

THE SCANNER VOLUME PURCHASING PROGRAM



2014

April through September

Terms & Conditions

1. Only Panasonic authorized gold, silver or bronze resellers are eligible.
2. Reseller is responsible for delivery & installation to the customer within 30 days of receiving purchase approval from Panasonic.
3. Conditions outside of the program requirements from Panasonic are between the reseller and the customer.
4. The terms and conditions of this offer can be changed or discontinued by Panasonic at any time without prior notice.
5. The pricing in the attached pricing guide is for estimation purposes only and the distributor determines final reseller pricing.
6. The End User price is the recommended maximum selling price Panasonic recommends.

OVERVIEW

The Scanner Volume Discount Purchasing Program gives Panasonic authorized resellers a pricing incentive when the following objectives are met:

- A minimum scanner sale valued at \$20,000 or the sale of 20 or more document scanners and
- Product is delivered to a qualified customer (reference customer list)

The goal and design of the program is to provide both the customer and reseller with a mutually beneficial sales environment. The qualifying customer receives a generous discount off the suggested retail price and the reseller receives a good and reasonable profit margin. When a sale is made all qualifying orders will include free shipping from the distributor to the customer and must be installed by the reseller at no additional charge.

Reference the Scanner Volume Purchasing Program price list for a complete list by model.

QUALIFYING CUSTOMER TYPES

- Medium to Large Enterprise (greater than 250 employees)
- State & Local Government
- Education (private and public)
- Healthcare (large and small)
- Non Profit (must be 501(c)3)

HOW IT WORKS

1. Reseller emails the following documents to Panasonic Inside Sales (resellersupport@us.panasonic.com) for approval:
 - a. Copy of customer purchase order
 - b. Completed "Scanner Volume Purchasing Approval Request" form
2. Reseller will be notified by Panasonic Inside Sales of approval/decline decision.
3. For approved orders Panasonic will notify the resellers preferred distributor with pricing authorization.

For lease orders the reseller should work directly with the Leasing company and follow the lease application and documentation rule guidelines. The lease rates and approval are managed by the Leasing company and not Panasonic.

