



# Be the HERO to your CUSTOMERS!

- Is your customer aware that **FUJITSU** is no longer servicing these models: fi-5650C Series, fi-5750C Series, and fi-5900C?
- What would your customer do if their **FUJITSU** scanner stopped working?
- Would you like to provide your customers with a lucrative incentive to upgrade their old **FUJITSU** scanner now?

*We have the answers!*

## Be the Hero to Your Customers with NewWave's Fujitsu Tech Refresh Blitz!

**And earn American Express Gift Cards for these qualifying Fujitsu opportunities!**

*Promotion valid through March 31, 2018*

**\$1K - \$9.9K**  
in revenue



**\$100**  
American Express  
Gift Card

**\$10K - \$24K**  
in revenue



**\$250**  
American Express  
Gift Card

**\$25K+**  
new scanner revenue



**\$500**  
American Express  
Gift Card

### TECH REFRESH CASE SCENARIO:

If you trade in an fi-5900 and purchase a new fi-6800 with a 1-year basic service contract, you would be eligible for a \$2,700 Trade-In Rebate (direct from Fujitsu) plus a \$250 American Express Gift Card Spiff from NewWave Technologies!

Contact your NewWave Sales Representative or call us at (800) 536-5222 to learn more!

Accomplish more with today's solutions



## Trade-In Program

**Purchase these eligible Fujitsu scanners  
between October 1, 2017 and March 31, 2018:**

fi-7160	fi-7180	fi-7600	fi-7460
N7100	fi-7280	fi-7700	fi-7480
fi-5950	fi-6400	fi-6800	fi-7160 Deluxe Bundle

### Then follow these simple steps:

1. Complete the Trade-In Form and include a copy of your invoice showing the Fujitsu scanner purchased within the last 30 days.
2. Email the form and invoice to [ScannerTradein@us.fujitsu.com](mailto:ScannerTradein@us.fujitsu.com).
3. Fujitsu Computer Products of America, Inc. will contact you within 72 hours regarding your trade-in request to schedule a pickup within a week to the designated site.
4. Once the trade-in scanner(s) are verified in good working condition, payment reconciliation will be made.

See Trade-In Program Official Rebate Form for additional terms, limits, and conditions.  
For more information, visit [budurl.me/tradein](http://budurl.me/tradein)

shaping tomorrow with you

**FUJITSU**

# Fujitsu Scanner Trade-In Program Matrix

Effective October 1, 2017 through March 31, 2018

Fujitsu model purchased →	fi-7160	fi-7160 Deluxe Bundle	fi-7180 / fi-7280	N7100		fi-7460 / fi-7480		fi-7600 / fi-7700		fi-6400		fi-6800		fi-5950	
Trade-in model type ↓	With or without a service plan	With or without a service plan	With or without a service plan	Advance Exchange Service (1-3 yr skus)	Basic Service (1-3 yr skus)	ScanCare Service (1-3 yr skus)	Basic Service (1-3 yr skus)	ScanCare Service (1-3 yr skus)	Basic Service (1-3 yr skus)	ScanCare Service (1-3 yr skus)	Basic Service (1-3 yr skus)	ScanCare Service (1-3 yr skus)	Basic Service (1-3 yr skus)	ScanCare Service (1-3 yr skus)	Basic Service (1-3 yr skus)
<b>Network Scanner</b>				\$150	\$200										
<b>Workgroup Scanner</b>	\$50	\$75	\$75	\$150	\$200	\$300	\$250								
<b>Departmental Scanner</b>	\$50	\$75	\$75	\$150	\$200	\$600	\$550	\$900	\$750	\$1,200	\$950	\$2,200	\$1,700	\$2,200	\$1,700
<b>Low-Volume Production Scanner</b>						\$600	\$550	\$900	\$750	\$1,200	\$950	\$2,200	\$1,700	\$2,200	\$1,700
<b>Mid-Volume Production Scanner</b>								\$900	\$750	\$1,700	\$1,350	\$3,200	\$2,700	\$3,200	\$2,700
<b>High-Volume Production Scanner</b>								\$900	\$750	\$2,200	\$1,750	\$4,200	\$3,700	\$4,200	\$3,700

