ● **IMAGERUNNER ADVANCE C5000/C5200 SERIES COLOR TONER, FUSER AND WASTE TONER BOTTLE CREDIT PROGRAM**

EXCLUSIVE FOR COMMIT, GROW, WIN DEALERS

We're bringing the savings on for the imageRUNNER ADVANCE C5000/C5200 Series. Take advantage of being a Commit, Grow, Win dealer and receive monthly credits<sup>2</sup> on purchases of GPR-30 & GPR-31 color toner, fuser and waste toner bottle for the imageRUNNER ADVANCE C5000/C5200 series. Receive a 5% credit on GPR-30 & GPR-31 Color Toner purchases, approximately a 45% or 30% credit for your imageRUNNER ADVANCE C5000/C5200 series fuser purchases and an approximately 45% credit on imageRUNNER ADVANCE C5000/C5200 Waste Toner Bottle purchases.

### **GPR-30 TONER for imageRUNNER ADVANCE C5255/C5250/C5051/C5045**

2793B003AB	Cyan
2797B003AB	Magenta
2801B003AB	Yellow

### **GPR-31 TONER for imageRUNNER ADVANCE C5240/C5235/C5035/C5030**

2794B003AB	Cyan
2798B003AB	Magenta
2802B003AB	Yellow

### **imageRUNNER ADVANCE 5200 Series Fuser**

FM3-5950-000	NEW
FM3-5950-00R	FRU

### **imageRUNNER ADVANCE 5200 Series Waste Toner Basket**

FM4-8400-010	Waste Toner Basket
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## ● **CANON STRATEGIC MARKETING PROGRAM (CSMP– Aftermarket Support)**

EXCLUSIVE FOR COMMIT, GROW, WIN DEALERS

Only Dealers enrolled in the Commit, Grow, Win Program are eligible to receive an Aftermarket support credit of 5-15% for each machine claimed under Canon U.S.A.'s CSMP Program, in addition to credits earned under the Commit, Grow, Win Program. This support credit can be used by the dealer to lower the overall service price to the customer for up to a three year term!<sup>4</sup>

2. January and February credits will be issued in March 2016 after the deadline for enrollment in Commit, Grow, Win has expired. Credits will be issued monthly thereafter.

3. Actual credit is based on revenue commitment and copy volume.

4. Terms and conditions apply.

## **COLOR IMAGEPRESS PRINTING CREDITS AFTERMARKET PROGRAM**

IMAGEPRESS C10000VP/8000VP/C700/C800/C7000VP/C6000VP/C6000/C7010/C6010/C7011VP/C6011VP/C6011/C7000VPE

EXCLUSIVE FOR COMMIT, GROW, WIN DEALERS

To assist in profitability, Commit, Grow, Win dealers are eligible to receive Color imagePRESS Printing Aftermarket Credits<sup>3</sup>. When customers exceed the number of large prints that Canon assumed in its service cost calculations, Canon will credit dealers for HALF of their excess toner costs<sup>2</sup> Dealers must enroll in this program and activate machines in the field with imageWARE Remote.

**New** models added for 2016! Dealers can now take advantage of the this program for the imagePRESS C10000VP and imagePRESS C8000VP machines.

Dealers who already submitted a form for the older imagePRESS models must submit a **new form** to receive credit for recently added models (imagePRESS C10000VP/C8000VP).

## **COMMIT, GROW, WIN PERKS**

EXCLUSIVE FOR COMMIT, GROW, WIN DEALERS

### EXPEDITED SHIPPING AND PRIORITY BACKORDER

In the event of a back-order for a slow moving part, Canon U.S.A. will prioritize Commit, Grow, Win dealers with expedite shipping from Canon Inc. Japan. Parts will be delivered within 3 business days at no additional charge!

### GENUINE TONER, PARTS & SUPPLIES SALES TRAINING & SUPPORT

Commit, Grow, Win dealers will receive priority scheduling for Aftermarket Sales Training from their dedicated Canon Aftermarket Products Specialist . Your Canon Aftermarket Products Specialist will also be able to assist with writing marketing plans and creating sales groups within your dealership.

*2. Please see Terms and conditions for further details.*

*3. Terms and conditions apply.*



## TONER CARTRIDGE SUPPORT PROGRAM

LOWER CPP COSTS FOR SFP, FAX AND MFP SALES

The Toner Cartridge Support Program helps dealers to be more competitive by lowering CPP costs and eliminating the need to offer 3rd party or remanufactured cartridges.

In addition, Canon will drop-ship toner cartridges directly to the end-user further reducing administration and expenses.

The customer MUST purchase 10 or more eligible units within the promotion period. Aftermarket support can continue for up to 5 years (ex. A customer who qualifies on 6/30/16 can receive credits up to June 2021).

