

# 2017 Q2 Promotion T's and C's

## Océ Competitive Trade-in Discount Promotion Terms & Conditions April 1, 2017 – June 30, 2017

\* All promotions in this document apply to products purchased directly from Canon Solutions America, not through the Reseller Channel. This Promotion applies to and requires:

- (1) The purchase or lease of an Océ PlotWave® 345/365 Printer System, Océ PlotWave 450 printer system, an Océ PlotWave 550 printer system, an Océ PlotWave 750 printer system, and an Océ ColorWave 500 printer system ("Products") directly from Canon Solutions America ("CSA") on CSA Standard Terms and Conditions by June 30, 2017; and,
- (2) equipment installation by June 30, 2017; and,
- (3) contemporaneously with the purchase or lease of the equipment set forth in #1 above, trade-in a large format device that meets the following criteria: (a) wide-format digital LED monochrome or color inkjet printer or a multifunction system; and, (b) which printer is a minimum of 24 inches in width.

Purchase one of the above and receive the following **trade-in** discounts:

System Purchased	Config.	Discount with Trade-in	Promo Code
Océ PlotWave 345	MFP	\$2,000	D5616D
Océ PlotWave 365	MFP	\$2,500	
Océ PlotWave 450 4R	MFP	\$3,100	
Océ PlotWave 450 2R	MFP	\$2,850	
Océ PlotWave 450 4R	Printer	\$2,600	
Océ PlotWave 450 2R	Printer	\$2,350	
Océ PlotWave 750 4R+	MFP	\$3,500	
Océ PlotWave 750 4R+	Printer	\$3,000	
Océ PlotWave 550 4R	MFP	\$3,600	D5616D
Océ PlotWave 550 2R	MFP	\$3,350	
Océ PlotWave 550 4R	Printer	\$3,100	
Océ PlotWave 550 2R	Printer	\$2,850	
Océ ColorWave 500	Printer	\$2,240	D0816D
Océ ColorWave 500	MFP	\$5,000	

## 2017 Q2 Promotion T's and C's

**Promo with no trade-in:**

System Purchased	Config.	Discount with no Trade-in	Promo Code
Océ PlotWave 345	MFP	\$1,500	D5716D
Océ PlotWave 365	MFP	\$2,000	
Océ PlotWave 450 4R	MFP	\$2,600	
Océ PlotWave 450 2R	MFP	\$2,350	
Océ PlotWave 450 4R	Printer	\$2,100	
Océ PlotWave 450 2R	Printer	\$1,850	
Océ PlotWave 750 4R+	MFP	\$3,000	
Océ PlotWave 750 4R+	Printer	\$2,500	
Océ PlotWave 550 4R	MFP	\$3,100	D5716D
Océ PlotWave 550 2R	MFP	\$2,850	
Océ PlotWave 550 4R	Printer	\$2,600	
Océ PlotWave 550 2R	Printer	\$2,350	

Promotion begins on April 1, 2017 and ends on June 30, 2017 ("Promotion Period"). Offer valid on contracts entered into directly with CSA and signed by customer on or before June 30, 2017. Océ branded equipment must be installed on or before June 30, 2017 for promotion eligibility. Customer will not be eligible to receive the discount if the unit referenced above is not installed by June 30, 2017 unless delay in installation is caused solely by CSA.

- To receive the discount off the purchase price, the entire original trade-in configuration, including stand-alone print engine system configurations, must be returned to CSA and customer must sign CSA's then-current form of trade-in agreement. Trade-in units will be picked up at the time that the purchased Océ branded equipment is delivered. The \$250 freight removal fee will be waived at the time a competitive trade-in unit is removed.
- Promotional values for Océ ColorWave 500 printer require trade-in. No exceptions.**

3. If trade-in equipment is leased through a leasing company, the entire original trade-in configuration, including stand-alone print engine system configurations, must be returned to the leasing company and customer must follow the leasing company's trade-in procedures. Customer shall provide to CSA, correspondence from customer's leasing company stating that the leasing company will be taking possession of the trade-in equipment. CSA may reverse / cancel the post purchase account credit if the trade-in equipment is not returned to the leasing company and/or if customer did not follow the leasing company's procedures.
4. "Discount" is in the form of a discount off the purchase price. Discount may not be used for any other purpose or in connection with the purchase of Océ branded large format consumables, maintenance or parts.
5. Offer is for direct sale of the products mentioned and is valid for new orders of new equipment only (unless otherwise noted). Orders placed prior to April 1, 2017 are not eligible for the promotion.
6. Offer subject to approved credit.
7. Limit one the post purchase account credit per printer or multifunction system.
8. Orders for the Océ branded equipment must be signed and received by CSA no later than 11:59 p.m. Central Time on June 15, 2017 and the trade-in picked up by June 30, 2017.
9. The Océ branded equipment must be installed at the customer's designated installation site by June 30, 2017 to receive the post purchase account credit unless delay in installation is caused solely by CSA.
10. All the credit amounts will be issued in U.S. currency only.
11. Standard delivery/freight and installation charges for all systems are not included in the offer. Non-standard delivery or installation charges, such as excessive rigging requirements, are not included and are available at additional cost. Taxes for the system(s) are not included.
12. Offer is limited to entities or individuals domiciled in one of the fifty states of the United States of America or in the District of Columbia.
13. CSA dealers, distributors, resellers, employees, agents, affiliates and their employees are not eligible.
14. Offer void where prohibited or restricted by law.
15. CSA may withdraw this offer or revise the terms and conditions of the offer at any time for any reason.

