

To: Panasonic Authorized Scanner Distributors
Subject: FY2013 – Government Rebate Program
Bulletin Number: Document Imaging-2013-MB-30D
Date: April 1, 2013

Panasonic System Communications Company of North America is pleased to introduce the Fiscal Year 2013 Government Instant Rebate Program.

Panasonic understands the importance of competitively priced products for government customers, which is why Panasonic is continuing its government rebate program.

Between the dates of April 1, 2013 and March 31, 2014 Panasonic authorized scanner resellers who sell a Panasonic document scanner to select government entities may be eligible to receive an instant rebate (depending on model). Government rebate(s) will be discounted off the quoted selling price from reseller's preferred Panasonic scanner distributor.

To qualify for a government rebate, resellers simply contact a Panasonic authorized distributor and (a) mention this promotion and (b) provide a copy of the applicable customer's purchase order.

Eligible Entities Include:

- Federal Government
- U.S. State & Local Government
- Education Entities including:
 - Public and Private Institutions
 - Public and Private Universities & Colleges
 - K-12 Public and Private Schools
 - Libraries, Nursing/Medical Schools, Teaching Hospitals, Research Laboratories, etc., that are owned by public or state education institutions.

Ineligible Entities Include:

- Religious Institutions
- Not-for-Profit Institutions
- Private Institutions & Associations
- Hospitals, unless Military
- PTA / Teacher Unions
- Foreign Government and Foreign Educational Institutions

**For questions, contact your Channel Sales Manager or Inside Partner Sales Support:
resellersupport@us.panasonic.com, 877.826.6538.**

Applicable Model / Rebate:

Model	Rebate	Model	Rebate	Model	Rebate
KV-S1015C	\$12.00	KV-S1046C-J	\$44.00	KV-S4085CW	\$143.00
KV-S1026C	\$14.00	KV-S2048C	\$40.00	KV-S4085CW-V	\$159.00
KV-S1025C-S	\$15.00	KV-S2048C-V	\$45.00	KV-S5055C	\$63.00
KV-S1025C-V	\$17.00	KV-S2048C-J	\$105.00	KV-S5055C-V	\$71.00
KV-S1025C-J	\$39.00	KV-S4065CL	\$91.00	KV-S5055C-J	\$166.00
KV-S1045C	\$17.00	KV-S4065CL-V	\$99.00	KV-S7075C	\$105.00
KV-S1045C-V	\$18.00	KV-S4065CW	\$101.00	KV-S7075C-V	\$119.00
KV-S1045C-J	\$44.00	KV-S4065CW-V	\$109.00	KV-S7075C	\$263.00
KV-S1046C	\$17.00	KV-S3105C	\$305.00		
KV-S1046C-V	\$18.00	KV-S3105C-V	\$324.00		

Terms and Conditions:

1. Scanner sales must be made during the promotional period of April 1, 2013 through March 31, 2014.
2. Program excludes accessories, replacement parts, and/or any Panasonic Scanner Warranty programs.
3. Panasonic will issue credits monthly to the distributor account.
4. Government Rebate Program applies to Panasonic authorized scanner resellers only. Resellers who are not authorized by Panasonic will not be eligible to receive a government rebate at time of purchase.
5. Panasonic will not issue any rebate(s) or credits to the reseller or end user directly.
6. Eligible government entities/agencies include U.S. state, local, and federal sectors of the government. Public and private educational institutions including public or private universities & colleges, and K – 12 public and private schools are included. Libraries, nursing schools, medical schools, teaching hospitals, research laboratories, etc., which are owned by public or state education institutions are eligible for the program.
7. Ineligible entities / agencies include religious institutions, not-for profit institutions and private institutions and associations as well as hospitals (unless military), PTA / Teacher Unions, and foreign government and foreign educational institutions.
8. Panasonic reserves the right to audit all government rebate claims and determine eligibility, by contacting the government agency directly.
9. Distributor must provide a monthly POS report which must include the following:
 - a. VAR Name
 - b. Panasonic Scanner Model(s)
 - c. Rebate applied
 - d. Invoice Date
 - e. "Ship To" address of government agency

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Terms and Conditions (Continued):

10. In the event the Distributor's POS report does not include the required information as set forth in item #9 (above), the VAR will be required to furnish Panasonic with the following information within 30 days after government installation. The Distributor will then receive the corresponding rebate pending receipt and validation of the VAR information as noted below.
 - a. VAR Name and Address
 - b. VAR's invoice to government entity with selling price per model(s) and serial number(s).
 - c. Government Entity information including
 - i. Agency Name
 - ii. Location (street address)
 - iii. Contact Name
 - iv. Selling Price to Government Agency
 - v. Scanner Model(s) and serial number(s)
11. This program cannot be combined with any special pricing or contracts.

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