

2018

## Rewards Advantages

**RICOH**  
imagine. change.

Register at [www.ricoh-usa.com/resellers](http://www.ricoh-usa.com/resellers).

Call 800-RICOH-43 for more information.

Ricoh Rewards provides support and incentives to increase profitability and customer satisfaction. Many of the benefits, including quarterly rebates, are provided automatically. There are no quotas.

### Program Highlights

- Automatic 3%, up-front, discount
- 3%, up-front, Gov/Ed/Med discount
- Automatic quarterly rebates up to 10%
- Up to 50% discount on demo units
- Up to 50% discount on trial units
- Sales incentive program (Ricoh Royalties)
- Dedicated account manager
- Trade-In & recycling programs
- Exclusive web resources
- Pre-sales field tech support
- 24/7 post-sales support based in U.S.
- Authorized printer service program

### Automatic 3% Discount

Automatically receive a 3% rebate on printers and projectors from Ricoh authorized distributors.

### Automatic Quarterly Rebates up to 10%

Ricoh aggregates the point of sales reports of our distributors and automatically issues a quarterly rebate check to qualifying Rewards resellers. Qualifying sales are credited at 82% of SRP for printers (including accessories) and 50% of SRP for projectors (including accessories).

Rebate Levels	GOLD	PLATINUM	DIAMOND
Quarterly Sales	\$7,500	\$25,000	\$75,000
Quarterly Rebate	4%	7%	10%

### Discounted Demo Units

Ricoh Rewards members can purchase Ricoh printers and projectors at a substantial discount for demonstration purposes. Demos are limited to one unit per product family every 12 months.

### Program Terms and Conditions

Consumables, displays, and extended warranties are not eligible for rebates. Any purchases that have been reimbursed under another Ricoh rebate or promotional program, demo units, or are supported by our bid-support program are ineligible for rebates under the Quarterly Performance Incentive Rebate program unless approved by Ricoh. Other terms and conditions may apply. Please see the 2018 Ricoh Rewards Member Guide for details.

Ricoh USA, Inc., 70 Valley Stream Parkway, Malvern, PA 19355, 800-RICOH-43, [www.Ricoh-USA.com/resellers](http://www.Ricoh-USA.com/resellers)

© 2018 Ricoh Americas Corporation. All rights reserved. Ricoh® and the Ricoh logo are registered trademarks of Ricoh Company, Ltd. While care has been taken to ensure the accuracy of this information, Ricoh makes no representation or warranties about the accuracy, completeness or adequacy of the information contained herein, and shall not be liable for any errors or omissions in these materials. Ricoh reserves the right to modify or discontinue any and all program elements and requirements without prior notice. Updated 2018.01.01.