PANASONIC PERSONAL WORKGROUP SCANNERS

Scanner Volume Purchasing Program*

Effective February 2014

| Base Model & Systems | | Suggested List Price** | Suggested End User Price*** | Recommended Reseller Price**** | Suggested Reseller Compensation |
|------------------------------------|---|------------------------|-----------------------------|--------------------------------|---------------------------------|
| KV-S1015C | 20PPM / 40IPM Personal Color Scanner | \$495.00 | \$398.06 | \$334.37 | \$63.69 |
| KV-S1026C | 30PPM / 60IPM Personal Color Scanner | \$595.00 | \$473.59 | \$407.29 | \$66.30 |
| Accessories & Consumables | | Suggested List Price** | Suggested End User Price*** | Recommended Reseller Price**** | Suggested Reseller Compensation |
| KV-SS03 | Scanner Cleaning Kit (10 Cleaning Cloths Per Kit) | \$21.00 | \$12.57 | \$10.81 | \$1.76 |
| KV-SS058 | Roller Exchange Kit for KV-S1026C/KV-S1046C/KV-S1065C | \$90.00 | \$45.05 | \$38.75 | \$6.31 |
| KV-SS059 | Roller Exchange Kit for KV-S1015C | \$60.00 | \$39.00 | \$33.54 | \$5.46 |
| KV-SS080 | Flatbed Scanner Option | \$818.00 | \$489.58 | \$421.04 | \$68.54 |
| KV-SS1100 | Network Scanner Adaptor | \$1,549.00 | \$1,084.06 | \$932.29 | \$151.77 |
| Warranties & Professional Services | | Suggested List Price** | Suggested End User Price*** | Recommended Reseller Price**** | Suggested Reseller Compensation |
| KV1SSWG-NBD | 1 Year on-site Next Business Day in-warranty | \$225.00 | \$180.48 | \$155.21 | \$25.27 |
| KV1SSWG-NBDP | 1 year on-site Next Business Day post-warranty | \$499.00 | \$400.92 | \$344.80 | \$56.13 |
| KV1SSWG-2NBD | 2 year on-site Next Business Day in-warranty | \$652.00 | \$524.71 | \$451.25 | \$73.46 |
| KV1SSWG-3NBD | 3 year on-site Next Business Day in-warranty | \$1,040.00 | \$836.30 | \$719.22 | \$117.08 |
| KV1SSWG-5NBD | 5 year on-site Next Business Day in-warranty | \$2,038.00 | \$1,636.94 | \$1,407.77 | \$229.17 |
| KV1SSWG-SBD | 1 year on-site Same Business Day in-warranty | \$325.00 | \$258.90 | \$222.65 | \$36.25 |
| KV1SSWG-SBDP | 1 year on-site Same Business Day post-warranty | \$595.00 | \$473.60 | \$407.29 | \$66.30 |
| KV1SSWG-AEW | 1 year Advanced Exchange extension in-warranty | \$99.00 | \$84.25 | \$72.46 | \$11.80 |
| KV1SSWG-AEWP | 1 year Advanced Exchange extension post-warranty | \$275.00 | \$233.41 | \$200.73 | \$32.68 |
| KV1SSWG-DW | 1 year Depot Warranty extension in-warranty | \$99.00 | \$84.25 | \$72.46 | \$11.80 |
| KV1SSWG-DWP | 1 year Depot Warranty extension post-warranty | \$275.00 | \$233.41 | \$200.73 | \$32.68 |
| KV1SSWG-NBD1 | 1-Month Co-Terminus On-Site Next Business Day | \$46.00 | \$36.82 | \$31.66 | \$5.15 |
| KV1SSWG-SBD1 | 1-Month Co-Terminus On-Site Same Business Day | \$55.00 | \$43.93 | \$37.78 | \$6.15 |
| KV1SSWG-AEW1 | 1-Month Co-Terminus Advanced Exchange/Depot | \$26.00 | \$22.09 | \$19.00 | \$3.09 |
| KV1SS-INST | Document Scanner Installation Service | \$495.00 | \$419.69 | \$360.94 | \$58.76 |

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PANASONIC DESKTOP WORKGROUP SCANNERS