Eligible Network Scanners	
<b>Canon</b>	ScanFront series
<b>Fujitsu</b>	fi-6000N, fi-6010N, ScanSnap N1800
<b>HP</b>	Digital Senders
<b>Kodak</b>	ScanStations

Eligible Workgroup Scanners			
<b>Canon</b>	DR-2510C, DR-2050C, DR-2580, DR-C125, DR-C225, Dr-C240, Image Formula DR-C130, Image Formula DR-3010C, Image Formula DR-M140, Image Formula DR-M160	<b>HP</b>	Scanjet 5000, Scanjet 7000 S2, Scanjet 7500, Scanjet 8250C, Scanjet 8270, Scanjet 8500
<b>Epson</b>	WorkForce Pro GT S80, WorkForce Pro GT S85, WorkForce DS-7500	<b>Panasonic</b>	KV1045C, KV1045C-V, KV S202XC Series, KV S1020C, KV S1025C, KV S1025C-S, KV S1025C-V, KV S1025C-V, KV S1026C, KV S1026V, KV S1046C, KV S1046C-V, KV 1065C-V, KV 2028C, KV 2028C-V, KV S2048C, KV S2048C-V, KV S1027C, KV S1057C
<b>Fujitsu</b>	fi-4010CU, fi-4110CU, fi-4120C, fi-4120C2, fi-4220C, fi-4220C2, fi-5015C, fi-5120C, fi-5220C, fi-6130, fi-6130Z, fi-6230, fi-6230Z, fi-6140Z, fi-6240Z, fi-7160, fi-6110, fi-5110C	<b>Visioneer</b>	Patriot 480
<b>Kodak</b>	i30, i40, i55, i940 (PC), i940 (Mac), i1120, i1210, i1220, i1320, i2400, i2600, i2800	<b>Xerox</b>	DocuMate 262i, DocuMate 510, DocuMate 520, DocuMate 3640, DocuMate 4440, DocuMate 4830, DocuMate 5445, DocuMate 5460, DocuMate 765

Eligible Departmental Scanners	
<b>BBH</b>	2000DFB, 730DC, Truper 3200/3600
<b>Canon</b>	DR-30XXC series, DR-4010C, DR-4080 series, DR-4580C, M160
<b>Fujitsu</b>	M3093 series, M3096 series, fi-4340C, fi-4530C, fi-5530C, fi-7180, fi-5530C2
<b>Kodak</b>	i1310, i250, i280D Firewire, i2800, i2900, i1405, i1410, i1420, i50, i60, Sidekick 1400U, 3000 Series, i3500, i3510, i3520, i3400, i3450
<b>Panasonic</b>	KV-S204XC series, KV-S2087
<b>Ricoh</b>	IS450D, IS760D

Eligible Low-Volume Prod. Scanners	
<b>BBH</b>	Sidekick 1400
<b>Canon</b>	DR-5010C, DR-5020C, DR-5080C, DR-6010C, DR-6030C, DR-6050C, DR-7080C, DR-7090C, DR-7580C, DR-G1130, DR-G1100
<b>Fujitsu</b>	M3097 series, M4097D series, fi-4750 series, fi-5X50 series, fi-6X70 series
<b>Kodak</b>	i1440, 1500D, 2500, i260, i280, i4250
<b>Panasonic</b>	KV-S2065L, KV-S3065 series, KV-S4065 series, KV-S5055C, KV-S7075C, KV-S2087, KV 7065, KV-S5046H, KV-S5076H, KV-S4085CW
<b>Ricoh</b>	IS450DE series, IS450SE, IS760

