

Amazing Financing Offers and 90-day Lease Deferral On All New ColorWave Printer Series

Large Format Solutions, in partnership with Canon Financial Services, is offering 0% FMV financing and 4.24%, \$1.00 Buyout financing for 36 through 63 months on all NEW ColorWave Printer Series, along with associated Scanners, financed by CFS. CFS is also offering a **FREE 90-day lease deferral** payment option!

THIS IS A LIMITED TIME OFFER.

- **Promotion is valid only for deals signed between January 1, 2021 and March 31, 2021.**
- **Install must be complete and/or the printer must be accepted by April 15, 2021.**
- **Eligible “NEW” Models ONLY**

1. Promotion Specific Terms:

1. Lease term must be 36-63 months.
2. Orders must be signed between **January 1, 2021 and March 31, 2021.**
3. Install must be complete and/or the printer must be accepted by **April 15, 2021.**
4. Promotion may be used for both new and existing Canon Customers.
5. **Promotion has an FMV or \$1.00 end-of term purchase option.**
6. **In addition to the financing offers, CFS is offering a FREE 90-day lease deferral program for the ColorWave printers.**
7. Cannot be used with the following transactions types: Federal, NAD, GMD, CSAP.
8. This promotion CAN be used in conjunction with other BISG Marketing promotions or CSMP unless stated otherwise, except for CSAP. This promotion may not be combined with CSAP pricing.

2. Standard Promotion Rules:

1. Offer valid in the 50 United States and the District of Columbia only.
2. 100% of MSRP for qualifying ColorWave, and associated Scanners only.
3. Any amounts above the 100% guidelines must be blended using standard CFS rates and following standard blending rules, i.e.: amounts that exceed MSRP limits must be blended using appropriate CFS standard, soft cost, other or \$1.00 out rate factors.
4. New equipment only. Demo and Used equipment do not qualify.
5. Backordered units shipped after the promotion period do not qualify.
6. All CFS decisions related to the approval or denial of a transaction are final.
7. Usage of this program is contingent on CFS credit approval.
8. No order re-writes are allowed. Any transaction submitted to CFS for funding or purchase order issuance prior to promotion start date is ineligible.
9. Unless otherwise specified, all standard CFS policies apply.
10. Cannot be combined with any other CFS promotion.
11. All rates listed are cash rates and are not valid for credit card payments. Please contact your CFS Leasing Manager for credit card rates.

12. For transactions requiring pricing uplifts (i.e. Net 60 terms, Deferred Payment or Documentation Fee), those uplifts must be added to the Lease Rate Factor.
13. CFS reserves the right to contact the customer to verify all transaction information.
14. CSA Sales Representative is responsible for understanding and complying with the rules contained within this promotion.
15. CFS has the right to change this promotion at any time and neither Canon USA Inc, nor its agents are responsible for typographical errors and omissions.

Hot Financing Offers and 90-day Lease Deferral On All New PlotWave Printer Series

Large Format Solutions, in partnership with Canon Financial Services, is offering 0% FMV financing and 0.99%, \$1.00 Buyout financing for 36 through 63 months on all NEW PlotWave Printer Series, along with associated Scanners, financed by CFS. CFS is also offering a **FREE 90-day lease deferral** payment option!

THIS IS A LIMITED TIME OFFER.

- **Promotion is valid only for deals signed between January 1, 2021 and March 31, 2021.**
- **Install must be complete and/or the printer must be accepted by April 15, 2021.**
- **Eligible "NEW" Models ONLY**

3. Promotion Specific Terms:

1. Lease term must be 36-63 months.
2. Orders must be signed between **January 1, 2021 and March 31, 2021.**
3. Install must be complete and/or the printer must be accepted by **April 15, 2021.**
4. Promotion may be used for both new and existing Canon Customers.
5. **Promotion has an FMV or \$1.00 end-of term purchase option.**
6. **In addition to the financing offers, CFS is offering a FREE 90-day lease deferral program for the PlotWave printers.**
7. Cannot be used with the following transactions types: Federal, NAD, GMD, CSAP.
8. This promotion CAN be used in conjunction with other BISG Marketing promotions or CSMP unless stated otherwise, except for CSAP. This promotion may not be combined with CSAP pricing.

