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BROTHER INTERNATIONAL CORPORATION

Brother International Corporation (“BIC”) is pleased to present this Value Print Program (“VPP”) opportunity for resellers of BIC product. The VPP Program offers qualified Resellers with the opportunity to competitively place BIC product in VPP opportunities in the United States of America only. **If you are a Brother Authorized Partner reseller and meet the criteria set forth below**, you may be eligible for the BIC VPP Program.

#### **I. REQUIREMENTS FOR VPP PROGRAM**

##### **IN ORDER TO QUALIFY FOR THE VPP PROGRAM, RESELLERS MUST MEET ALL OF THE REQUIREMENTS BELOW:**

- The Reseller must be capable of installation and servicing BIC products.
- The Reseller must be willing to provide monthly end-user POS / sales-out data covering all Covered Product.
- To qualify for Tier 2 pricing, Reseller must provide end user supporting details regarding estimated print volume.
- The Reseller must not, in BIC’s assessment, be an internet only reseller with the vast majority of sales through their website.
- VPP pricing may not be combined with any other special pricing, promotions or rebates unless written approval is provided by Brother.
- This VPP Program is limited to new sales opportunities that include qualifying hardware and OEM supplies listed below. VPP opportunities may be considered on existing hardware install base in certain competitive situations. Contact your BIC representative to check availability.
- The Warranty Extension is offered in consideration of the End User’s commitment to use genuine Brother consumables (toner, drums, ink) for the full three-year term and provide proof that genuine supplies were in fact used.

#### **II. PROCESS FOR VPP PROGRAM QUALIFICATION**

- Reseller shall provide BIC with proof that the BIC products are being used for a genuine VPP opportunity. Unless otherwise stated in the Eligible Model list attached herein, the minimum quantity to qualify for VPP is 20 units of eligible hardware, based on the entire opportunity over its full time horizon. However, the initial shipment must be at least 5 units of eligible hardware (or as otherwise agreed to by BIC from time to time) to obtain VPP pricing and warranty extension. This order must be shipped all at once, on the same PO to the end user account. This may not be used for stocking purposes. Ongoing supplies orders fulfilled through distribution must be shipped directly to end-user location and not to reseller.
- Reseller must have a signed VPP agreement or document managed print services relationship with the end user. Copy of contract or other proof must be provided to BIC. Requires minimum 3-year term on contract. (Pricing to be provided through Brother Authorized Distributor or Brother for direct accounts.)

#### **III. BENEFITS OF VPP PROGRAM**

- Qualified Resellers will receive Tier 1 pricing for all VPP opportunities.
- Current terms and conditions with BIC Supply Chain will apply for direct purchases.
- Qualified Reseller’s may be eligible to receive Tier 2 pricing for VPP opportunities with estimated print volume in excess of 1500 pages/machine/month.
- Additional special pricing may be available for large competitive bid opportunities. Contact your BIC representative to check availability.
- Qualified Resellers will have the opportunity to add-on select Brother scanners to approved VPP opportunities that include printers, MFC’s or DCP’s. If a qualifying scanner is added, Brother will include a 2-year extended limited warranty on the scanner. See updated list of Eligible Models for more details.

*BIC reserves the right to modify or discontinue this VPP program at any time. This Program replaces all previous Managed Print Services Agreement previously offered by Brother.*