Scanner Volume Purchasing Program*

Effective February 2014

| Base Model & Systems | | Suggested List Price** | Suggested End User Price*** | Recommended Reseller Price**** | Suggested Reseller Compensation |
|------------------------------------|--|------------------------|-----------------------------|--------------------------------|---------------------------------|
| KV-S1025C-S | 26PPM / 52IPM Desktop Workgroup Color Scanner | \$995.00 | \$691.62 | \$594.79 | \$96.83 |
| KV-S1025C-V | 26PPM / 52IPM Desktop Workgroup Color Scanner - Kofax VRS | \$1,095.00 | \$763.09 | \$656.25 | \$106.83 |
| KV-S1046C-H | 45PPM / 90IPM Desktop Workgroup Color Scanner | \$1,295.00 | \$771.55 | \$663.54 | \$108.02 |
| KV-S1046C-V | 45PPM / 90IPM Desktop Workgroup Color Scanner - Kofax VRS | \$1,425.00 | \$923.35 | \$794.08 | \$129.27 |
| KV-S1065C-H | 60PPM / 120IPM Desktop Workgroup Color Scanner | \$1,595.00 | \$953.25 | \$819.79 | \$133.45 |
| KV-S1065C-V | 60PPM / 120IPM Desktop Workgroup Color Scanner - Kofax VRS | \$1,750.00 | \$1,137.36 | \$978.13 | \$159.23 |
| Accessories & Consumables | | Suggested List Price** | Suggested End User Price*** | Recommended Reseller Price**** | Suggested Reseller Compensation |
| KV-SS03 | Scanner Cleaning Kit (10 Cleaning Cloths Per Kit) | \$21.00 | \$12.57 | \$10.81 | \$1.76 |
| KV-SS035 | Roller Exchange Kit for KV-S1025C/KV-S1045C | \$109.00 | \$65.27 | \$56.14 | \$9.14 |
| KV-SS058 | Roller Exchange Kit for KV-S1026C/KV-S1046C/KV-S1065C | \$90.00 | \$45.05 | \$38.75 | \$6.31 |
| KV-SS080 | Flatbed Scanner Option | \$818.00 | \$489.58 | \$421.04 | \$68.54 |
| KV-SS1100 | Network Scanning Adaptor | \$1,549.00 | \$1,084.06 | \$932.29 | \$151.77 |
| Warranties & Professional Services | | Suggested List Price** | Suggested End User Price*** | Recommended Reseller Price**** | Suggested Reseller Compensation |
| KV1SSWG-NBD | 1 Year on-site Next Business Day in-warranty | \$225.00 | \$180.48 | \$155.21 | \$25.27 |
| KV1SSWG-NBDP | 1 year on-site Next Business Day post-warranty | \$499.00 | \$400.92 | \$344.80 | \$56.13 |
| KV1SSWG-2NBD | 2 year on-site Next Business Day in-warranty | \$652.00 | \$524.71 | \$451.25 | \$73.46 |
| KV1SSWG-3NBD | 3 year on-site Next Business Day in-warranty | \$1,040.00 | \$836.30 | \$719.22 | \$117.08 |
| KV1SSWG-5NBD | 5 year on-site Next Business Day in-warranty | \$2,038.00 | \$1,636.94 | \$1,407.77 | \$229.17 |
| KV1SSWG-SBD | 1 year on-site Same Business Day in-warranty | \$325.00 | \$258.90 | \$222.65 | \$36.25 |
| KV1SSWG-SBDP | 1 year on-site Same Business Day post-warranty | \$595.00 | \$473.60 | \$407.29 | \$66.30 |
| KV1SSWG-AEW | 1 year Advanced Exchange extension in-warranty | \$99.00 | \$84.25 | \$72.46 | \$11.80 |
| KV1SSWG-AEWP | 1 year Advanced Exchange extension post-warranty | \$275.00 | \$233.41 | \$200.73 | \$32.68 |
| KV1SSWG-DW | 1 year Depot Warranty extension in-warranty | \$99.00 | \$84.25 | \$72.46 | \$11.80 |
| KV1SSWG-DWP | 1 year Depot Warranty extension post-warranty | \$275.00 | \$233.41 | \$200.73 | \$32.68 |
| KV1SSWG-NBD1 | 1-Month Co-Terminus On-Site Next Business Day | \$46.00 | \$36.82 | \$31.66 | \$5.15 |
| KV1SSWG-SBD1 | 1-Month Co-Terminus On-Site Same Business Day | \$55.00 | \$43.93 | \$37.78 | \$6.15 |
| KV1SSWG-AEW1 | 1-Month Co-Terminus Advanced Exchange/Depot | \$26.00 | \$22.09 | \$19.00 | \$3.09 |
| KV1SS-INST | Document Scanner Installation Service | \$495.00 | \$419.69 | \$360.94 | \$58.76 |

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PANASONIC DEPARTMENTAL SCANNERS