4. Standard Promotion Rules:

1. Offer valid in the 50 United States and the District of Columbia only.
2. 100% of MSRP for qualifying PlotWave, and associated Scanners only.
3. Any amounts above the 100% guidelines must be blended using standard CFS rates and following standard blending rules, i.e.: amounts that exceed MSRP limits must be blended using appropriate CFS standard, soft cost, other or \$1.00 out rate factors.
4. New equipment only. Demo and Used equipment do not qualify.
5. Backordered units shipped after the promotion period do not qualify.
6. All CFS decisions related to the approval or denial of a transaction are final.
7. Usage of this program is contingent on CFS credit approval.
8. No order re-writes are allowed. Any transaction submitted to CFS for funding or purchase order issuance prior to promotion start date is ineligible.
9. Unless otherwise specified, all standard CFS policies apply.
10. Cannot be combined with any other CFS promotion.
11. All rates listed are cash rates and are not valid for credit card payments. Please contact your CFS Leasing Manager for credit card rates.

12. For transactions requiring pricing uplifts (i.e. Net 60 terms, Deferred Payment or Documentation Fee), those uplifts must be added to the Lease Rate Factor.
13. CFS reserves the right to contact the customer to verify all transaction information.
14. CSA Sales Representative is responsible for understanding and complying with the rules contained within this promotion.
15. CFS has the right to change this promotion at any time and neither Canon USA Inc, nor its agents are responsible for typographical errors and omissions.

Canon PlotWave 3x00/5x00/7500 Customer Retention Trade-In Promotion

Trade-In any qualifying legacy Océ Printer and replace with a Canon PlotWave 3x00/5x00/7500 and CSA is offering from \$1,500 up to a \$3,000 discount!

PLUS

Customers that also purchase a minimum 36 month “Supplies Included” contract (EasyPACII or OPTIMIZE.IT), or a Maintenance Plan, will qualify for an additional Bonus Discount of up to \$1,500.

Through March 31, 2021 receive a Trade-In Discount with the purchase/lease of Canon PlotWave 3x00/5x00/7500 Printer (any configuration). Trade-In discounts are limited to qualifying Océ Printers (see table). PLUS, when you purchase EasyPACII, OPTIMIZE.IT, or a Maintenance Plan (36-month minimum), you will receive an additional bonus discount of \$1,000 (PW3000/3500/7500) or \$1,500 (PW5000/5500/7500). All promo discounts are taken off the applicable print engine.

Promotion	Promo Code*	Promo Discount				
		PW3000	PW3500	PW5000	PW5500	PW7500
Qualifying Océ Printer Trade-In	D0319D	\$1,500	\$2,000	\$2,500	\$3,000	\$3,000
with EasyPACII, OPTIMIZE.IT, or a Maintenance Plan	D0519D	\$2,500	\$3,000	\$4,000	\$4,500	\$4,500

*Promotion Code Key:

D0319D LV/MV Océ Trade-In with no service

D0519D LV/MV Océ Trade-In with service

Qualifying Océ Printers for Trade-In Promotion:

LV (Low Volume):	Age Range	MV (Mid Volume):	Age Range
Océ TDS300/320	8-15 yrs.	Océ TDS600	5-15 yrs.
Océ TDS400/450	6-12 yrs.	Océ TDS700	7-12 yrs.
Océ PlotWave 300/350	5-9 yrs.	Océ TDS750	5-7 yrs.
Océ PlotWave 340/360	3-5 yrs.	Océ PlotWave 750	Up to 5 yrs.
Océ PlotWave 345/365	1-3 yrs.	Océ PlotWave 500	2-4 yrs.
		Océ PlotWave 450/550	1-3 yrs.

Business Rules for promotion:

1. To receive the discount off the purchase price, the entire original trade-in configuration, including stand-alone print engine system configurations, must be returned to CSA and customer must sign CSA's then-current form of trade-in agreement. Trade-in units will be picked up at the time that the purchased Océ branded equipment is delivered. The \$250 freight removal fee will be waived at the time a competitive trade-in unit is removed.
2. Customers that also purchase a minimum 36 month "Supplies Included" contract (EasyPACII or OPTIMIZE.IT), or a Maintenance Plan, will qualify for an additional Bonus Discount of up to \$1,500.
3. If trade-in equipment is leased through a leasing company, the entire original trade-in configuration, including stand-alone print engine system configurations, must be returned to the leasing company and customer must follow the leasing company's trade-in procedures. Customer shall provide to CSA, correspondence from customer's leasing company stating that the leasing company will be taking possession of the trade-in equipment. CSA may reverse / cancel the post purchase account credit if the trade-in equipment is not returned to the leasing company and/or if customer did not follow the leasing company's procedures.
4. "Discount" is in the form of a discount off the purchase price. Discount may not be used for any other purpose or in connection with the purchase of Océ branded large format consumables, maintenance or parts.
5. Offer is for direct sale of the products mentioned and is valid for new orders of new equipment only (unless otherwise noted).
6. Offer subject to approved credit
7. Limit one the post purchase account credit per printer or multifunction system.
8. To qualify for the promotion, all orders must be received by **March 31, 2021**.
9. All the credit amounts will be issued in U.S. currency only.
10. Standard delivery/freight and installation charges for all systems are not included in the offer. Non-standard delivery or installation charges, such as excessive rigging requirements, are not included and are available at additional cost. Taxes for the system(s) are not included.
11. Offer is limited to entities or individuals domiciled in one of the fifty states of the United States of America or in the District of Columbia.
12. CSA dealers, distributors, resellers, employees, agents, affiliates and their employees are not eligible.
13. Promotional offer good while supplies last.
14. Offer void where prohibited or restricted by law.
15. CSA may withdraw this offer or revise the terms and conditions of the offer at any time for any reason.

