



EPSON
AUTHORISED
RESELLER
PROGRAMME

GROWING BUSINESS TOGETHER

EPSON[®]
EXCEED YOUR VISION

OUR COMMITMENT TO YOU

Epson are firmly committed to our 2-tier channel strategy. Together with our network of Authorised Distributors, our long term strategy requires specialist resellers that have the ability to understand and sell our technical and value-adding products.



Privileged Partner

Your business is one of an exclusive group of companies that is invited to join the Epson Authorised Reseller Programme. We believe that you have the skills and resources to promote Epson's product range, and we would like to join forces to drive our business together.

Becoming an Epson Authorised Reseller encourages and enables you to achieve great goals – building on our mutual success developing new business opportunities and growth by a close working partnership. It is designed to provide support and financial rewards, enabling your profit to grow with us.

Creating a better future is about our partners and customers- we have to constantly understand what is important and adapt to stay at the forefront of their needs.

About Epson

Epson is the world's digital imaging expert, specialising in expert imaging solutions for consumer and business markets. Our award-winning, market leading products have been delivering superior quality for our customers worldwide for over 40 years. We are committed to exceeding the vision of our worldwide customers through ground breaking technologies.

Led by the Japan-based Seiko Epson Corporation, the Epson Group comprises nearly 75,000 employees in 108 countries around the world.

Epson is dedicated to providing customers with the highest quality of products with exceptional service, by providing our partners and customers with the highest levels of support.

We respond to the demands of today's business world with the philosophy that if a desired product does not exist, we will create it.



Epson WorkForce Pro
WP-4545DTWF



Epson GT-S85



Epson EH-TW9000



Epson Stylus SX440



Epson TM-T88V

A Rewarding Future

The Epson Authorised Reseller Programme aims to identify the best Epson Resellers – companies that play a key role in helping Epson to achieve its business objectives.

We tailor the types of rewards to you based on your type of business, the Epson product categories you sell and the service you offer your end-customers.

Bronze – the start of something good

As a bronze partner, you can access all the great benefits of the programme, with the added advantage of being eligible for Epson’s special channel promotions and activities.

We believe in working together to identify additional growth opportunities through promotions, cash-backs, and other tactics. These dedicated activities are reserved only for our reseller programme members, including Bronze partners.

Portfolio Focus – rewards across the range

As your Epson business reaches silver level, you will get access to the Epson Portfolio Focus benefit. Rewarding you for all of your Epson business, whether it is supplies or hardware products, the Portfolio Focus gives you access to benefits right across the Epson range*. And with such an extensive and innovative range, why not expand your business into new areas!

Portfolio Focus	Silver	Gold	Platinum
Epson Hardware*	2%	3%	4%
Epson Supplies*	1%	2%	3%

Specialisations tailored for you

Specialisms	Earn up to 8%	Earn up to 13%
Office Print & Scan	•	–
Projection Focus	•	–
Point of Sale Printers	•	–
Disc Producer	•	–
Large Format Printing	–	•

As well as the Portfolio Focus, further specialist benefits are available depending on your type of business. Full details of these rewards and incentives are detailed in the benefits document issued to you by Epson.

*Not available on all products. Please check benefits document for more information.

A Dedicated Portal for You

Joining the Epson Authorised Reseller Programme gets you access to our online Epson Channel Portal, designed to deliver the Epson news and communications that are relevant to you. Furthermore, you can track at any moment how you’re doing against your targets, and the level of quarterly incentive you have qualified for.



Your Account Area

- View your latest achievement against reseller programme targets
- See your product purchases from Epson Authorised Distributors
- Download the latest Epson price lists
- Add employees and manage your company’s online account



Product Information

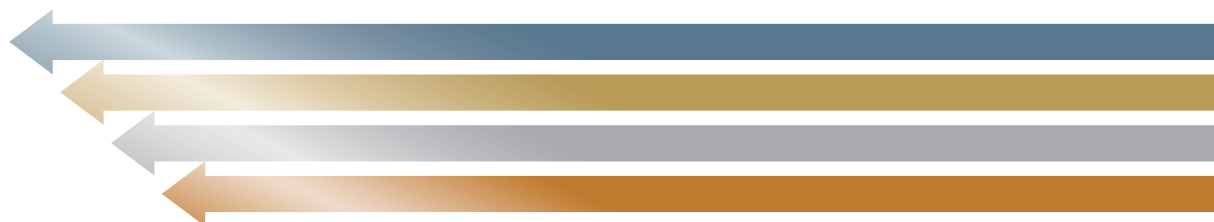
- View product and warranty information and reviews
- Product specifications, features and benefits



Marketing Information

- Access the media library and download images, data sheets, videos, web banners and sales collateral
- Read and download the latest case studies
- Receive emails about the latest promotions
- View the latest news, promotions, exhibitions and events that are relevant to your business

PLATINUM
GOLD
SILVER
BRONZE



WHAT DO I NEED TO DO NEXT?

If you are interested in joining the Epson Authorised Reseller Programme and would like more information, please email **channel_support@epson.eu** or contact your local Epson office.

www.epson.eu/portal

