

# Promotion List

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## *Channel US – Q4 2019*

### **ClickShare**

#### **ClickShare – Huddle Program (End user promotion)**

Raising awareness on Huddle products.

- Register your purchase of 5 ClickShare units of any kind and receive a CS-100Huddle.  
  
Register serial number and provide invoice through our portal for the 5 CS units. Portal address: <http://www.123formbuilder.com/form-4857995/clickshare-huddle-serial-numbertracker>
- Register your purchase of a G60 or F80 and get a CS-100Huddle  
  
Serial number of G60 and invoice must be sent to [us.connect@barco.com](mailto:us.connect@barco.com)

#### *Terms & Conditions:*

- Stackable with Deal Registration.
- Serial number of G60 and invoice must be sent to [us.connect@barco.com](mailto:us.connect@barco.com)
- This is an end user only promotion.
- Limit 2 free CS-100Huddle per company.
- Registration must be made within 30 days of the closing of the promotion.

#### **ClickShare – Deal Registration (limited time)**

Valid from 10/1/2019 to 12/31/2019

Secure your projects. Register your deals and get an extra 5% discount on Clickshare, through myBarco. Promo code: DRCSQ419

#### *Terms & Conditions:*

- Promo open to Barco US Connect! Partner program only.
- Product must be sold within US market
- Existing open project registration is applicable. Partner must indicate to distributor to take advantage of this promotion.
- All products must be shipped by 12/31/2019 to be eligible for the discount.
- Project must be registered by 12/15/2019.
- Barco reserves the right to change the program at any time.

## ClickShare – Volume Tier Discount

Valid from 10/1/2019 to 12/31/2019

Encourage your end users to purchase more. During Q4 2019, take advantage of a higher volume discount for CS-100 Huddle, CS-100, CSE-200 and CSE-200+. Discount up to 10% for volume purchase.

Sell 5 to 14, Promo code: QD5Q419

Sell 15 or more, promo code: QD10Q419.

### Terms & Conditions:

- Products must be shipped directly to end user by Barco Authorized Distributor.
- Eligibility is based on the number of units shipped to end user. For example, delayed and roll out shipments where each shipment falls below the volume threshold are not eligible.
- Partner inventory purchases are not eligible for this promotion.
- Promo open to Barco US Connect! Partner program only.
- Product must be sold within US market
- All products must be shipped by 12/31/2019 to be eligible for the discount.
- Barco reserves the right to change the program at any time.

## ClickShare – Trade In Program

Valid from 4/1/2019 to 12/31/2020

Incentivize older ClickShare users to refresh their meeting rooms with the new products with better security and feature set. Trade-in program now includes trading-in competitive products.

NEW TRADE-IN PROGRAM	CSE-200	CSE-200+	CSE-800
Suggested Trade-In End User Price	\$1,000.00	\$1,500.00	\$2,800.00
Partner Price	\$796.00	\$1,100.00	\$2,200.00
Discount from Standard Partner Cost	\$500.00	\$700.00	\$1,000.00

### Terms & Conditions:

- Non-Stackable with Deal Registrations
- Valid for US market only
- Registration must show:
  - o End User information (Name, company name, phone, email)
  - o Product type
  - o Serial numbers

## ClickShare Reseller SPIFF

Valid from 6/1/2019 to 9/30/2019



For a limited time, through [www.barcorewards.com](http://www.barcorewards.com), we are providing incentives to sales persons of our US resellers on the ClickShare units.

Part Number	Product	SPIFF reward
R9861510HNA	CS-100Huddle	\$50
R9861521NA	CSE-200+	\$100
R9861580NA	CSE-800	\$125

**Terms & Conditions:**

- Stackable with Deal Registrations
- Valid for US market only
- Complete terms and conditions for SPIFF claims are described in [www.barcorewards.com](http://www.barcorewards.com)

## ClickShare – Try & Buy

Introduce ClickShare to your end user. Receive a \$120 discount when your customer decides to buy the unit they try out. Register yourself to our Try & Buy portal and make those ClickShare buttons work for you.

**Terms & Conditions:**

- Partner must first register to Barco Try & Buy portal.
- Distributor will ship new product to customer.
- Barco will provide RMA to allow the return of the product when necessary.
- Promo open to Barco US Connect! Partner program only.
- Product must be sold within US market
- Barco reserves the right to change the program at any time.



## LCD Products

### Deal Registration

Valid from 10/1/2019 to 12/31/2019

Improved Deal Registration discounts on the new LCD Panels and Connect Kits.

