



PHILIPS

Partner Program

2015 Philips ESCO Partner Program

Philips is pleased to offer you an exclusive growth incentive program to support and grow our mutual business.

Qualify for a Volume Rebate Incentive:

Volume rebate payment is based on purchases of Philips Advance Ballasts, Philips Controls, Philips Lamps, and select Philips Professional Luminaires on incremental sales above your agreed 2015 purchase targets.

Target purchase levels must be approved by an ESCO representative and Philips Sales Representative. All purchases must be made from an Authorized Philips Distributor. Volume rebate issued is based on purchases above target level, as follows:

Volume Rebate (on Incremental)	% Over 2015 Target
3.0%	5%
6.0%	10%
8.0%	15%
12.0%	20%

To Participate:

- Simply complete and return the 2015 ESCO Partner Registration Form by April 15, 2015.
- Submit completed 2015 ESCO Partner Claim Form with proof of purchase by January 31, 2016.
- Send all communication to PhilipsLightingUS1@philips.com for processing.

Philips Energy Saving Solutions

As the global lighting leader, Philips offers a comprehensive portfolio of best-in-class energy saving solutions to meet all of your customer's lighting needs. Visit www.usa.lighting.philips.com for more information.



Philips Advance Ballasts – We are the ballast industry leader, with a comprehensive, high quality portfolio to meet all of your lighting product needs. Visit www.philips.com/advance for more information.



Philips T8 lamps – Our complete portfolio of energy saving and long life T8 lamps makes it easy to upgrade from inefficient T12 technology.



Philips LED InstantFit lamps – Now individual fluorescent lamps are easily upgraded to energy efficient LED lamps. Simply swap out your fluorescent lamp and start saving! No rewiring is required when using instant start ballasts. Visit www.philips.com/instantfit for more information.



Philips EvoKit – Choose the easy to install Philips EvoKit if you are looking for a fluorescent troffer retrofit solution that provides the look and feel of an entirely new luminaire with all of the energy savings benefits of LED. Visit www.philips.com/evokit for more information.



PLUS 90 Protection® – Our Philips Advance PLUS 90 Protection® Warranty is the most comprehensive ballast/lamp system warranty in the industry. Visit www.philips.com/warranties for more information.



Philips OccuSwitch Classic Controls – Our OccuSwitch family offers a full line of indoor occupancy control solutions that help maximize energy savings by turning lights on or off depending on whether an area is occupied or unoccupied. Visit www.usa.lighting.philips.com/connect/controls/ for more information.



Philips LED Luminaires – Philips offers a wide range of luminaires designed to significantly reduce energy consumption without compromising light levels. Visit www.philips.com/luminaires more information.

2015 ESCO Partner Program Official Rules

Eligibility: The Philips 2015 ESCO Partner Program (the “Program”) is open only to select Philips ESCO Partners which have an active account status with a Philips Lighting Company Authorized Distributor and are located in and do business in the United States and Puerto Rico (“Qualified Partner”). Participating Qualified Partners should check as to whether they may be subject to company policies relative to participation of the company or its employees in trade promotions. Void where prohibited by law or internal company policy.

Promotion duration and description: The Program will run from January 1 - December 31, 2015, or while supplies last, whichever comes first. The Program is a volume rebate incentive program in which Qualified Partners can receive a volume rebate based on their purchase of Qualifying Products.

Qualifying products: Philips Advance Ballasts, Philips Controls, Philips Lamps and select Philips Professional Luminaires products including Philips Color Kinetics products, Philips Optimum products, and Philips Professional LED products qualify.

To participate: A participating Qualified Partner needs to contact Philips via its field seller to have the 2015 ESCO Partner Registration form signed by the Philips sales representative and Energy Services Company contact, then submit the registration form to PhilipsLightingUS1@philips.com by April 15, 2015.

The Qualified Partner needs to purchase qualifying products from a Philips Authorized Distributor. Philips Optimum products may be purchased by the Qualified Partner directly through Philips. Next, contact Philips via its field seller to have the 2015 Partner Claim form signed by the Philips sales representative. Then, submit the claim form and required supporting documentation signed and dated by the Philips sales representative and Energy Services company contact to PhilipsLightingUS1@philips.com no later than 1/31/16.

Volume Rebate/Approximate Retail Values (ARVs): A volume rebate will be issued to the Qualified Partner based on their 2015 purchases of qualifying products. Additional documentation may be requested. Volume rebate valid on Qualified Partner purchases of Qualifying Products from January 1, 2015 - December 31, 2015. Partner Claim form will be accepted through January 31, 2016. Allow up to 6 weeks from the end of the promotion for issuance of volume rebate. While supplies last. Volume rebate payment is based on Qualified Partner purchases of Philips Advance Ballasts, Philips Controls, Philips Lamps and select Philips Professional Luminaires including Philips Color Kinetics products, Philips Optimum products, and Philips Professional LED products above an agreed 2015 purchase target. Volume rebate payment will be made on incremental sales up to double the ESCO’s target purchase level. Target purchase level must be approved by an ESCO representative and Philips Sales Representative. All purchases must be made from a Philips Authorized Distributor. Volume rebate issued is based on purchases above target level as follows:

Volume Rebate (on incremental)	% Over 2015 Target
3.0%	5%
6.0%	10%
8.0%	15%
12.0%	20%

Claim restrictions: No cash alternative or prize substitutions will be allowed.