|                      | Model           | Standard Warranty            | Free Warranty Upgrade      |
|----------------------|-----------------|------------------------------|----------------------------|
| Mono Laser MFC       | MFCL2750DW      | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | MFCL2750DWXL    | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | MFCL5700DW      | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | MFCL5800DW      | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | MFCL5850DW      | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | MFCL5900DW      | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | MFCL6700DW      | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | MFCL6750DW      | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | MFCL6800DW      | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | MFCL6900DW      | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | MFCL6900DWG     | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | MFCL6900DWGT    | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | DCPL5500DN      | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | DCPL5600DN      | 1 Year Exchange              | Additional 2 Year Exchange |
| DCPL5650DN           | 1 Year Exchange | Additional 2 Year Exchange   |                            |
| Color Inkjet MFC     | MFCJ5845DW      | 2 Year Exchange              | Additional 1 Year Exchange |
|                      | MFCJ5845DWXL    | 2 Year Exchange              | Additional 1 Year Exchange |
|                      | MFCJ6545DW      | 2 Year Exchange              | Additional 1 Year Exchange |
|                      | MFCJ6545DWXL    | 2 Year Exchange              | Additional 1 Year Exchange |
|                      | MFCJ6945DW      | 2 Year Exchange              | Additional 1 Year Exchange |
| Color LED MFC        | MFCL3710CW      | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | MFCL3750CDW     | 1 Year Exchange              | Additional 2 Year Exchange |
| Color Laser MFC      | MFCL8600CDW     | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | MFCL8850CDW     | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | MFCL9550CDW     | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | MFCL8610CDW     | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | MFCL8900CDW     | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | MFCL9570CDW     | 1 Year Exchange              | Additional 2 Year Exchange |
| Mono Laser Printers  | HLL2350DW       | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL2370DWXL     | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL5000D        | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL5100DN       | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL5200DW       | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL5200DWT      | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL6200DW       | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL6200DWT      | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL6250DW       | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL6300DW       | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL6400DW       | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL6400DWT      | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL6400DWG      | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL6400DWGT     | 1 Year Exchange              | Additional 2 Year Exchange |
| HLS7000DN            | 1 Year Onsite   | Not applicable on this model |                            |
| Color LED Printers   | HLL3210CW       | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL3230CDW      | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL3290CDW      | 1 Year Exchange              | Additional 2 Year Exchange |
| Color Laser Printers | HLL8250CDN      | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL8350CDW      | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL8350CDWT     | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL9200CDWT     | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL9300CDWT     | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL8260CDW      | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL8360CDW      | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | HLL8360CDWT     | 1 Year Exchange              | Additional 2 Year Exchange |
| HLL9310CDW           | 1 Year Exchange | Additional 2 Year Exchange   |                            |
| Scanners             | ADS2400N*       | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | ADS3600W*       | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | PDS5000*        | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | PDS5000F*       | 1 Year Exchange              | Additional 2 Year Exchange |
|                      | PDS6000*        | 1 Year Exchange              | Additional 2 Year Exchange |

*\*Scanners are available as add-on to approved VPP opportunities including printers, MFC's, DCP's*

