

FORM- VIP-2010N

Welcome to The  **Program!**
Valued Imaging Partner

Thank you for joining the Plustek Valued Imaging Partner (VIP) alliance program for USA & Canada. This program is designed to help you grow your business and earn greater profits selling Plustek imaging products.

This welcome kit includes this program guide, a product overview/training presentation and related forms. Please review this guide to familiarize yourself with the details of our program.

Eligible Products:

Portable and Mobile Scanners

- Duplex Scanners:
 - MobileOffice D600
 - MobileOffice D428
 - MobileOffice AD450
- Simplex Scanners:
 - OptiCard 821
 - OpticSlim M12 , S800 ,S400, S420

Desktop and Work Group Document Scanners

- Duplex ADF Scanning: SmartOffice PS282, PS286Plus, PS282Plus
- Duplex ADF Scanning: SmartOffice PS406U PS406
- Simplex ADF Scanning: SmartOffice PS281
- Duplex Scanning with ADF and Flatbed: SmartOffice PL2546
- Duplex Scanning with ADF and Flatbed: SmartOffice PL1530

Paper-to-Audio Scanning Solution

- BookReader V100

Book Scanners with Plustek SEE Technology

- OpticBook 3600
- OpticBook 3600 Plus
- OpticBook A300

Large Format A3 Scanners

- OpticPro A320
- OpticBook A300

Incentive Programs:

Plustek VIP partners have access to exclusive incentive programs. The Welcome Rebate program and Volume Incentive Program are designed to reward performance based on your total purchases from our value added distributor: NewWave Technologies.

Qualifying purchases (eligible products) will earn a rebate up to 8% based on the total net dollar amount purchased through NewWave Technologies in a given period based on the following schedule:

I Welcome Rebate Details:

1. Must be a newly registered and approved partner. Valid on all orders placed to NewWave Technologies within 4 months of approved registration.
For example: If Plustek approved your registration on 5/19/2010, the eligible period will be 5/19/2010 till 9/19/2010.
2. Welcome rebate cannot be combined with any other Plustek rebates or incentives. Demo and evaluation unit orders are excluded and do not count towards minimum sales requirements.
3. Must have minimum of \$2000 in sales to qualify for Welcome Rebate.

| Welcome Rebate | Rebate % |
|----------------|----------|
| \$2,000 + | 8% |

I Volume Incentive Rebate :

After welcome rebate program expires, partners will be automatically enrolled in our Volume Incentive Rebate program.

| Volume Incentive Rebate | Rebate % |
|-------------------------|----------|
| \$8,000 - \$18,999 | 3% |
| \$19,000 - \$34,999 | 4% |
| \$35,000 + | 6% |

Volume Incentive Rebate Details:

1. Must have minimum of \$8,000 in sales to qualify for Volume incentive Rebate. Based on VAR purchase price.
2. The Rebate is calculated on a quarterly basis.
 - n The quarters are:
 - Quarter 1: January 1, 2010 – March 31, 2010
 - Quarter 2: April 1, 2010 – June 30, 2010

Quarter 3: July 1, 2010 – September 30, 2010

Quarter 4: October 1, 2010 – December 31, 2010

3. Rebate will be paid within 45 business days of receipt of accurate POS data from NewWave Technologies.
4. Volume Incentive Rebate cannot be combined with any other Plustek rebates.
5. Demo and evaluation unit purchases are excluded and do not count towards the minimum sales requirement.
6. In the event of order cancellation and return, Plustek reserves the right to charge back the rebate amount.
7. Plustek will be the sole judge on eligible purchase and incentive disputes. All decisions made by Plustek regarding rebate eligibility and rebate issuance are final.
8. Plustek reserves the right to change, and/or cancel the incentive with 30 days written and/or electronic notification.

VIP Reseller Instant Rebate:

1. Quarterly Instant Rebate programs will be available through NewWave Technologies.
2. Instant rebate amounts will vary, are based on the product being sold and are applied to the VAR price at the time of purchase.

Meet Competition:

Meet Comps are available to assist you in competing with other manufacturers' products.

You are required to complete the Request form [VIP-DEAL-2010MC](#)

Deal Registration:

Deal Registration is designed to provide best pricing and protect authorized valued added resellers actively working on Large Potential Opportunities (LPO)

You are required to complete the Request form [VIP-DEAL-2010RF](#)

Evaluation Units:

To assist your business development efforts Plustek makes Eval Units available for field trials. The attached Evaluation Form should be completed and submitted to

VIP Sales. Once approved, Plustek prepares and ships the product to the reseller or end-user as specified. Plustek covers outbound shipping; return shipment is the responsibility of the reseller.

You are required to complete the Request form [VIP-EU2010](#)

Demo Units:

You can purchase one (1) unit of each model at 50% off of MSRP (demo price) every 6 months per unique company shipping address. All demo unit orders are subject to approval by Plustek. Submit a completed Demo Unit Order Form for a unit at demo pricing through NewWave Technology and copy Plustek VIP sales . After your request is reviewed and approved, we will contact you for payment and shipping arrangements.

You are required to complete the Request form [VIP-DU2010](#)

Market Development Funds:

Funding for co-marketing is available on request on a case by case basis.

Marketing, VIP Sales, Help Desk & Technical Support

Pre-Sales & Marketing
Mark Druziak
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1-562-650-3900

VIP Sales
Cindy Teng
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VIP Technical Support
Diego Lai
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