For more information on the program and how to process your claim, refer to the BISG Marketing Programs document on ISG Central.

GPR-28 Toner	Color imageRUNNER C1030	GPR-40 Toner	Color imageRUNNER LBP5480
GPR-41 Toner	imageRUNNER LBP3480/ Laser CLASS 650i	GPR-44 Toner	Color imageRUNNER LBP5280
GPR-45 Toner	Color imageRUNNER LBP5480	FX-8 Cartridge	Laser CLASS 510/310
FX-11 Cartridge	Laser CLASS 830i/810		

## GPR-28 TONER CREDIT

Receive a 20% credit when you purchase GPR-28 Toner. Canon will issue a credit in the month following the purchase.

GPR-28 Toner for Color imageRUNNER C1022/C1022i/C1030			
Black	1660B004BA	Magenta	1658B004BA
Cyan	1659B004BA	Yellow	1657B004BA



## IPQ-2 TONER OFF-INVOICE PROMOTION

Receive 28% off all IPQ-2 Toners. Discount available upon purchase.

IPQ-2 Toner for imagePRESS C7011VP/C7011VPS/C6011VP/C6011VPS/C6011/C6011S/C7000VPe/C7010VP/C6010VP/C6010/C7000VP/C6000VP			
Black	0436B003AA	Magenta	0438B003AA
Cyan	0437B003AA	Yellow	0439B003AA

## AFTERMARKET PARTS YIELD PROTECTION PROGRAM

Canon has confidence that the imageRUNNER ADVANCE C3300 Series offers the highest level of performance. For peace of mind, the Aftermarket Products Division is offering a Parts Yield Protection Program. Dealers can receive a credit on select parts that do not meet the published yield. Eligible parts are listed below. Dealers must use Genuine Toner and Parts to use the program.

Parts Yield Protection Program - Eligible Parts		
	Fixing Assembly	FM1-D276
	Internal Transfer Belt Assembly	FM1-A605
<b>iR ADV</b>	Developer Assembly (Black)	FM1-B267
<b>C3300</b>	Developer Assembly (Cyan)	FM1-B266
<b>Series</b>	Developer Assembly (Magenta)	FM1-B265
	Developer Assembly (Yellow)	FM1-264
	GPR-53 Drum Unit (Black & Color)	8528B004AA



**ENROLL TODAY!!!**

[www.usa.canon.com/surveys/commitgrowwin2016](http://www.usa.canon.com/surveys/commitgrowwin2016)

<b>CANON CONSUMABLES SUPPORT PROGRAMS SUMMARY<sup>1</sup></b>		
<b>PROGRAMS</b>	<b>NOT A CANON COMMIT GROW WIN MEMBER</b>	<b>CANON COMMIT GROW WIN MEMBER</b>
2% Baseline Quarterly Credit	✓	✓
2% Yearly Baseline Credit	✓	✓
2% Commit, Grow, Win Credit	Not Eligible	✓
10% Aftermarket Growth Bonus Credit	Not Eligible	✓
5% iR ADVANCE 5000/5200 Series Color Toner Program Credit	Not Eligible	✓
45% iR ADVANCE 5000/5200 Series Waste Toner Bottle Program Credit	Not Eligible	✓
30% or 45% iR ADVANCE 5000/5200 Series Fuser Program Credit	Not Eligible	✓
CSMP– Aftermarket Support	Not Eligible	✓
Color imagePRESS Printing Credits Aftermarket Program	Not Eligible	✓
Commit, Grow, Win Perks	Not Eligible	✓
Toner Cartridge Support Program	✓	✓
GPR-28 Toner Credit	✓	✓
IPQ-2 Toner Off-Invoice Promotion	✓	✓
Aftermarket Parts Yield Protection Program	✓	✓

1. Terms and conditions apply.





## Terms & Conditions

### Aftermarket Quarterly Baseline Terms & Conditions

1. With respect to the Aftermarket Quarterly Baseline, eligible Canon Consumables include toner, parts, supplies and print media for all BISG products, with the exception of Large Format, Desktop Printing, Imaging Solutions, and ICS products (referred to in these terms and conditions, and all subsequent terms and conditions below, collectively as the "Eligible Supplies").
2. Only Eligible consumables purchased directly from Canon U.S.A., Inc. will be counted for the Aftermarket Quarterly Baseline program .
3. Under the Aftermarket Quarterly Baseline Program, all authorized Canon U.S.A., Inc. Office Imaging Products Dealer (each referred to in these terms and conditions, and all subsequent terms and conditions below, as "Dealer") are entitled to a 2% credit (the "Quarterly Baseline Credit") to be issued in the beginning of each calendar quarter (i.e. as of April, July and October 2016 and January 2017), if their purchases of eligible consumables meet or exceed their "2016 Quarterly Baseline" (defined below).
4. The Quarterly Baseline Credit will be applied to purchases of all eligible consumables.
5. A Dealer's 2016 Quarterly Baseline is defined as the Dealer's total eligible consumables purchased and invoiced from Canon U.S.A., Inc. in 2015, divided by four.
6. Canon U.S.A., Inc. reserves the right to modify or cancel the Aftermarket Quarterly Baseline Program, or any Dealer participation therein, at any time.