### Consumables

| Model   |                                                                                                                                                                                        | Yield  |
|---------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|
| TN760   | HLL2350DW, HLL2370DW, HLL2370DWXL, MFCL2750DW, MFCL2750DWXL                                                                                                                            | 3000   |
| TN770   | HLL2370DW, HLL2370DWXL, MFCL2750DW, MFCL2750DWXL                                                                                                                                       | 4500   |
| DR730   | HLL2350DW, HLL2370DW, HLL2370DWXL, MFCL2750DW, MFCL2750DWXL                                                                                                                            | 12000  |
| TN750   | MFC8510DN, MFC8710DW, MFC8910DW, MFC8950DW, MFC8950DWT, HL5450DN, HL5470DW, HL5470DWT, HL6180DW, HL6180DWT, DCP8110DN, DCP8150DN, DCP8155DN                                            | 8,000  |
| DR720   | MFC8510DN, MFC8710DW, MFC8910DW, MFC8950DW, MFC8950DWT, HL5450DN, HL5470DW, HL5470DWT, HL6180DW, HL6180DWT, DCP8110DN, DCP8150DN, DCP8155DN                                            | 30,000 |
| TN780   | MFC8950DW, MFC8950DWT, HL6180DW, HL6180DWT                                                                                                                                             | 12,000 |
| DR720   | MFC8510DN, MFC8710DW, MFC8910DW, MFC8950DW, MFC8950DWT, HL5450DN, HL5470DW, HL5470DWT, HL6180DW, HL6180DWT                                                                             | 30,000 |
| TN850   | MFC-L5700DW, 5800DW, 5850DW, 5900DW, 6700DW, 6750DW, 6800DW, 6900DW, DCP-L5500DN, 5600DN, 5650DN, HL-L5000D, 5100DN, 5200DW, 5200DWT, 6200DW, 6200DWT, 6250DW, 6300DW, 6400DW, 6400DWT | 8,000  |
| DR820   | MFC-L5700DW, 5800DW, 5850DW, 5900DW, 6700DW, 6800DW, DCP-L5500DN, 5600DN, 5650DN & HL-L5000D, 5100DN, 5200DW, 5200DWT, 6200DW, 6200DWT, 6300DW                                         | 30,000 |
| TN880   | MFC-L6700DW, 6750DW, 6800DW, 6900DW, HL-L6200DW, 6200DWT, 6250DW, 6300DW, 6400DW, 6400DWT                                                                                              | 12,000 |
| TN880G  | MFC-L6900DWG, 6900DWGT, HL-L6400DWG, 6400DWGT                                                                                                                                          | 12,000 |
| DR820   | MFC-L5700DW, 5800DW, 5850DW, 5900DW, 6700DW, 6800DW, DCP-L5500DN, 5600DN, 5650DN & HL-L5000D, 5100DN, 5200DW, 5200DWT, 6200DW, 6200DWT, 6300DW                                         | 30,000 |
| TN890   | MFC-L6900DW, HL-L6400DW, 6400DWT                                                                                                                                                       | 20,000 |
| TN890G  | MFC-L6900DWG, 6900DWGT, HL-L6400DWG, 6400DWGT                                                                                                                                          | 20,000 |
| DR820   | MFC-L5700DW, 5800DW, 5850DW, 5900DW, 6700DW, 6800DW, DCP-L5500DN, 5600DN, 5650DN & HL-L5000D, 5100DN, 5200DW, 5200DWT, 6200DW, 6200DWT, 6300DW                                         | 30,000 |
| TN850   | MFC-L5700DW, 5800DW, 5850DW, 5900DW, 6700DW, 6750DW, 6800DW, 6900DW, DCP-L5500DN, 5600DN, 5650DN, HL-L5000D, 5100DN, 5200DW, 5200DWT, 6200DW, 6200DWT, 6250DW, 6300DW, 6400DW, 6400DWT | 8,000  |
| DR890   | MFC-L6750DW, 6900DW, HL-L6250DW, 6400DW, 6400DWT                                                                                                                                       | 50,000 |
| TN880   | MFC-L6700DW, 6750DW, 6800DW, 6900DW, HL-L6200DW, 6200DWT, 6250DW, 6300DW, 6400DW, 6400DWT                                                                                              | 12,000 |
| TN880G  | MFC-L6900DWG, 6900DWGT, HL-L6400DWG, 6400DWGT                                                                                                                                          |        |
| DR890   | MFC-L6750DW, 6900DW, HL-L6250DW, 6400DW, 6400DWT                                                                                                                                       | 50,000 |
| TN890   | MFC-L6900DW, HL-L6400DW, 6400DWT                                                                                                                                                       | 20,000 |
| TN890G  | MFC-L6900DWG, 6900DWGT, HL-L6400DWG, 6400DWGT                                                                                                                                          | 20,000 |
| DR890   | MFC-L6750DW, 6900DW, HL-L6250DW, 6400DW, 6400DWT                                                                                                                                       | 50,000 |
| DR890G  | MFC-L6900DWG, 6900DWGT, HL-L6400DWG, 6400DWGT                                                                                                                                          | 50,000 |
| TN221BK | MFC9130CW, MFC9330CDW, MFC9340CDW                                                                                                                                                      | 2,500  |
| TN225C  | MFC9130CW, MFC9330CDW, MFC9340CDW                                                                                                                                                      | 2,200  |
| TN225M  | MFC9130CW, MFC9330CDW, MFC9340CDW                                                                                                                                                      | 2,200  |
| TN225Y  | MFC9130CW, MFC9330CDW, MFC9340CDW                                                                                                                                                      | 2,200  |
| DR221CL | MFC9130CW, MFC9330CDW, MFC9340CDW                                                                                                                                                      | 15,000 |

\*Yield is based on published estimated page yield on [www.brother-usa.com](http://www.brother-usa.com). See website for more details.