Eligible Mid-Volume Prod. Scanners	
<b>BBH</b>	8000 Spectrum/8000S
<b>Canon</b>	DR-6080C, DR-7550C, DR-9050C, DR-9080C, DR-X10C
<b>Fujitsu</b>	M3099 series, M4099 series, fi-4990C series, fi-4860C series, fi-5900C series, fi-5950, fi-6800, fi-6400
<b>Kodak</b>	i600, i610, i730, i750, i4200, i4600, i5200, 35XX series, 4500D series, i48XX
<b>Panasonic</b>	KV-S3085C, KV-S3105C, KV-S4085C, KV-S60XXW series

Eligible High-Volume Prod. Scanners	
<b>BBH</b>	Ngenuity 9XXX series
<b>Kodak</b>	i780, i800 series, i1800 series, i5600 series, i5800 series

## Example

If an fi-6800 is purchased with 2-year ScanCare Service and the Fujitsu M3093 Series is traded in, the End User will earn \$2,200.



**IMPORTANT NOTE:** If you have a Workgroup/Departmental scanner that is not listed in the Workgroup/Departmental Trade-in Matrix and believe it should be eligible for the Trade-in program, please call your Fujitsu Inside Sales Representative. Additionally, if you would like to purchase a different Fujitsu scanner than the models above, please contact your Fujitsu Inside Sales Representative to find out if that model can be used with this program, or call (888) 425-8228.

**To process your trade-in, please e-mail [ScannerTradeIn@us.fujitsu.com](mailto:ScannerTradeIn@us.fujitsu.com)** with the quantity and model number of the trade-in device. Fujitsu Computer Products of America, Inc. (FCPA) reserves the right to include other competitive products at their discretion. Please address specific Trade-In opportunities with your FCPA sales representative. **An approval is required for trade-ins of more than 10 units.**



## END OF SERVICE NOTICE

To: Fujitsu Reseller Partners  
From: Fujitsu Product Management  
**RE: EOS Notification: fi-5650C Series, fi-5750C Series, and fi-5900C**  
Date: December 8, 2017

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Dear Valued Reseller Partner,

Effective immediately, Fujitsu Computer Products of America, Inc. (FCPA) will discontinue service programs for the following scanner models:

**fi-5650C Series**  
**fi-5750C Series**  
**fi-5900C**

Please note that FCPA will honor all existing obligations for services previously ordered and accepted. Review the list below and remove these part numbers from your ordering system and sales infrastructure.

Model	EOS Part Number
fi-5650C Series	S5650C-BAPWNBD-1 S5650C-BACTNBD-X S5650C-BAPW4HR-1 S5650C-BAPW247-1 S5650C-SCPWNBD-1 S5650C-SCPW4HR-1 S5650C-SCPW247-1 S5650C-AEPWNBD-1 S5650C-DEPW5DY-1
fi-5750C Series	S5750C-BAPWNBD-1 S5750C-BACTNBD-X S5750C-BAPW4HR-1 S5750C-BAPW247-1 S5750C-SCPWNBD-1 S5750C-SCPW4HR-1 S5750C-SCPW247-1
fi-5900C	S5900C-BAPWNBD-1

	S5900C-BAMYNBD-2 S5900C-BAMYNBD-3 S5900C-BACTNBD-X S5900C-BAPW4HR-1 S5900C-BAMY4HR-2 S5900C-BAMY4HR-3 S5900C-BACT4HR-X S5900C-BAPW247-1 S5900C-BAMY247-2 S5900C-BAMY247-3 S5900C-BACT247-X S5900C-SCPWNBD-1 S5900C-SCMYNBD-2 S5900C-SCMYNBD-3 S5900C-SCPW4HR-1 S5900C-SCMY4HR-2 S5900C-SCMY4HR-3 S5900C-SCPW247-1 S5900C-SCMY247-2 S5900C-SCMY247-3
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Thank you for your continued support of Fujitsu. Should you have any questions regarding this matter, please contact your Account Manager.

Sincerely,



Luke Byers

Vice President of Product Management  
Fujitsu Computer Products of America, Inc.