### Aftermarket Yearly Baseline Terms & Conditions

1. Only eligible consumables purchased directly from Canon U.S.A., Inc. will be counted for the Aftermarket Yearly Baseline Program .
2. Under the Aftermarket Yearly Baseline Program, all Dealers are entitled to a 2% credit (the "Yearly Baseline Credit") to be issued in January 2017, if their purchases of eligible consumables meets or exceeds their "2016 Yearly Baseline" (defined below).
3. The Yearly Baseline Credit will be applied to purchases of all eligible consumables.
4. The 2016 Yearly Baseline is defined as determined by the Dealer's total eligible consumables purchased and invoiced from Canon U.S.A., Inc. in 2015.
5. Canon U.S.A., Inc. reserves the right to modify or cancel the Aftermarket Yearly Baseline Program, or any Dealer participation therein, at any time.

### Commit, Grow, Win Terms & Conditions

1. A Dealer's eligibility and right to participate in the Commit, Grow, Win Program (referred to in these terms and conditions, and all subsequent terms and conditions in the 2016 Aftermarket Products Division Support Programs Brochure below, as "Commit, Grow, Win") terminates upon termination of the Dealer's Office Imaging Products Dealer Agreement.
2. Under the Commit, Grow, Win Program, enrolled dealers are eligible for a 2% credit ("Aftermarket Commitment Credit") which will be applied to total eligible Canon consumable products, to be issued in the beginning of each calendar quarter (i.e. as of April, July and October 2016 and January 2017).
3. The awarding of all credits and rewards under Commit, Grow, Win are subject to approval by Canon U.S.A., Inc.
4. To maintain eligibility in the Commit, Grow, Win Program after enrollment, Dealers must commit to purchase 100% of their requirements of eligible consumables they are authorized to buy, directly from Canon U.S.A., Inc. ("100% GENUINE Commitment").
5. To maintain eligibility in the Commit, Grow, Win Program, Dealers are prohibited from advertising third party toner, cartridges and parts for Canon Equipment via print, corporate website and social media outlets.
6. Canon U.S.A., Inc. reserves the right to verify a Dealer's 100% GENUINE Commitment at any time by, among other methods, conducting, upon no less than 24 hours notice, audits of Dealer's operations. In connection with these audits, Canon U.S.A., Inc. may review, among other documents and information, Dealer's books and records. Dealer must ensure that it and its employees and contractors will cooperate with any audit Canon U.S.A., Inc. conducts under this provision.
7. Canon U.S.A., Inc. will charge back a Commit, Grow, Win Dealer, or modify that Dealer's status, for failing to maintain 100% GENUINE Commitment or for otherwise failing to meet any other requirement of Commit, Grow, Win.
8. The Commit, Grow, Win enrollment form must be signed, or electronically signed, by Dealer principals only, and be submitted by February 29, 2016.
9. The term of Commit, Grow, Win Program is January 1, 2016 - December 31, 2016.
10. Canon U.S.A., Inc. reserves the right to modify or cancel Commit, Grow, Win, or any Dealer participation therein, at any time.
11. Dealers enrolled in Commit, Grow, Win are also eligible for benefits under the Aftermarket Growth Bonus Program, imageRUNNER ADVANCE C5000/C5200 Series Color Toner, Fuser and Waste Toner Bottle Credit Program, Canon Strategic Marketing Program (CSMP- Aftermarket Support) Program, Color imagePRESS Printing Credits Aftermarket Program, and Commit, Grow, Win Perks Program. The terms and conditions governing these programs are set forth at the end of the 2016 Aftermarket Products Division Support Programs Brochure.

### Aftermarket Growth Bonus Terms & Conditions

1. Dealers enrolled in Commit, Grow, Win are eligible for a 10% credit ("Growth Bonus Credit") to be issued in the beginning of each calendar quarter (i.e. as of April, July and October 2016 and January 2017), on purchases of eligible consumables that exceed the 2016 Baseline, up to 115% of such 2016 Baseline (i.e. on the first 15% of such excess ).
2. The term of the Aftermarket Growth Bonus Program is January 1, 2016 - December 31, 2016.
3. Should a Dealer fail to meet any requirement of the Aftermarket Growth Bonus Program, or fail to maintain 100% GENUINE Commitment under Commit, Grow, Win, Canon U.S.A., Inc. will charge back Dealer for any amount awarded under the Aftermarket Growth Bonus Program.
4. Canon U.S.A., Inc. reserves the right to modify or cancel the Aftermarket Growth Bonus Program, or any Dealer participation therein, at any time.