Scanner Volume Purchasing Program*

Effective February 2014

| Base Model & Systems | | Suggested List Price** | Suggested End User Price*** | Recommended Reseller Price**** | Suggested Reseller Compensation |
|------------------------------------|--|------------------------|-----------------------------|--------------------------------|---------------------------------|
| KV-S5046H | 80PPM / 160 IPM Departmental Color Scanner | \$5,195.00 | \$3,369.67 | \$2,897.92 | \$471.75 |
| KV-S5046H-V | 80PPM / 160 IPM Departmental Color Scanner - Kofax VRS | \$5,595.00 | \$3,662.79 | \$3,150.00 | \$512.79 |
| KV-S5076H | 100PPM / 200 IPM Departmental Color Scanner | \$6,195.00 | \$3,747.58 | \$3,222.92 | \$524.66 |
| KV-S5076H-V | 100PPM / 200 IPM Departmental Color Scanner - Kofax VRS | \$6,595.00 | \$4,265.99 | \$3,668.75 | \$597.24 |
| Accessories & Consumables | | Suggested List Price** | Suggested End User Price*** | Recommended Reseller Price**** | Suggested Reseller Compensation |
| KV-SS014 | Imprinter Unit for KV-S50xxx/KV-7075C/KV-S4065C/KV-S4085CW | \$2,092.00 | \$1,254.24 | \$1,078.65 | \$175.59 |
| KV-SS021 | Replacement Imprinter Ink Cartridge | \$121.00 | \$72.75 | \$62.57 | \$10.19 |
| KV-SS03 | Scanner Cleaning Kit (10 Cleaning Cloths Per Kit) | \$21.00 | \$12.57 | \$10.81 | \$1.76 |
| KV-SS060 | Roller Exchange Kit for KV-S50xxH Series | \$199.00 | \$110.32 | \$94.88 | \$15.44 |
| KV-SS080 | Flatbed Scanner Option | \$818.00 | \$489.58 | \$421.04 | \$68.54 |
| KV-SS1100 | Network Scanner Adaptor | \$1,549.00 | \$1,084.06 | \$932.29 | \$151.77 |
| Warranties & Professional Services | | Suggested List Price** | Suggested End User Price*** | Recommended Reseller Price**** | Suggested Reseller Compensation |
| KV1SSDP-NBD | 1 Year on-site Next Business Day in-warranty | \$695.00 | \$553.54 | \$476.04 | \$77.50 |
| KV1SSDP-NBDP | 1 year on-site Next Business Day post-warranty | \$995.00 | \$799.72 | \$687.76 | \$111.96 |
| KV1SSDP-2NBD | 2 year on-site Next Business Day in-warranty | \$1,521.00 | \$1,211.66 | \$1,042.03 | \$169.63 |
| KV1SSDP-3NBD | 3 year on-site Next Business Day in-warranty | \$2,282.00 | \$1,824.12 | \$1,568.74 | \$255.38 |
| KV1SSDP-5NBD | 5 year on-site Next Business Day in-warranty | \$4,272.00 | \$3,423.56 | \$2,944.26 | \$479.30 |
| KV1SSDP-SBD | 1 year on-site Same Business Day in-warranty | \$850.00 | \$677.45 | \$582.61 | \$94.84 |
| KV1SSDP-SBDP | 1 year on-site Same Business Day post-warranty | \$1,175.00 | \$939.32 | \$807.81 | \$131.50 |
| KV1SSDP-AEW | 1 year Advanced Exchange extension in-warranty | \$495.00 | \$396.98 | \$341.41 | \$55.58 |
| KV1SSDP-AEWP | 1 year Advanced Exchange extension post-warranty | \$695.00 | \$557.60 | \$479.54 | \$78.06 |
| KV1SSDP-DW | 1 year Depot Warranty extension in-warranty | \$495.00 | \$396.98 | \$341.41 | \$55.58 |
| KV1SSDP-DWP | 1 year Depot Warranty extension post-warranty | \$695.00 | \$557.60 | \$479.54 | \$78.06 |
| KV1SSDP-NBD1 | 1-Month Co-Terminus On-Site Next Business Day | \$92.00 | \$73.65 | \$63.34 | \$10.31 |
| KV1SSDP-SBD1 | 1-Month Co-Terminus On-Site Same Business Day | \$108.00 | \$86.53 | \$74.42 | \$12.11 |
| KV1SSPM | Document Scanner PM Service | \$495.00 | \$373.13 | \$320.90 | \$52.24 |
| KV1SS-INST | Document Scanner Installation Service | \$495.00 | \$419.69 | \$360.94 | \$58.76 |