Canon PlotWave 3x00/5x00/7500 Competitive Trade-In Promotion

Trade-In any qualifying competitive Printer and replace with a Canon PlotWave 3x00/5x00/7500 and CSA is offering from \$1,000 up to a \$2,500 discount!

PLUS

Customers that also purchase a minimum 36 month “Supplies Included” contract (EasyPACII or OPTIMIZE.IT), or a Maintenance Plan, will qualify for an additional Bonus Discount of up to \$1,500.

Continuing through December 31, 2020 receive a Trade-In discount with the purchase/lease of a Canon PlotWave 3x00/5x00/7500 Printer (any configuration). Trade-In discounts are limited to qualifying competitive printers. PLUS, purchase EasyPACII, OPTIMIZE.IT, or a Maintenance Plan (36-month minimum) and receive an additional bonus discount of \$1,000 (PW3000/3500) or \$1,500 (PW5000/5500/7500). All promo discounts are taken off the applicable print engine.

Promotion	Promo Code*	Promo Discount				
		PW3000	PW3500	PW5000	PW5500	PW7500
Qualifying Competitive Trade-In	D0219D	\$1,000	\$1,500	\$2,000	\$2,500	\$2,500
with EasyPACII, OPTIMIZE.IT, or a Maintenance Plan	D0419D	\$2,000	\$2,500	\$3,500	\$4,000	\$4,000

*Promotion Code Key:

D0219D LV/MV Competitive Trade-In with no service

D0419D LV/MV Competitive Trade-In with service

- **Qualifying competitive trade-ins are limited to any wide format digital system at least 24” in width.**
- **Qualifying Océ printers are any models excluded in the separate Customer Retention Promo.**
(Therefore, excluded Océ models are: TDS300/320/400/450/600/700/750, PlotWave 300/350/340/260/500/750).

Business Rules for promotion:

- (1) The purchase or lease of a Canon PlotWave 3X00/5x00 printer system, directly from Canon Solutions America (“CSA”) on CSA Standard Terms and Conditions by March 31, 2021; and,
- (2) contemporaneously with the purchase or lease of the equipment set forth in #1 above, trade-in a large format device that meets the following criteria: (a) wide-format digital LED monochrome or color inkjet printer or a multifunction system; and, (b) which printer is a minimum of 24 inches in width.

- (3) Promotion begins on January 1, 2021 and ends on March 31, 2021 ("Promotion Period"). Offer valid on contracts entered into directly with CSA and signed by customer on or before March 31, 2021.
- (4) To receive the discount off the purchase price, the entire original trade-in configuration, including stand-alone print engine system configurations, must be returned to CSA and customer must sign CSA's then-current form of trade-in agreement. Trade-in units will be picked up at the time that the purchased Océ branded equipment is delivered. The \$250 freight removal fee will be waived at the time a competitive trade-in unit is removed.
- (5) If trade-in equipment is leased through a leasing company, the entire original trade-in configuration, including stand-alone print engine system configurations, must be returned to the leasing company and customer must follow the leasing company's trade-in procedures. Customer shall provide to CSA, correspondence from customer's leasing company stating that the leasing company will be taking possession of the trade-in equipment. CSA may reverse / cancel the post purchase account credit if the trade-in equipment is not returned to the leasing company and/or if customer did not follow the leasing company's procedures.
- (6) Discount" is in the form of a discount off the purchase price. Discount may not be used for any other purpose or in connection with the purchase of Océ branded large format consumables, maintenance or parts.
- (7) Offer is for direct sale of the products mentioned and is valid for new orders of new equipment only (unless otherwise noted). Orders placed prior to January 1, 2021 are not eligible for the promotion.
- (8) Offer subject to approved credit.
- (9) Limit one the post purchase account credit per printer or multifunction system.
- (10) The Océ branded equipment must be installed at the customer's designated installation site by March 31, 2021 to receive the post purchase account credit unless delay in installation is caused solely by CSA.
- (11) All the credit amounts will be issued in U.S. currency only.
- (12) Standard delivery/freight and installation charges for all systems are not included in the offer. Non-standard delivery or installation charges, such as excessive rigging requirements, are not included and are available at additional cost. Taxes for the system(s) are not included.
- (13) Offer is limited to entities or individuals domiciled in one of the fifty states of the United States of America or in the District of Columbia.
- (14) CSA dealers, distributors, resellers, employees, agents, affiliates and their employees are not eligible.
- (15) Promotional offer is valid, while supplies last.
- (16) Offer void where prohibited or restricted by law.
- (17) CSA may withdraw this offer or revise the terms and conditions of the offer at any time for any reason.

