

PANASONIC PARTNERS IN EXCELLENCE

2019 RACE TO THE CARIBBEAN & 2020 OLYMPIC GAMES

Panasonic invites all document management & imaging authorized reseller partners to participate in the inaugural **2019 reseller sales award program**. The top partners in each of the following areas will win an all-inclusive trip for two* to (to come):

1. Total Hardware Sales**

Top 4 overall winners

2. Software and Services Sales***

Top 3 overall winners

3. Year-Over-Year Sales increase****

Top 3 overall winners

*Trip will be awarded to dealer principal and guest. Includes roundtrip airfare, hotel accommodations for a single room, meals and transportation.

**Minimum of \$500K RRP to qualify

***Minimum of \$100K RRP to qualify

****Minimum of \$100K RRP and increase from previous year to qualify. Includes all "KV" SKUs (scanner, software, services, consumables, etc.)



> ELIGIBLE SALES CONTEST DATES:

JANUARY 1, 2019 – DECEMBER 31, 2019

TRIP DATES: FEBRUARY 2020

Terms & Conditions

1. Limit one category win per dealer.
2. Promotion is available to Panasonic Authorized Document Management & Imaging Reseller Partner companies only. Promotion excludes Direct Market Resellers.
3. Promotion is valid on eligible model sales from January 1, 2019 through December 31, 2019, based on RRP. All eligible units must ship by December 31, 2019 to qualify for the contest.
4. Minimum of \$100K RRP of qualifying SKU sales to qualify.
5. Panasonic reserves the right to modify or cancel this program at any time without prior written notice.
6. Quantities are based on point of sale data provided by authorized distributors.
7. The prize excludes personal meals and other expenses. Panasonic will be the sole selector of the hotel, transportation and airline being used for the promotion. Panasonic will not pay to upgrade seat classes (upgrades are the responsibility of the winner). One room per winner, additional room(s) will be at dealer's expense.
8. Winner will be determined and prizes awarded at the end of the promotion/year. Trip will take place in February 2020.
9. Panasonic will contact the winner(s) directly by email and/or phone. Prize is not transferable.
10. Offer void where prohibited.
11. Other terms and conditions may apply.

Join us in paradise where we'll also be drawing one reseller to win a trip for two to the **2020 Olympic Games in Tokyo!**



Worldwide Olympic Partner

Panasonic

**FOR QUESTIONS, CONTACT YOUR:
Panasonic Territory Account Manager**