**Océ ColorWave 910 Printer Promotion  
Terms & Conditions  
April 1, 2017 – June 30, 2017**

Expand your opportunities with the next generation of high volume single pass inkjet at new promotional pricing!

The Océ ColorWave 910 printer is a second generation high-volume single pass wide format inkjet printer which has been developed from two years of real-world production experience on the Océ ColorWave 900 printer. Jump start your customer’s business with the fastest digital 42 wide format color printers on the market, with speeds of up to 10,000 square feet<sup>2</sup> per hour regardless of image complexity, ink coverage or media type. These new single pass inkjet printers deliver best-in-class functionality and unbeatable performance to the high-volume print market.

And through the end of June 2017 you can purchase an Océ ColorWave 910 system for the price of an Océ ColorWave 810 system! Additionally, you will be locked into new promotional price points for heads and inks.

Océ ColorWave 910 printer vs. Océ ColorWave 810 printer

The difference between the Océ ColorWave 910 system and Océ ColorWave 810 system is print speed. The list below details which unit can print at which speed.

Océ ColorWave 910 system print at 12 & 6 inches per second

Océ ColorWave 810 system prints at 6 inches per second only

**Océ ColorWave 810 printer Standard Pricing**

Table below contains pricing for the Océ ColorWave 810 printer

Item #	Description	List Price	Min
1164C001A	Océ ColorWave 810 Print Engine	\$90,000	\$50,965
1166C002	Océ ColorWave 810 Product License	\$0	\$0
8898B001	Océ Delivery Tray (ODT) Base Unit	\$1,960	\$1,960
9713466	ODT Interface HV Color	\$725	\$675
9713450	Océ ColorWave 810/910 startup kit primary/ink	\$4,855	\$4,048
9713451	Océ ColorWave 810/910 startup kit print heads	\$2,880	\$2,370
	<b>Subtotal</b>	<b>\$100,420</b>	<b>\$60,018</b>

## Océ ColorWave 910 printer Q2 2017 Promo – Use Promo Code # D8815D

Table below details pricing with and without promotion.

Item #	Description	List Price	Min	Q2 2017 Promo
1164C001B	Océ ColorWave 910 Print Engine	\$90,000	\$50,965	\$50,965
1166C001	Océ ColorWave 910 Product License	\$32,676	\$18,500	<b>\$0</b>
8898B001	Océ Delivery Tray (ODT) Base Unit	\$1,960	\$1,960	\$1,960
9713466	ODT Interface HV Color	\$725	\$675	\$675
9713450	Océ ColorWave 810/910 startup kit primary/ink	\$4,855	\$4,048	<b>\$2,750</b>
9713451	Océ ColorWave 810/910 startup kit print heads	\$2,880	\$2,370	<b>\$1,650</b>
	<b>Subtotal</b>	<b>\$133,096</b>	<b>\$78,518</b>	<b>\$58,000</b>

*Note: Delivery, Installation, Professional Services, and starter media are not included in the above table and must be added for final configuration as well as any additional accessories.*

## Océ ColorWave 910 printer Q2 2017 Promo – Ink & Head Pricing

Table below lists ink and head pricing which customers will receive when they purchase an Océ ColorWave 910 printer before June 30, 2017.

Item #	Description	List Price	Q2 2017 Promo
1070025276	Océ ColorWave 900/910/810 Black Ink (2L)	\$790	\$550
1070025277	Océ ColorWave 900/910/810 Cyan Ink (2L)	\$790	\$550
1070025278	Océ ColorWave 900/910/810 Yellow Ink (2L)	\$790	\$550
1070025279	Océ ColorWave 900/910/810 Magenta Ink (2L)	\$790	\$550
1070025282	Océ ColorWave 900/910/810 Printhead	\$480	\$330

1. To qualify for promotion, all orders must be received by June 30th, 2017.
2. Promo is applied as a price discount.
3. Cannot be combined with other promotions.