Product	Deal Registration Discount on Panels and Connect Kits off of MSRP
Unisee	10%
KVD-B	10%

#### Terms & Conditions:

- Valid for US market only
- Discount applies to panels and connect kits only, calculated from MSRP.
- Products must be shipped by distributor by 3/31/2020.
- Available to Connect partners only
- Registration must show:
  - o Project Name
  - o End User information (Name, company name, phone, email)
  - o Product type & quantity
  - o Time to close
  - o Competition

### Unisee Free Guided Install

Valid from 10/1/2019 to 12/31/2019

For a limited time, sell Essential Care on a nine or more-panel display, and receive a free guided install by Barco. Valued at \$9,995 in MSRP.  
Promo code: GIUSQ419

#### Terms & Conditions:

- Stackable with Deal Registrations.
- Purchase order must include both Essential Care and Guided Install line items.
- Panels must be shipped by Barco Authorized Distributors by 12/31/2019
- Installation must be scheduled with Barco assigned Project Manager.
- Valid for US market only

### Non Repeating Reseller for LCD Panels

Valid from 10/1/2019 to 12/31/2019

For a limited time, resellers who have not sold a Barco LCD panel can receive 50% discount on their next LCD project (KVD, LVD and Unisee) with Guided Installation included.  
Promo code: SPUSQ42019

**Terms & Conditions:**

- Not-stackable with other LCD promotions.
- Promo code must be provided to Distributor in order to receive the 50% discount. Discount is calculated based on MSRP.
- Panels must be shipped by Barco Authorized Distributors by 12/31/2019
- Installation must be scheduled with Barco assigned Project Manager.
- Valid for US market only

**KVD-B & LVD Reseller SPIFF**

*Valid from 10/1/2019 to 12/31/2019*

For a limited time, through [www.barcorewards.com](http://www.barcorewards.com), we are providing incentives to sales persons of our US resellers on the KVD-B units.

Part Number	Product	SPIFF reward
R98498002B	Unisee	\$200
R98490036B	KVD-B	\$100
R98490018B	LVD	\$100

**Terms & Conditions:**

- Stackable with Deal Registrations
- Valid for US market only
- Complete terms and conditions for SPIFF claims are described in [www.barcorewards.com](http://www.barcorewards.com)



## LED Products

### Deal Registration

*Valid from 10/1/2019 to 12/31/2019*

10% Deal Registration discounts on the new XT-Series

#### *Terms & Conditions:*

- Valid for US market only
- Discount applies to panels and connect kits only, calculated from MSRP.
- Products must be shipped by distributor by 3/31/2020.
- Available to Connect partners only
- Registration must show:
  - o Project Name
  - o End User information (Name, company name, phone, email)
  - o Product type & quantity
  - o Time to close
  - o Competition

# Projector

## Deal Registration

*Valid from 10/1/2019 to 12/31/2019*

10% Deal Registration discounts on the new G60 Series projector bodies.

### *Terms & Conditions:*

- Valid for US market only
- Discount applies to projector bodies only, calculated from Dealer Price.
- Products must be shipped by distributor by 3/31/2020.
- Available to Connect partners only
- Registration must show:
  - o Project Name
  - o End User information (Name, company name, phone, email)
  - o Product type & quantity
  - o Time to close
  - o Competition

## Demo G60 promotion

*Valid from 10/1/2019 to 12/31/2019*

Buy a demo G60 projector at 50% of MSRP, do 10 verifiable demos and get a free G60 projector of equal or lesser value.

Registration link: <http://www.123formbuilder.com/form-4763522/av-dealer-demo-tracker>

### *Terms & Conditions:*

- Valid for US market only
- Available to Connect partners only
- Only one projector can be claimed by each reseller

## Introductory promotions for the new G60 projectors.

*Valid from 7/1/2019 to 9/30/2019*

### Free Standard Lens Promotion or \$500 credit on other lens

Promo codes:

Free standard lens (R9801784): **G60FLQ42019**

**or**

**\$500** discount for any other lens: **G60500Q42019**

### *Terms & Conditions:*

- Valid for US market only
- Available to Connect partners only
- Only one promo can be applied to each projector

## Projector Reseller SPIFF

Valid from 10/1/2019 to 12/31/2019

For a limited time, through [www.barcowards.com](http://www.barcowards.com), we are providing incentives to sales persons of our US resellers on the G60 and select F80 projectors.

Partnumber	Description	SPIFF
R9008755	G60-W7 Black - body only	\$150
R9008756	G60-W7 White - body only	\$150
R9008757	G60-W8 Black - body only	\$150
R9008758	G60-W8 White - body only	\$150
R9008759	G60-W10 Black - body only	\$150
R9008760	G60-W10 White - body only	\$150
R90059471	F80-Q12 body only	\$150
R90059521	F80-4K12 body only	\$150
R90086031-B	UDX W22 BODY ONLY	\$300
R9008985-B	UDX W26 BODY ONLY	\$300
R9008986-B	UDX W32 BODY ONLY	\$300
R9008980-B	UDX W40 FLEX BODY ONLY	\$300
R9008604-B	UDX U32 BODY ONLY	\$300
R9008981-B	UDX U40 BODY ONLY	\$300

### Terms & Conditions:

- Stackable with Deal Registrations
- Valid for US market only
- Complete terms and conditions for SPIFF claims are described in [www.barcowards.com](http://www.barcowards.com)