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PANASONIC LOW VOLUME PRODUCTION SCANNERS

Scanner Volume Purchasing Program*

Effective February 2014

| Base Model & Systems | | Suggested List Price** | Suggested End User Price*** | Recommended Reseller Price**** | Suggested Reseller Compensation |
|------------------------------------|--|------------------------|-----------------------------|--------------------------------|---------------------------------|
| KV-S4065CL | 80 PPM / 160PPM LV Volume Production Scanner | \$6,395.00 | \$4,135.17 | \$3,556.25 | \$578.92 |
| KV-S4065CL-V | 80 PPM / 160PPM LV Volume Production Scanner - Kofax VRS | \$6,995.00 | \$4,571.22 | \$3,931.25 | \$639.97 |
| KV-S4065CW | 80 PPM / 160PPM LV Volume Production Scanner | \$7,195.00 | \$4,642.69 | \$3,992.71 | \$649.98 |
| KV-S4065CW-V | 80 PPM / 160PPM LV Volume Production Scanner - Kofax VRS | \$7,795.00 | \$5,070.26 | \$4,360.42 | \$709.84 |
| KV-S7075C | 95 PPM / 190PPM LV Volume Flatbed Production Scanner | \$8,995.00 | \$5,378.21 | \$4,625.26 | \$752.95 |
| KV-S7075C-V | 96 PPM / 190PPM LV Volume Flatbed Production Scanner - Kofax VRS | \$9,715.00 | \$6,269.38 | \$5,391.67 | \$877.71 |
| Accessories & Consumables | | Suggested List Price** | Suggested End User Price*** | Recommended Reseller Price**** | Suggested Reseller Compensation |
| KV-SS014 | Imprinter Unit for KV-S50xxx/KV-7075C/KV-S4065C/KV-S4085CW | \$2,092.00 | \$1,254.24 | \$1,078.65 | \$175.59 |
| KV-SS015 | Roller Exchange Kit for KV-S7075C Series | \$379.00 | \$227.49 | \$195.64 | \$31.85 |
| KV-SS021 | Replacement Imprinter Ink Cartridge | \$121.00 | \$72.75 | \$62.57 | \$10.19 |
| KV-SS03 | Scanner Cleaning Kit (10 Cleaning Cloths Per Kit) | \$21.00 | \$12.57 | \$10.81 | \$1.76 |
| KV-SS033 | Roller Exchange Kit for KV-S4065C Series | \$379.00 | \$227.49 | \$195.64 | \$31.85 |
| KV-SS080 | Flatbed Scanner Option | \$818.00 | \$489.58 | \$421.04 | \$68.54 |
| KV-SS1100 | Network Scanner Adaptor | \$1,549.00 | \$1,084.06 | \$932.29 | \$151.77 |
| Warranties & Professional Services | | Suggested List Price** | Suggested End User Price*** | Recommended Reseller Price**** | Suggested Reseller Compensation |
| KV1SSLV-NBD | 1 Year on-site Next Business Day in-warranty | \$895.00 | \$719.17 | \$618.49 | \$100.68 |
| KV1SSLV-NBDP | 1 year on-site Next Business Day post-warranty | \$1,195.00 | \$952.04 | \$818.75 | \$133.28 |
| KV1SSLV-2NBD | 2 year on-site Next Business Day in-warranty | \$1,881.00 | \$1,501.64 | \$1,291.41 | \$210.23 |
| KV1SSLV-3NBD | 3 year on-site Next Business Day in-warranty | \$2,792.00 | \$2,225.12 | \$1,913.61 | \$311.52 |
| KV1SSLV-5NBD | 5 year on-site Next Business Day in-warranty | \$5,182.00 | \$4,123.74 | \$3,546.42 | \$577.32 |
| KV1SSLV-SBD | 1 year on-site Same Business Day in-warranty | \$1,095.00 | \$873.00 | \$750.78 | \$122.22 |
| KV1SSLV-SBDP | 1 year on-site Same Business Day post-warranty | \$1,495.00 | \$1,121.91 | \$964.84 | \$157.07 |
| KV1SSLV-247 | 1 year 24/7 in-warranty | \$3,595.00 | \$2,533.07 | \$2,178.44 | \$354.63 |
| KV1SSLV-247P | 1 year 24/7 post-warranty | \$4,995.00 | \$3,509.33 | \$3,018.02 | \$491.31 |
| KV1SSLV-AEW | 1 year Advanced Exchange extension in-warranty | \$795.00 | \$638.63 | \$549.22 | \$89.41 |
| KV1SSLV-AEWP | 1 year Advanced Exchange extension post-warranty | \$995.00 | \$799.72 | \$687.76 | \$111.96 |
| KV1SSLV-DW | 1 year Depot Warranty extension in-warranty | \$795.00 | \$638.63 | \$549.22 | \$89.41 |
| KV1SSLV-DWP | 1 year Depot Warranty extension post-warranty | \$995.00 | \$799.72 | \$687.76 | \$111.96 |
| KV1SSLV-NBD1 | 1-Month Co-Terminus On-Site Next Business Day | \$110.00 | \$87.45 | \$75.21 | \$12.24 |
| KV1SSLV-SBD1 | 1-Month Co-Terminus On-Site Same Business Day | \$138.00 | \$103.56 | \$89.06 | \$14.50 |
| KV1SSLV-2471 | 1-Month Co-Terminus On-Site 24/7 | \$458.00 | \$321.86 | \$276.80 | \$45.06 |
| KV1SSPM | Document Scanner PM Service | \$495.00 | \$373.13 | \$320.90 | \$52.24 |
| KV1SS-INST | Document Scanner Installation Service | \$495.00 | \$419.69 | \$360.94 | \$58.76 |

