

Katun® Corporation's

CUSTOMER SOLUTIONS PROGRAM

For the past three decades, Katun built its reputation by providing its customers reliable, high-quality products and competitive pricing, making Katun the imaging industry's best-value choice for parts and supplies. However, Katun is more than just another product vendor. With the **Customer Solutions Program**, Katun is investing in valuable, strategically-focused programs and services designed to make your business more efficient, profitable and successful – in this way, Katun is your true business partner.

Katun's **Customer Solutions Program** provides customers with additional discounts, as well as access to, and reimbursement for, industry-related software, and professional and VIP services – all in exchange for contractual monthly commitments. This flexible program can be customized based on business needs that align with your specific organizational goals and objectives.



KATUN CUSTOMER SOLUTIONS PROGRAM OVERVIEW

BEI Program

Analyze your businesses effectiveness and give your business a competitive edge in controlling service costs. Katun provides:

- ▶▶ Subsidized monthly fees
 - BEI Dealer Stats
 - Technician Compensation Program
- ▶▶ Opportunity analysis on parts and supplies
- ▶▶ Machine reporting

Print Software Program

Print fleets are changing, creating new opportunities for your business. Whether you are currently using Print Management Software or looking to source software, Katun can help!

- ▶▶ Monthly software reimbursement / device subsidy

E-Business Solutions

Interested in building an online business but don't have the manpower, technical experience or budget? Let Katun show you the way!

- ▶▶ Access to an easy-to-implement, affordable web e-Store
- ▶▶ Blind drop-shipping to end-users (no inventory, no hassle)
- ▶▶ Partial or full reimbursement of monthly fees

Professional Events and Services

Katun wants to support investments our dealer partners make in industry-related education and technology. Your annual reimbursement fund could be used for:

- ▶▶ Technician training and industry consultants
- ▶▶ Tradeshow expenses
- ▶▶ Annual group meeting attendance (IBPI, CDA)
- ▶▶ Technology implementation, such as GPS devices, Blackberries, etc.

Katun VIP Services and Discounts

- ▶▶ Catalog discounts on Katun products
- ▶▶ VIP customer service and technical support



ACCESS TO KEY SERVICES, SOFTWARE AND TOOLS!

BEI Program

**Print Software
Program**

E-Business Solutions

**Professional Events
& Services**

**Katun VIP Services
& Discounts**

CUSTOMER SOLUTIONS PROGRAM

Enrollment and Eligibility

- ▶ Customer must sign a contract with a monthly commitment. Benefits are determined by the level of monthly commitment.
 - Enrollment, goals, statements and rebates are all based on Katun fiscal months.
 - All reimbursements and rebates are in the form of Katun account credits.
- ▶ The Katun Customer Solutions Program is not available to KAP participants or Global members.
- ▶ Customer Solutions Program participants may also receive the benefits of CDA and IBPI Programs.

For more information on this program, and its many benefits to you, contact your Katun Sales Representative.

** Due to certain restrictions, not all Katun customers may be eligible for this program. Check with your Katun Sales Representative to see if you qualify.*



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