

Overview

As valued partners, authorized Epson Advantage Imageway resellers may take advantage of aggressive projector and accessory pricing for state, local, and federal government market segments.

The Epson Advantage Imageway Government Projector Program features great benefits intended to help state, local, and federal entities reduce costs and maximize their technology budget. By offering special pricing, extended warranties, and toll-free technical support across our line of projectors and accessories, our goal at Epson is to help government entities implement and utilize the tools to effectively communicate ideas and make critical decisions.

The Projector Government Program is:

- Simple – Pre-approved program pricing upfront to the dealer
- Exclusive – Offered only to authorized Epson partners
- Competitive – Remain highly competitive in strategic markets

Government Vertical Markets



Local



State



Federal



Program Benefits

The Epson Advantage Imageway Government Projector Program is available exclusively to authorized direct resellers or resellers who have signed the Epson Authorized Reseller Agreement and purchase through distribution. Government pricing is available on a variety of projector models including portable, ultra-short throw, BrightLink Pro, and flagship laser projectors. Lenses, lamps, and projector accessories are also included in the program. The Epson Advantage Imageway Government Projector Program enables our resellers to remain strategically competitive when positioning Epson projectors to state, local, and federal government customers.

Benefits:

- Government customers can now have the best equipment at outstanding prices supported by Epson. Authorized Partners have exclusive access to pre-approved Government program pricing direct from Epson or through their preferred distribution partner.
- An Epson projector is covered for three years under Epson’s standard limited warranty included with such projector as part of the Epson Government Projector Program.
- Epson has a team of Account managers to answer your questions about technology and offer advice on the best equipment for your specific environment.
- Epson PrivateLine® Toll-Free Tech Support. Got a question? Simply dial the toll-free number and you’ll be connected with a projector advanced support specialist — free of charge for the duration of the limited warranty.

Market Requirements

Qualifying Requirements	Examples that Do Not Qualify
All state, local, and federal agencies, including city, county, state, federal and municipal offices are eligible	Agencies aligned with the local or state governments, but not the actual entity itself do not qualify.

Government Projector Program Process

Authorized partners interested in taking advantage of the Epson America, Inc. Government Projector program pricing must contact their Epson sales representative or valued distribution partner.

The Epson sales team will submit a bid for each Government Projector opportunity. Select SOAR Bid type “Meet Comp”. Type the following in the short description: Projector Government Program.

Direct Bids must include the following:

- Expected Ship Date
- End User Name and Address
- End User Website
- Dealer Partner Name
- Product/s and Quantity/s
- Enter appropriate Government Dealer price (refer to attached price grid)

Indirect Bids must include the following:

- Expected Ship Date
- End User Name and Address
- End User Website
- Distribution Partner Name
- Dealer Partner Name
- Product/s and Quantity/s
- Enter appropriate Government Disty price (refer to attached price grid)

Epson bids are approved within 2 business days when all bid requirements above are met. Bids submitted incomplete may experience delays.

End user entities will be validated by Epson bid administration during the bid review process.

Approved bids will generate a unique bid number and deliver bid pricing to the Epson sales team or distribution partner. The Epson sales team or distribution partner will extend the bid number and pricing to the dealer.

Government Projector Program Policies

This Government Projector Program is subject to the terms and conditions of the Epson Authorized Reseller Agreement between Epson and the Reseller.

Government Projector Program pricing may only be used for sales to market segments outlined in this program document.

Government Projector Program pricing may stack with the Epson Deal Registration program. Product minimum quantities apply. See Deal Registration program document for complete details.

Indirect Bid pricing is a Net price to distribution and not stackable with instant rebates or other special programs, unless specifically listed above.

Direct Bid pricing is a Net Price and not stackable with instant rebates or other special programs, unless specifically listed above.

Bid pricing valid only for end user listed on the Epson bid.

Epson shall have the right to audit partners at any time and request proof of end user delivery on any bid. Epson shall have the right to contact end users at any time to confirm end user delivery.

In the event of Partner's failure to comply with any term of the Government Projector Program or the Authorized Reseller Agreement, Epson may, at its option, terminate Partner's participation in the Government Projector Program and/or terminate the Authorized Reseller Agreement between Epson and Partner.

Epson shall have the right to approve or deny any Government Projector Program bid request and to change or terminate Government Projector Program in part or in whole, in its sole discretion, for any or no reason, at any time.