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PANASONIC MID VOLUME PRODUCTION SCANNERS

Scanner Volume Purchasing Program*

Effective February 2014

| Base Model & Systems | | Suggested List Price** | Suggested End User Price*** | Recommended Reseller Price**** | Suggested Reseller Compensation |
|------------------------------------|--|------------------------|-----------------------------|--------------------------------|---------------------------------|
| KV-S4085CW | 100PPM / 200IPM Mid Volume Product Scanner | \$11,600.00 | \$7,578.73 | \$6,517.71 | \$1,061.02 |
| KV-S4085CW-V | 100PPM / 200IPM Mid Volume Product Scanner - Kofax VRS | \$12,900.00 | \$8,345.44 | \$7,177.08 | \$1,168.36 |
| Accessories & Consumables | | Suggested List Price** | Suggested End User Price*** | Recommended Reseller Price**** | Suggested Reseller Compensation |
| KV-SS014 | Imprinter Unit for KV-S5055C/KV-7075C/KV-S4065C/KV-S4085CW | \$2,092.00 | \$1,254.24 | \$1,078.65 | \$175.59 |
| KV-SS03 | Scanner Cleaning Kit (10 Cleaning Cloths Per Kit) | \$21.00 | \$12.57 | \$10.81 | \$1.76 |
| KV-SS033 | Roller Exchange Kit for KV-S4065C Series | \$379.00 | \$227.49 | \$195.64 | \$31.85 |
| KV-SS080 | Flatbed Scanner Option | \$818.00 | \$489.58 | \$421.04 | \$68.54 |
| KV-SS1100 | Network Scanner Adaptor | \$1,549.00 | \$1,084.06 | \$932.29 | \$151.77 |
| Warranties & Professional Services | | Suggested List Price** | Suggested End User Price*** | Recommended Reseller Price**** | Suggested Reseller Compensation |
| KV1SSMV-NBD | 1 Year on-site Next Business Day in-warranty | \$1,095.00 | \$873.00 | \$750.78 | \$122.22 |
| KV1SSMV-NBDP | 1 year on-site Next Business Day post-warranty | \$1,695.00 | \$1,360.59 | \$1,170.11 | \$190.48 |
| KV1SSMV-2NBD | 2 year on-site Next Business Day in-warranty | \$2,511.00 | \$1,997.20 | \$1,717.59 | \$279.61 |
| KV1SSMV-3NBD | 3 year on-site Next Business Day in-warranty | \$3,812.00 | \$3,063.03 | \$2,634.20 | \$428.82 |
| KV1SSMV-5NBD | 5 year on-site Next Business Day in-warranty | \$7,202.00 | \$5,784.21 | \$4,974.42 | \$809.79 |
| KV1SSMV-SBD | 1 year on-site Same Business Day in-warranty | \$1,350.00 | \$1,081.64 | \$930.21 | \$151.43 |
| KV1SSMV-SBDP | 1 year on-site Same Business Day post-warranty | \$1,995.00 | \$1,588.30 | \$1,365.94 | \$222.36 |
| KV1SSMV-AEW | 1 year Advanced Exchange extension in-warranty | \$995.00 | \$799.72 | \$687.76 | \$111.96 |
| KV1SSMV-AEWP | 1 year Advanced Exchange extension post-warranty | \$1,495.00 | \$1,195.49 | \$1,028.12 | \$167.37 |
| KV1SSMV-DW | 1 year Depot Warranty extension in-warranty | \$995.00 | \$799.72 | \$687.76 | \$111.96 |
| KV1SSMV-DWP | 1 year Depot Warranty extension post-warranty | \$1,495.00 | \$1,195.49 | \$1,028.12 | \$167.37 |
| KV1SSMV-NBD1 | 1-Month Co-Terminus On-Site Next Business Day | \$156.00 | \$125.24 | \$107.71 | \$17.53 |
| KV1SSMV-SBD1 | 1-Month Co-Terminus On-Site Same Business Day | \$183.00 | \$145.74 | \$125.33 | \$20.40 |
| KV1SSPM | Document Scanner PM Service | \$495.00 | \$373.13 | \$320.90 | \$52.24 |
| KV1SS-INST | Document Scanner Installation Service | \$495.00 | \$419.69 | \$360.94 | \$58.76 |

