



Terms and Conditions For the ConneXion Xerox programme

1. The ConneXion Xerox programme is a channel reseller and partner authorisation programme run by Xerox Europe - Office. It exists to provide a differentiated level of support and therefore competitive edge for partners showing a focus and commitment to Xerox Office products, supplies and service.
2. Entry is open to all bona fide channel resellers/partners subject to the attainment of the minimum entry criteria for each category. For the ConneXion Xerox Partner categories, minimum entry criteria include business and product accreditation requirements. Entry criteria may vary at country level and are subject to review and to change without notice.
3. The current programme categories are:
 - > *Reseller* and/or *Supplies Reseller*
 - > *Select Reseller* and/or *Select Supplies Reseller*
 - > *Business Partner*
 - > *Enterprise Partner*
 - > *Global Partner*
 - > *Graphic Arts Partner*
 - > *Software Partner*
4. With the exception of the Supplies and Software categories, resellers/partners are eligible for membership of a single ConneXion Xerox programme category only.
5. Xerox Europe reserves the right to alter or add to programme categories, entry criteria and programme benefits within or between categories. Programme benefits are subject to change or withdrawal without written notice.
6. Channel partners who were members of either the Xerox eXtra2 programme or the Xerox Business Partner programme in Europe are not required to re-register for the ConneXion Xerox programme (programme categories within the ConneXion Xerox programme will be advised by your Xerox country marketing organisation as part of the programme migration materials.) New registration into the scheme is by completion of the appropriate ConneXion Xerox programme registration details available at www.xerox.com/connexion
7. Acceptance of a reseller/partner into the scheme and the inclusion of said reseller or partner in any programme category is at the discretion of Xerox.
8. Continued membership of the programme and/or any programme category and attendant benefits that may accrue from such membership is not guaranteed and is subject to the channel partner continuing to meet minimum entry criteria.

9. Details of the benefits available to ConneXion Xerox channel partners are available from Xerox country offices.
10. Channel partners who are registered members of the ConneXion Xerox programme within the Select Reseller/Select Supplies Reseller category or any Partner category may use the relevant ConneXion Xerox programme logos indicating their status as a preferred Xerox Office reseller or partner subject to the guidelines issued separately for this purpose only while they remain registered in the programme. Channel partners who leave the programme for whatever reason must agree to discontinue any use of the programme logos, display plaques or other marketing materials within a maximum 30 days of leaving the scheme as a condition of joining the programme.
11. Channel partners who are registered members of the programme must not use the Xerox Corporate logos or any other logo or style in use by Xerox Corporation without permission in writing from the country marketing manager in advance of the proposed use. Unauthorised use of Xerox assets by channel partners may result in immediate termination of programme membership.
12. For some categories, provision of end-user sales-out information within agreed format and claim deadline specifications is a condition of continued membership of the programme.
13. In some countries, channel partners who are registered members of the programme may be entitled to claim rebates on products sold to end-users. Qualifying reseller categories, the claims process, values payable and terms and conditions of such rebate schemes as may be offered will be as communicated from Xerox Office and may vary from time to time.
14. Where rebates are paid, claimable sales revenue refers to the net purchase price paid from Xerox Authorised Distribution partners excluding local Value Added Taxes or other locally applicable sales taxes. (Xerox may at its discretion substitute an approximation to this value where this simplifies the claims administration processes.) Purchases from distributors who are not authorised Xerox Office distribution partners are ineligible for rebate claims. Appropriate documentation in support of the claim may be requested for audit purposes. Rebate claims are subject to a minimum claim level. Claims below the minimum claims threshold will be rejected and cannot be carried forward to future quarters.
15. All rebate claims must be submitted prior to the published claim deadline and in the appropriate format(s). Claims submitted in other formats will be rejected. Xerox will not pay any claim submitted later than the published claim deadline or 30 days after the end of the claim period, whichever is the sooner.
16. Provided that claims have been made in accordance with the claims process and are fully supported by the required documentation, valid claims will be paid directly to the channel partner on production of an appropriate invoice. Payments will be made in local currency unless agreed otherwise in advance. Payment methods are by agreement and subject to audit checking.
17. Products sold as part of special bids will normally be included in any rebate scheme at standard rebate levels unless excluded from the bid terms in advance.
18. Products sold as part of tactical product promotions or special offers will normally be included in the rebate scheme at standard rebate levels unless excluded in the terms and conditions of the promotion.

19. Ex-demonstration and reconditioned units, and products which are end-of-life prior to the commencement of the quarter for which the claim is made, will not be eligible for rebate claims.
20. ConneXion Xerox channel resellers/partners must represent Xerox' best interests as it relates to promoting and selling Xerox branded supplies. Participation in the ConneXion Xerox programme depends on, among other things, the channel partner not selling or marketing non-Xerox solid ink or laser supplies for use in Xerox printers that, in the judgement of Xerox, adversely affect print quality or reliability. Promoting, marketing or selling such supplies will result in immediate termination of participation in the programme.
21. Any queries with regard to the conditions or benefits of the ConneXion Xerox programme should be referred to your Xerox Account Manager in the first instance. Comments with regard to the operation or terms of the programme should be addressed to the Xerox Office Channel Sales Manager within your country.
22. The latest version of these Terms and Conditions can be obtained from your Xerox Office account manager.
23. Xerox reserves the right to amend the terms and conditions of the programme without prior notice.