### Consumables

|         |                                                                                                       |        |
|---------|-------------------------------------------------------------------------------------------------------|--------|
| TN227BK | HLL3210CW, HLL3230CDW, HLL3270CDW, HLL3290CDW, MFCL3710CW, MFCL3750CDW, MFCL3770CDW                   | 3,000  |
| TN227C  | HLL3210CW, HLL3230CDW, HLL3270CDW, HLL3290CDW, MFCL3710CW, MFCL3750CDW, MFCL3770CDW                   | 2,300  |
| TN227M  | HLL3210CW, HLL3230CDW, HLL3270CDW, HLL3290CDW, MFCL3710CW, MFCL3750CDW, MFCL3770CDW                   | 2,300  |
| TN227Y  | HLL3210CW, HLL3230CDW, HLL3270CDW, HLL3290CDW, MFCL3710CW, MFCL3750CDW, MFCL3770CDW                   | 2,300  |
| DR223CL | HLL3210CW, HLL3230CDW, HLL3270CDW, HLL3290CDW, MFCL3710CW, MFCL3750CDW, MFCL3770CDW                   | 18,000 |
| TN315BK | MFC9460CDN, MFC9560CDW, MFC9970CDW, HL4150CDN, HL4570CDW, HL4570CDWT                                  | 6,000  |
| TN315C  | MFC9460CDN, MFC9560CDW, MFC9970CDW, HL4150CDN, HL4570CDW, HL4570CDWT                                  | 3,500  |
| TN315M  | MFC9460CDN, MFC9560CDW, MFC9970CDW, HL4150CDN, HL4570CDW, HL4570CDWT                                  | 3,500  |
| TN315Y  | MFC9460CDN, MFC9560CDW, MFC9970CDW, HL4150CDN, HL4570CDW, HL4570CDWT                                  | 3,500  |
| DR310CL | MFC9460CDN, MFC9560CDW, MFC9970CDW, HL4150CDN, HL4570CDW, HL4570CDWT                                  | 25,000 |
| TN336BK | MFCL8600CDW, MFCL8850CDW, MFCL95550CDW, HLL8250CDN, HLL8350CDW, HLL8350CDWT, HLL9200CDWT, HLL9300CDWT | 4,000  |
| TN336C  | MFCL8600CDW, MFCL8850CDW, MFCL95550CDW, HLL8250CDN, HLL8350CDW, HLL8350CDWT, HLL9200CDWT, HLL9300CDWT | 3,500  |
| TN336M  | MFCL8600CDW, MFCL8850CDW, MFCL95550CDW, HLL8250CDN, HLL8350CDW, HLL8350CDWT, HLL9200CDWT, HLL9300CDWT | 3,500  |
| TN336Y  | MFCL8600CDW, MFCL8850CDW, MFCL95550CDW, HLL8250CDN, HLL8350CDW, HLL8350CDWT, HLL9200CDWT, HLL9300CDWT | 3,500  |
| DR331CL | HLL8350CDWT, HLL9200CDWT, HLL9300CDWT                                                                 | 25,000 |
| TN339BK | MFCL9550CDW, HLL9200CDWT, HLL9300CDWT                                                                 | 6,000  |
| TN339C  | MFCL9550CDW, HLL9200CDWT, HLL9300CDWT                                                                 | 6,000  |
| TN339M  | MFCL9550CDW, HLL9200CDWT, HLL9300CDWT                                                                 | 6,000  |
| TN339Y  | MFCL9550CDW, HLL9200CDWT, HLL9300CDWT                                                                 | 6,000  |
| DR331CL | MFCL8600CDW, MFCL8850CDW, MFCL95550CDW, HLL8250CDN, HLL8350CDW, HLL8350CDWT, HLL9200CDWT, HLL9300CDWT | 25,000 |