*All product features, specifications and prices are subject to change without notice. **Suggested List Price (SLP) Suggested List Price (SLP) indicates the price at which we believe our products can be most successfully merchandised. No representation is hereby made that substantial sales are or will be made at the Suggested List Price. ***Suggested End User Discount Price (EDP) Suggested End User Discount Price indicates the price at which we recommend you list the product based on the special pricing discount from Panasonic. No representation is hereby made that substantial sales are or will be made at the Suggested End User Discount Price. ****Recommended Reseller Price (RRP) Recommended Reseller Price indicates the price at which we estimate the distributor will sell the product to the reseller. The distributor sets the actual sell price.

PANASONIC HIGH VOLUME PRODUCTION SCANNERS

Scanner Volume Purchasing Program*

Effective February 2014

| Base Model & Systems | | Suggested List Price** | Suggested End User Price*** | Recommended Reseller Price**** | Suggested Reseller Compensation |
|------------------------------------|--|------------------------|-----------------------------|--------------------------------|---------------------------------|
| KV-S3105C | 132PPM / 230PPM High Volume Production Scanner | \$29,995.00 | \$16,491.03 | \$14,182.29 | \$2,308.74 |
| KV-S3105C-V | 132PPM / 230PPM High Volume Production Scanner - Kofax VRS | \$32,000.00 | \$17,514.54 | \$15,062.50 | \$2,452.04 |
| Accessories & Consumables | | Suggested List Price** | Suggested End User Price*** | Recommended Reseller Price**** | Suggested Reseller Compensation |
| KV-SS026 | Roller Exchange Kit for KV-S3105C | \$725.00 | \$434.48 | \$373.65 | \$60.83 |
| KV-SS027 | Roller Exchange Kit (Thin Paper) for KV-S3105C | \$725.00 | \$434.48 | \$373.65 | \$60.83 |
| KV-SS028 | Post Imprinter Unit for KV-S3105C | \$2,092.00 | \$1,254.24 | \$1,078.65 | \$175.59 |
| KV-SS03 | Scanner Cleaning Kit (10 Cleaning Cloths Per Kit) | \$21.00 | \$12.57 | \$10.81 | \$1.76 |
| Warranties & Professional Services | | Suggested List Price** | Suggested End User Price*** | Recommended Reseller Price**** | Suggested Reseller Compensation |
| KV1SSHV-NBD | 1 Year on-site Next Business Day in-warranty | \$1,295.00 | \$967.79 | \$832.30 | \$135.49 |
| KV1SSHV-NBDP | 1 year on-site Next Business Day post-warranty | \$3,795.00 | \$3,049.30 | \$2,622.40 | \$426.90 |
| KV1SSHV-2NBD | 2 year on-site Next Business Day in-warranty | \$4,581.00 | \$3,662.79 | \$3,150.00 | \$512.79 |
