




**PHILIPS**

Lighting retrofit

Partner program



Products that let  
you spend time  
**building your business**

We are pleased to offer you the 2017 Philips Lighting Retrofit Partner Program to support and grow our mutual business.

## Qualify for a volume rebate incentive:

Volume rebate payment is based on incremental sales above your agreed 2017 purchase targets. You have the opportunity to participate in the lamps, ballasts and drivers category, as well as an opportunity to earn even larger rebates on luminaires, controls and retrofit kits.

Target purchase levels must be approved by a Philips Lighting sales representative. All purchases must be made from an authorized Philips Lighting distributor. The volume rebate issued is based on purchases above target level, as follows:

### Philips lamps, LED lamps ballasts, and drivers

Volume Rebate (on incremental)	% Over 2017 Target
2.00%	5%
3.00%	10%
4.00%	20%
5.00%	25%

### Philips luminaires, lighting controls, and retrofit kits

Volume Rebate (on incremental)	% Over 2017 Target
3.00%	5%
5.00%	10%
7.00%	20%
8.00%	25%

## Additional program benefits:

- Receive a \$500 bonus when you close pre-registered qualifying projects in the Philips Lighting Retrofit Tool.\*
- Earn a 1% overall bonus if volume targets are met across both incentive categories

## To participate:

- Talk to your Philips Lighting sales representative to discuss your 2017 program targets
- Register on the program website ([philips.com/escoprogram](http://philips.com/escoprogram))
- Submit financial information for payment (i.e. W9 and Bank Routing Info) through your individual password protected account, accessible through the program website.
- Submit proof of purchase of qualifying Philips products via the online claim submission process within 60 days of being invoiced by distributor. No late submissions will be accepted

\* Project must be registered in the Philips Lighting Retrofit Tool at least one week prior to issuing the qualifying purchase order. Purchase order must be for a minimum of \$25,000 of qualifying Philips products, purchased from an authorized Philips distributor. Visit [www.Philips.com/Contractors](http://www.Philips.com/Contractors) to access The Philips Lighting Retrofit Tool.

# 2017 Retrofit partner program

## Official rules

**Eligibility:** The Philips 2017 Lighting Retrofit Partner Program (the “Program”) is open only to select Philips ESCO Partners that have an active account status with a Philips Lighting North America Corporation 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, 2017, 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 Philips Professional Luminaires products including Philips Color Kinetics products, Philips Optimum products, and Philips Professional LED products qualify, while supplies last.

**How to Participate:** A participating Qualified Partner needs to register to participate in the program via Philips Lighting’s online web site ([www.philips.com/escoprogram](http://www.philips.com/escoprogram)) and be approved by their Philips sales representative via the online submittal and approval process.

Participants may enroll in the program at any time; however, approved purchases will only be eligible for incentive from the participants’ Program registration date. All participants who register for the Program between January 1, 2017 and April 30, 2017 will be allowed a one-time exception to submit the first quarter 2017 claims during this time period for inclusion in the 2017 program. No other exceptions will be granted.

The Qualified Partner needs to purchase qualifying products from a Philips Authorized Distributor and must submit their claims via the online submission process. Participants must upload a digital copy of the actual purchase order from the distributor with an itemized invoice showing the quantities, model numbers, purchase price, and ship date for the project within 60 days of being invoiced by distributor. No late submissions will be accepted.

**Volume rebate/Approximate Retail Values (ARVs):** A volume rebate will be issued to the Qualified Partner based on their 2017 purchases of qualifying products. Additional documentation may be requested. Volume rebate valid on Qualified Partner purchases of Qualifying Products from January 1, 2017 - December 31, 2017. Partner Claims will be accepted through February 1, 2018. Participants must submit their banking information and completed W9 forms via the online submission process to receive their Incentive payment. 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 Qualifying Products above an agreed 2017 purchase target. Volume rebate payment will be made on incremental sales. The maximum volume rebate payment that can be earned by the participant is 2% of the participant’s total purchases of Qualified Products during the program duration during the program calendar year. Because the program and the annual target is provided only for reference purposes, Philips reserves the right, in its absolute and sole discretion, to modify the target. Target purchase level must be submitted by the participant’s 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:

### Philips lamps, ballasts, drivers

Volume Rebate (on incremental)	% Over 2017 Target
2.00%	5%
3.00%	10%
4.00%	20%
5.00%	25%

### Philips new luminaires, lighting controls, & retrofit kits

Volume Rebate (on incremental)	% Over 2017 Target
3.00%	5%
5.00%	10%
7.00%	20%
8.00%	25%

**Additional Incentive Opportunities:** If the participant registers their lighting retrofit project with Philips Lighting by utilizing the Philips Lighting Retrofit Tool (<http://philips.com/contractors>), and completes a \$25,000 minimum purchase of qualifying Philips Lighting products with a valid corresponding claim submission, the participant will receive a \$500 bonus per eligible project. Project must be registered at least one week prior to the purchase order date and the Philips Lighting Retrofit Tool Project ID must be submitted with the claim.

If the participant exceeds the "2017 Philips Lamps, Ballasts, Drivers" and "Philips Luminaires, Lighting Controls, & Retrofit Kits" target levels for both incentive categories, the participant will be eligible for an additional 1% volume rebate on the incremental incentive payout.

**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