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## Consumables

|            |                                                                |           |
|------------|----------------------------------------------------------------|-----------|
| TN433BK    | MFCL8610CDW, MFCL8900CDW, HLL8260CDW, HLL8360CDW, HLL8360CDWT  | 4,500     |
| TN433C     | MFCL8610CDW, MFCL8900CDW, HLL8260CDW, HLL8360CDW, HLL8360CDWT  | 4,000     |
| TN433M     | MFCL8610CDW, MFCL8900CDW, HLL8260CDW, HLL8360CDW, HLL8360CDWT  | 4,000     |
| TN433Y     | MFCL8610CDW, MFCL8900CDW, HLL8260CDW, HLL8360CDW, HLL8360CDWT  | 4,000     |
| DR431CL    | MFCL8610CDW, MFCL8900CDW, HLL8260CDW, HLL8360CDW, HLL8360CDWT  | 30,000    |
| TN436BK    | MFCL8900CDW, MFCL9570CDW, HLL8360CDW, HLL8360CDWT, HLL9310CDW  | 6,500     |
| TN436C     | MFCL8900CDW, MFCL9570CDW, HLL8360CDW, HLL8360CDWT, HLL9310CDW  | 6,500     |
| TN436M     | MFCL8900CDW, MFCL9570CDW, HLL8360CDW, HLL8360CDWT, HLL9310CDW  | 6,500     |
| TN436Y     | MFCL8900CDW, MFCL9570CDW, HLL8360CDW, HLL8360CDWT, HLL9310CDW  | 6,500     |
| DR431CL    | MFCL8900CDW, MFCL9570CDW, HLL8360CDW, HLL8360CDWT, HLL9310CDW  | 30,000    |
| TN439BK    | MFCL9570CDW, HLL9310CDW                                        | 9,000     |
| TN439C     | MFCL9570CDW, HLL9310CDW                                        | 9,000     |
| TN439M     | MFCL9570CDW, HLL9310CDW                                        | 9,000     |
| TN439Y     | MFCL9570CDW, HLL9310CDW                                        | 9,000     |
| DR433CL    | MFCL9570CDW, HLL9310CDW                                        | 50,000    |
| LC3037BK   | MFCJ5845DW, MFCJ5845DWXL, MFCJ6545DW, MFCJ6545DWXL, MFCJ6945DW | 3,000     |
| LC3037C    | MFCJ5845DW, MFCJ5845DWXL, MFCJ6545DW, MFCJ6545DWXL, MFCJ6945DW | 1,500     |
| LC3037Y    | MFCJ5845DW, MFCJ5845DWXL, MFCJ6545DW, MFCJ6545DWXL, MFCJ6945DW | 1,500     |
| LC3037M    | MFCJ5845DW, MFCJ5845DWXL, MFCJ6545DW, MFCJ6545DWXL, MFCJ6945DW | 1,500     |
| LC3037BK   | MFCJ5845DW, MFCJ5845DWXL, MFCJ6545DW, MFCJ6545DWXL, MFCJ6945DW | 3,000     |
| LC30373PKS | MFCJ5845DW, MFCJ5845DWXL, MFCJ6545DW, MFCJ6545DWXL, MFCJ6945DW | 1500 (ea) |
| LC3039BK   | MFCJ5845DW, MFCJ5845DWXL, MFCJ6545DW, MFCJ6545DWXL, MFCJ6945DW | 6,000     |
| LC3039C    | MFCJ5845DW, MFCJ5845DWXL, MFCJ6545DW, MFCJ6545DWXL, MFCJ6945DW | 5,000     |
| LC3039Y    | MFCJ5845DW, MFCJ5845DWXL, MFCJ6545DW, MFCJ6545DWXL, MFCJ6945DW | 5,000     |
| LC3039M    | MFCJ5845DW, MFCJ5845DWXL, MFCJ6545DW, MFCJ6545DWXL, MFCJ6945DW | 5,000     |
| HC05BK     | HLS7000DN                                                      | 30,000    |

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