| KV1SSHV-3NBD | 3 year on-site Next Business Day in-warranty | \$7,552.00 | \$6,015.17 | \$5,173.05 | \$842.12 |
| KV1SSHV-5NBD | 5 year on-site Next Business Day in-warranty | \$15,142.00 | \$12,113.77 | \$10,417.84 | \$1,695.93 |
| KV1SSHV-SBD | 1 year on-site Same Business Day in-warranty | \$1,595.00 | \$1,273.25 | \$1,095.00 | \$178.26 |
| KV1SSHV-SBDP | 1 year on-site Same Business Day post-warranty | \$4,995.00 | \$3,742.06 | \$3,218.18 | \$523.89 |
| KV1SSHV-247 | 1 year 24/7 in-warranty | \$3,695.00 | \$2,943.31 | \$2,531.25 | \$412.06 |
| KV1SSHV-247P | 1 year 24/7 post-warranty | \$7,995.00 | \$5,995.64 | \$5,156.25 | \$839.39 |
| KV1SSHV-NBD1 | 1-Month Co-Terminus On-Site Next Business Day | \$348.00 | \$279.61 | \$240.47 | \$39.15 |
| KV1SSHV-SBD1 | 1-Month Co-Terminus On-Site Next Business Day | \$458.00 | \$343.89 | \$295.75 | \$48.14 |
| KV1SSHV-2471 | 1-Month Co-Terminus On-Site 24/7 | \$733.00 | \$550.50 | \$473.43 | \$77.07 |
| KV1SSPM | Document Scanner PM Service | \$495.00 | \$373.13 | \$320.90 | \$52.24 |
| KV1SS-INST | Document Scanner Installation Service | \$495.00 | \$419.69 | \$360.94 | \$58.76 |

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SCANNER VOLUME PURCHASING PROGRAM REQUEST FORM

Complete the Scanner Volume Purchasing Program request form and send to Channel inside sales.

Attention Program Administrator

Email: resellersupport@us.panasonic.com

Reseller Information:

Reseller Name: _____ Contact Name: _____ Reseller ID: _____

Street Address: _____ City: _____

State: _____ Zip: _____ Telephone: (____) _____ Email: _____

Preferred Distributor: _____

Customer Information:

Contact Name: _____

Street Address: _____ City: _____

State: _____ Zip: _____ Telephone: (____) _____ Email: _____

Customer Type (Choose One):

- ☐ Medium to Large Enterprise (greater than 250 employees) ☐ State & Local Government
☐ Education (private and public) ☐ Healthcare (large and small) ☐ Non Profit (must be 501(c)3)

| Model / SKU | Quantity | Suggested List Price | Recommended Reseller Price |
|-------------|----------|----------------------|----------------------------|
| | | | |
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| | | | |
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| | | | |
| | | | |
| Total Price | | | |

- ☒ On behalf of the above referenced reseller we agree to the program terms and conditions as outlined in the Scanner Volume Purchasing Program.

Authorized Reseller Signature: _____ Date: _____

Print Name: _____ Title: _____