

Take advantage of every opportunity.

One Capture Alliance

The Fujitsu “One Capture Alliance” Imaging Partner Program puts the power of Fujitsu behind every sales call. This company-wide, channel-focused initiative creates stronger working relationships, new opportunities, greater access to valuable information and enhanced marketing support for our imaging partners.

- ▶ Financial Incentives
- ▶ Sales tools and marketing aids to help you sell more effectively
- ▶ Hot sales leads jump-start your lead-generation efforts
- ▶ Dedicated account representative to support your staff in the field
- ▶ Discounted demonstration units enable you to show prospects the latest products at below-market rates



FUJITSU

THE POSSIBILITIES ARE INFINITE

One Capture Alliance

Additional benefits for premier partners

In addition to the One Capture Alliance Program benefits, Premier Imaging Partners can participate in the following programs:

Earned Rebate Incentive Program—Qualified partners can earn financial incentives from FCPA for achieving quarterly sales goals, including purchases from any authorized FCPA Imaging Distributor.

Hot Sales Lead Referral Program—Augment your prospective customer list with qualified sales lead referrals from Fujitsu sources.

Dedicated Outside POS Representative—Our account managers will provide direct support to your sales staff, including product training and on-site sales calls.

Dedicated 1-800 Technical Support—Get direct, toll-free support for Fujitsu imaging products from our imaging technical specialists.

Web Site Listing—Add your company name and logo to FCPA's web site (www.fcpa.fujitsu.com) and receive even more sales leads.

In addition, software vendors and service bureaus can apply online for inclusion in our Product and Service Compatibility Guide.

Becoming a Fujitsu partner

Submitting an application is easy. After initial review, the qualification process will follow. For more information on becoming a Fujitsu partner, please call (888) 425-8228 or visit our website at www.reseller.fcpa.fujitsu.com.

About Fujitsu Computer Products of America, Inc.

Fujitsu Computer Products of America, Inc. is a wholly owned subsidiary of Fujitsu Limited, a leading provider of customer-focused IT and

communications solutions for the global marketplace. FCPA provides innovative solutions for the U.S. marketplace. Current product and service offerings include: high performance hard disk drives, magneto-optical drives, scanners and scanner maintenance.

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	PARTNER LEVEL		
	PREMIER	PRO	ISV/Service Bureau
Requirements			
Annual Purchase Requirement of Fujitsu Imaging Products from an Authorized FCPA Imaging Distributor	\$185,000	N/A	N/A
Demonstration Unit Purchase of Fujitsu Imaging Products	1 scanner above \$3000	1 scanner above \$1000	1 scanner
Minimum Technical Support Employees	Two technical support employees. One must have current CDIA certification. Copy of CDIA certification required.	1	N/A
Additional Requirements for Premier Partners	<ul style="list-style-type: none"> • Ability to install a complete document imaging solution, hardware and software. • Ability to train an end user on the usage of a document imaging solution • Certified reseller of a document imaging software package • 10% of total gross business must be dedicated to document imaging products. 		
Benefits			
Earned Rebate Incentive Programs	Yes	No	Yes
Hot Sales Lead Referrals	Yes	No	No
FCPA Web-site Listing	Yes	No	Yes
Discount on Demonstration Units	Yes	Yes	Yes
Refurbished Units and Excess Inventory	Yes	Yes	Yes
Dedicated Outside Sales Rep	Yes	No	Yes
Inside Sales Support	Yes	Yes	Yes
Dedicated 1-800 Technical Support	Yes	No	Yes
Product Literature	Yes	Yes	Yes
Sales tools including Interactive Imaging Guide and Sales Reference Guide	Yes	Yes	Yes
Sales Incentive Programs (contests/promotions)	Yes	Yes	Yes
Market Development Funds	Yes	No	Yes
One Capture Alliance Web-Site Access	Yes	Yes	Yes
CDIA Certification Reimbursement	Yes	No	No
Partner Newsletter	Yes	Yes	Yes
Innovative Leadership Award/PR	Yes	No	Yes
Product and Service Compatibility Guide	No	No	Yes



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