

GO GREEN, GET GREEN - VAR PROCESS

Process – Guidance – Info – Rules – Fine Print – Please Read...

Why do we love trade-in programs?

- They provide end users value for past purchase decisions; whether they were good decisions or bad decisions, they are worth money
- They provide end users with a reduced purchase price for new systems
- They provide end users with a sense of urgency because the program will end at a certain date and the opportunity will be lost

We will provide instant rebates, at time of purchase, for all eligible systems during this promotion. Rebates are:

Rimage Catalyst® 6000N/6000	\$2,000.00	off MSRP of each model
Rimage Producer™ 8300N/8300	\$6,000.00	off MSRP of each model

Program dates

Program will run from through December 15, 2020

Marketing this Program

Here are the files you'll find in the kit:

- A .pdf flyer for end user or prospect mailing
- A .oft file (Outlook File Template) that you can use or adapt for email blasts

GO GREEN — GET GREEN!

Recycle your old disc publishing system with Rimage and get a discount on a new and improved Rimage System!

Through December 15, 2018 earn an instant rebate of up to \$6000 off the price of a new, state-of-the-art Rimage disc publishing system when you trade in your existing system – most brands accepted!

UP TO \$6000 MANUFACTURER REBATE

Upgrade to the latest technology!

- Embedded Windows 10 computer modules for fast throughput
- Blu-ray™ optional on all systems
- Span/encrypt/verify/archive/restore – these systems do it all!
- Connect to your network or use in stand-alone mode
- Prism™ or Everest® print technology
- Robust API for integration
- Print cost per disc from \$0.01 to \$0.38
- PC and Web interfaces available

Upgrade to... Catalyst 6000N/6000 And Receive... **\$2000**

Upgrade to... Producer 8300N/8300 And Receive... **\$6000**

R I M A G E
www.rimage.com

Flyer

Untitled - Message (HTML)

File Message Insert Options Format Text Review ADOBE PDF Tell me what you want to do

Paste Copy Cut Format Painter Clipboard Basic Text B I U A - A - Address Book Names Attach File Attach Item Include Attach Signature Attach File via Adobe Send & Track Follow Up High Importance Low Importance Tags

To...
Cc...
Subject

Go Green — Get Green!

UP TO \$6000 manufacturer rebate

Recycle your old system with Rimage and get a discount on a new system!

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Email

Systems purchased via GSA

Please contact Rimage for eligibility and help

Systems that qualify as trade-ins

Pretty much anything that can record and print a disc or a combination of a dupe tower and printer

The Money

- Start with the MSRP of the system configuration you are proposing
- Deduct the rebate from the list above
- Deduct your margin from the reduced end user price
- That will be your cost for this system

The Process

- Qualify your prospect and settle on a system you will propose
- Register the deal at www.rimage.com
- Include the make, model, and serial number of the unit you are replacing in the notes section of your deal registration
- Once you have the end user PO in hand:
 - Contact Rimage Inside Sales to issue you a quote for this system
 - Purchase the system via the portal from the quote you receive
 - If you have already registered the deal and want to add this trade-in to the registration, contact Inside Sales.

The Recycling Part (The Green Part)

Inside Sales will provide a copy of your deal registration and PO to Steve Maras. You will be contacted by Rimage about who/where/how we will pick up and recycle the end user system. Rimage will most likely work directly with the end user for pick up and recycling but we will contact you first to keep you in the loop.

What If?

I need sales help?

Contact your Rimage Regional Business Manager

I need details/quotes/deal registration

Contact Rimage Inside Sales

sales@rimage.com