4. Pricing must be at minimum price or higher.
5. Standard delivery/freight and installation charges for all systems are not included in the offer. Non-standard. Delivery or installation charges, such as excessive rigging requirements, are not included and are available at additional cost. Taxes for the system(s) are not included.
6. Offer subject to approved credit.
7. Offer is limited to entities or individuals domiciled in one of the fifty states of the United States of America or in the District of Columbia.
8. CSA dealers, distributors, resellers, employees, agents, affiliates and their employees are not eligible.
9. Offer void where prohibited or restricted by law.
10. CSA may withdraw this offer or revise the terms and conditions of the offer at any time for any reason.

**Free Ink & Print Head Startup Kits  
With the Purchase of an Océ ColorWave 910 Printer  
Terms & Conditions  
April 1, 2017 – June 30, 2017**

For a limited time purchase an Océ ColorWave 910 printer and get the Ink and Print Head Startup Kits for free. From now until June 30, 2017, purchase an Océ ColorWave 910 system and get the Primary Startup Kit and the Print Head Startup Kit for free. This represents up to **\$7,735** in savings.

Océ ColorWave 910 system Q2 2017 Promo – Use Promo Code **#D1616F**

Table below details pricing with and without promotion.

Item #	Description	List Price	Min Price	Q2 2017 Promo Price
9713450	CW9XX Primary Start Up Kit <ul style="list-style-type: none"> <li>• 2 Black Ink</li> <li>• 1 Cyan Ink</li> <li>• 1 Magenta Ink</li> <li>• 1 Yellow Ink</li> <li>• 1 Maintenance Tray</li> <li>• Nitrile Powder Free Gloves</li> <li>• Cloths Poly Wipes</li> </ul>	\$4,855	\$4,048	\$0
9713451	CW9XX Print Head Start Up Kit <ul style="list-style-type: none"> <li>• 5 CW9XX Print Heads</li> </ul>	\$2,880	\$2,370	\$0
	<b>Subtotal</b>	<b>\$7,735</b>	<b>\$6,418</b>	<b>\$0</b>

1. To qualify for promotion, Sale Packet must be received by June 30, 2017.
2. Promo is applied as a price discount.
3. Can only be combined with ColorWave 910 printer for ColorWave 810 system promotion.
4. Pricing must be at minimum price or higher.
5. This promotion applies to direct end-user transactions only.
6. Offer subject to approved credit.
7. Offer is limited to entities or individuals domiciled in one of the fifty states of the United States of America or in the District of Columbia.

8. Offer void where prohibited or restricted by law.
9. CSA may withdraw this offer or revise the terms and conditions of the offer at any time for any reason.



## CFS-LFS .99% Financing Promotion on Océ ColorWave 500/700/910 Printers Terms & Conditions April 1, 2017 – June 30, 2017

Canon BISG, in partnership with Canon Financial Services, is offering .99% financing for 36 through 60 months on new Océ ColorWave 500, Océ ColorWave 700, and Océ ColorWave 910 printers financed by CFS. This lease promotion will have an FMV end of term purchase option. Unless otherwise specified, all standard CFS policies apply.

### Promotion Specific Terms:

1. Lease term must be 36, 48 or 60 months.
2. Orders must be signed and CFS PO Issued by June 30, 2017. Equipment must be installed & invoiced by June 30, 2017 to qualify for this promotion.
3. Promotion has an FMV end of term purchase option.
4. Rates valid only for the Océ ColorWave 500, Océ ColorWave 700, and Océ ColorWave 910 printing systems only.
5. Net 30 day payment terms included, and payments are in advance.
6. If Océ ColorWave 500/700/910 is sold with other Océ/Canon products, a blended rate must be used.
7. Please reference CFS promotion code # **165** on deal worksheet.

### Standard Promotion Rules:

1. CFS will fund up to 150% of MSRP for transactions under \$100,000 and up to 125 % of MSRP limit for transactions over \$100,000. **All other non-qualifying machines in a transaction must be blended using current published CFS rates.**
2. Amounts that exceed MSRP limits must be blended using appropriate Soft Cost factors.
3. Backordered units shipped after the promotion period do not qualify.
4. All CFS decisions related to the approval or denial of a transaction are final.
5. Usage of this program is contingent on CFS credit approval.

6. No order re-writes are allowed. Any transaction submitted to CFS for funding or for purchase order issuance prior to promotion start date is ineligible.
7. Unless otherwise specified, all standard CFS policies apply.
8. Cannot be combined with any other CFS promotion.
9. CFS has the right to change this promotion at any time and neither Canon USA Inc., nor its agents, are responsible for typographical errors and omissions.
10. All rates listed are cash rates and are not valid for credit card payments. Please contact CFS for credit card rates.
11. On transactions which require pricing uplifts (i.e. Net 60 terms or documentation fee), those uplifts must be added to the Lease Rate Factor.