General: By participating, participants agree to be bound by these Official Rules and the decision of the Sponsor that shall be final and binding in all matters relating to the Program. Participants further agree to release, discharge and hold harmless Sponsor, its affiliates, subsidiaries, advertising and promotion agencies, agents and representatives and its respective officers, directors and employees from and against, any and all costs, injuries, losses or damages of any kind, including, without limitation, death and/or bodily injury, or property damages, due in whole or in part, directly or indirectly, to participation in the Program or any Program-related activity, or from participants’ acceptance, receipt, possession and/or use or misuse of any gift card or other prize. The Sponsor, its affiliates, subsidiaries, advertising and promotion agencies, agents and representatives, its respective officers, directors and employees are not responsible for and shall not be liable for: (a) inaccurate transcription of submissions, or for any human error which may occur in the processing of sales data; (b) lost, late, illegible or incomplete submissions; or (c) any condition caused by events beyond control of Sponsor, that may cause the Program to be disrupted or corrupted. If, for any reason whatsoever, this Program, in Sponsors’ sole opinion, is not capable of running as planned, Sponsor reserves the right at its sole discretion to cancel, terminate, modify or suspend this Program or any portion. All decisions of the Sponsor shall be final in regard to any matters relating to the Program.

Governing law/jurisdiction: The Program will be governed by the laws of the State of New Jersey without regard to its choice of law or conflict of laws principles. Any and all disputes arising out of or connected in any way with the Program will be resolved individually and exclusively by final and binding arbitration administered by the American Arbitration Association (AAA) conducted before a sole arbitrator and held in New Jersey. Arbitrator’s decision shall be controlled by these Official Rules and shall apply only to the individual initiating the dispute. Arbitrator shall not have the power to award special, consequential, incidental, punitive or other similar damages.

Sponsor: Philips Lighting North America Corporation, 200 Franklin Square Dr., Somerset, NJ 08873

2015 ESCO Partner Registration Form

Complete this form to register for our 2015 ESCO Partner Program. All forms must be approved by your Philips Lighting District Sales Manager and submitted via **FAX: 866.728.7882 / email: PhilipsLightingUS1@philips.com**

Company Name _____

Contact Name _____

Contact Phone # _____

Contact Email _____

2015 Philips Lamp and Philips Advance Ballast Target = \$ _____

2015 Philips Controls Target = \$ _____

2015 Philips Professional Luminaire Target = \$ _____

SIGNATURES

Energy Services Company Contact _____ Date _____

Philips District Sales Manager _____ Date _____

Sales are subject to verification by Philips Lighting North America Corporation. Additional documentation may be requested. Incentive valid on sales of Philips Advance Ballasts, Philips Controls, Philips Lamps and select Philips Professional luminaires including Philips Color Kinetics products, Philips Optimum products, and Philips Professional LED products from January 1 through December 31, 2015. Product must be purchased and shipped by December 31, 2015. Registration forms will be accepted through April 15, 2015. Claim forms will be accepted through January 31, 2016. Volume rebate amount is calculated on 2015 qualifying purchases made through Authorized Philips Distributors. While supplies last. Please see Official Rules for details and restrictions.

2015 ESCO Partner Claim Form

Complete this form to claim the volume rebate earned during the 2015 ESCO Partner Program. Submit ONE claim per company at the conclusion of the program.

Please fax or email this completed form and the required receipt or purchase data from your system as follows: Purchase Date, Distributor Name, Distributor Address, Philips Part Number, Product Description, Product Quantity, and Cost to:

FAX: 866.728.7882 / email: PhilipsLightingUS1@philips.com

Your Company Name _____

	Philips Lamps and Philips Advance Ballasts	Philips Professional Luminaires	Philips Controls
2015 Target	\$ _____	\$ _____	\$ _____
2015 Total Purchases	\$ _____	\$ _____	\$ _____
Volume Rebate Level	% _____	% _____	% _____
Total Volume Rebate Due	\$ _____	\$ _____	\$ _____

SIGNATURES

Energy Services Company Contact _____ Date _____

Philips District Sales Manager _____ Date _____

Sales are subject to verification by Philips Lighting North America Corporation. Additional documentation may be requested. Incentive valid on sales of Philips Advance Ballasts, Philips Controls, Philips Lamps and select Philips Professional Luminaires including Philips Color Kinetics products, Philips Optimum products, and Philips Professional LED products from January 1 through December 31, 2015. Product must be purchased and shipped by December 31, 2015. Registration forms will be accepted through April 15, 2015. Claim forms will be accepted through January 31, 2016. Volume rebate amount is calculated on 2015 qualifying purchases made through Authorized Philips Distributors. While supplies last. Please see Official Rules for details and restrictions.

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