#### **imageRUNNER ADVANCE C5000/C5200 Series Program Terms & Conditions**

1. Dealers enrolled in Commit, Grow, Win are eligible for a 5% Credit ("Color Toner Credit") on GPR-30 and GPR-31 Color Toner purchases (Cyan, Magenta and Yellow). Purchases of GPR-30 and GPR-31 Black Toners are not eligible for a Color Toner Credit.
2. Dealers enrolled in Commit, Grow, Win are eligible for a 45% or 30% Credit ("Fuser Credit") on imageRUNNER ADVANCE C5200/C5000 Fuser purchases (New or Refurbished).
3. Dealers enrolled in Commit, Grow, Win are eligible for a 45% Credit ("Waste Toner Bottle Credit") on imageRUNNER ADVANCE C5200/C5000 Waste Toner Bottle purchases.
4. imageRUNNER ADVANCE C5000/C5200 Series Program Credits will be issued each month on all eligible purchases of Canon GPR-30 and GPR-31 Color Toner, imageRUNNER ADVANCE C5000/C5200 series Fusers and Waste Toner Bottles.
5. The term of the imageRUNNER ADVANCE C5000/C5200 Series Program is January 1, 2016 - December 31, 2016. 6. Should a Dealer fail to meet any requirement of the imageRUNNER ADVANCE C5000/C5200 Series Program described above, or fail to maintain 100% GENUINE Commitment under Commit, Grow, Win, Canon U.S.A., Inc., will charge back Dealer for any amount awarded under the imageRUNNER ADVANCE C5000/C5200 Series Program.
6. Should a Dealer fail to meet any requirement of the imageRUNNER ADVANCE C5000/C5200 Series Program described above, or fail to maintain 100% GENUINE Commitment under Commit, Grow, Win, Canon U.S.A., Inc., will charge back Dealer for any amount awarded under the imageRUNNER ADVANCE C5000/C5200 Series Program.
7. Canon U.S.A., Inc. reserves the right to modify or cancel the imageRUNNER ADVANCE C5000/C5200 Series Program, or any Dealer participation therein, at any time.

#### **Expedited Shipping & Priority Backorder Terms & Conditions**

1. For Dealers enrolled in Commit, Grow, Win, Canon U.S.A., Inc. will provide expedited shipping from Canon Inc. Japan for slow usage parts, subject to inventory availability at Canon Inc. Japan.
2. Freight charges for the shipment of these parts from Canon Inc. Japan will be based on the original ship method from the Canon U.S.A. default warehouse; there will be no additional charges for expedited shipping.
3. Dealers enrolled in Commit, Grow, Win will be entitled to first priority consideration when fulfilling their back-ordered Eligible Supplies .
4. Canon U.S.A., Inc. cannot guarantee that all back-ordered Eligible Supplies will be sent in the same shipment.
5. Drums are not eligible for expedited shipping under the Expedited Shipping & Priority Backorder Program .
6. Canon U.S.A., Inc. reserves the right to modify or cancel Expedited Shipping and Priority Backorder Program, or any Dealer participation therein, at any time.

#### **GENUINE Toner, Parts & Supplies Sales Training & Support**

1. Where space is limited, Canon U.S.A., Inc. will provide priority in scheduling for Aftermarket Sales & Print Media Training for enrolled Commit, Grow, Win dealers.
2. Canon U.S.A., Inc. reserves the right to modify or cancel Training and Support, or any Dealer participation therein, at any time.

#### **Canon Strategic Marketing Program (CSMP) – Supply Support Terms & Conditions**

1. Please refer to the Aftermarket Support Terms and Conditions, under Unpublished Categories Contract Options and Notes on ISG Central for the terms and conditions governing this Program.

#### **Color imagePRESS Printing Credits Aftermarket Program Terms & Conditions**

1. Please refer to the Color imagePRESS Printing Credits Aftermarket Program in the Aftermarket Support Terms and Conditions on ISG Central for the terms and conditions governing this Program.

#### **Aftermarket Toner Cartridge Support Program**

1. Please refer to the Aftermarket Toner Cartridge Support Program Terms and Conditions on ISG Central for the terms and conditions governing this Program.

#### **GPR-28 Toner Credit**

1. Please refer to the GPR-28 Credit Terms and Conditions on ISG Central for the terms and conditions governing this Program.

#### **Aftermarket Parts Yield Protection Program**

1. Please refer to the Aftermarket Parts Yield Protection Program Terms and Conditions on ISG Central for the terms and conditions governing this Program.

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[www.usa.canon.com](http://www.usa.canon.com)

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