



North America Retail Channel Demonstration Equipment Program

As an NCR Partner, you are eligible to purchase discounted NCR equipment for the purpose of demonstrating to prospective customers. The benefit of this program allows your customers to gain first hand experience with NCR's product solutions.

This document outlines the details of the program.

NCR Partners in North America can purchase new NCR equipment for demonstration purposes through an NCR Authorized Distribution Partner at 80% discount. The Annual maximum is governed by the partner level.

- NCR Elite Partners: \$50,000 list price maximum per Calendar year.
- NCR Advanced Partners: \$25,000 list price maximum per Calendar year.

The following guidelines must be met:

- Product must be new / current.
- Purchases only through NCR Authorized Distribution Partner.
- Standard warranty applies.
- Must place new orders for all demo equipment.
- Only demo equipment should be on the purchase order.
- Product cannot be returned.
- Product can be resold 12 months after purchase date and must be sold as "used".

How to process a Demo order

1. NCR Partner initiates the request by contacting the Channel Account Manager (CAM) and/or Distributor to create a configuration for desired NCR demo equipment.
2. NCR Partner completes the demo request form (see below). Partner lists or attaches the demo equipment configuration. Demo Configuration requires **Qty, Product ID, Description and List Price**.
3. Fax to Distributor with Purchase Order for approval.
4. Distributor submits to Channel Operations (NCRPartner.retail@ncr.com).
5. Channel Operations will approve or deny. Upon approval, Channel Operations returns demo request form to the Distributor with demo equipment approval control number.