Canon ColorWave 3600 Printer Promotion

Rock-solid wide format printing with unparalleled ease of use

Based on 10 years of proven technology and over 10,000 CrystalPoint units sold, the ColorWave 3000 series inspires through its convenient, hassle-free operation, high quality graphics and reliable print quality, when every single detail of data count.

Take \$5K off an MFP CW3600 unit, and over \$2K off a Printer Only unit with trade-in!

All items within the Configurations are required with Trade-In Promo Code R4718D.

ColorWave 3600 2 Roll Printer Only Configuration – Trade-In Promo Code: R4718D

Item Number	Product Description	List Price	Min Price	D&I
4638C003	ColorWave 3600 2 roll Printer	\$37,990	\$15,075	\$1,285
4569C006	ColorWave 3600 Product License	\$2,500	\$1,450	incl
3772V857	ColorWave 3600 Install Kit	\$1,390	\$695	incl
3301C008	Top Cover Printer	\$570	\$300	incl
4570C003	ColorWave 3600 PDF/APPE	\$3,500	\$1,895	incl
459400A	ColorWave Initial Supplies	\$80	\$80	incl
	TOTAL Price – Printer Only Config	\$45,950	\$19,495	\$1,285

ColorWave 3600 2 Roll Multifunction Configuration – Trade-In Promo Code: R4718D

Item Number	Product Description	List Price	Min Price	D&I
4638C003	ColorWave 3600 2 roll Printer	\$37,990	\$12,315	\$1,285
4569C006	ColorWave 3600 Product License	\$2,500	\$1,450	incl
3772V857	ColorWave 3600 Install Kit	\$1,390	\$695	incl
3301C009	Rear Cover Scanner	\$310	\$160	incl
8782B015	Scanner Express IV	\$5,000	\$2,605	\$250
4266C005	Scanner Express License 1 (activates scanner) NEW	\$1,300	\$795	incl
4570C003	ColorWave 3600 PDF/APPE	\$3,500	\$1,895	incl
459400A	ColorWave Initial Supplies	\$80	\$80	incl
	TOTAL Price – MFP Config	\$51,990	\$19,995	\$1,535

ColorWave 3600 4 Roll Printer Only Configuration – Trade-In Promo Code: R4718D

Item Number	Product Description	List Price	Min Price	D&I
3765V730	ColorWave 3600 4 roll Printer	\$45,190	\$18,775	\$1,425
4569C006	ColorWave 3600 Product License	\$2,500	\$1,450	incl
3772V857	ColorWave 3600 Install Kit	\$1,390	\$695	incl
3301C008	Top Cover Printer	\$570	\$300	incl
4570C003	ColorWave 3600 PDF/APPE	\$3,500	\$1,895	incl
459400A	ColorWave Initial Supplies	\$80	\$80	incl
	TOTAL Price – Printer Only Config	\$53,150	\$23,195	\$1,425

ColorWave 3600 4 Roll Multifunction Configuration – Trade-In Promo Code: R4718D

Item Number	Product Description	List Price	Min Price	D&I
3765V730	ColorWave 3600 4 roll Printer	\$45,190	\$16,015	\$1,425
4569C006	ColorWave 3600 Product License	\$2,500	\$1,450	incl
3772V857	ColorWave 3600 Install Kit	\$1,390	\$695	incl
3301C009	Rear Cover Scanner	\$310	\$160	incl
8782B015	Scanner Express IV	\$5,000	\$2,605	\$250
4266C005	Scanner Express License 1 (activates scanner) NEW	\$1,300	\$795	incl
4570C003	ColorWave 3600 PDF/APPE	\$3,500	\$1,895	incl
459400A	ColorWave Initial Supplies	\$80	\$80	incl
	TOTAL Price – Printer Only Config	\$59,190	\$23,695	\$1,675

Business Rules for promotion:

1. This promotion applies to Direct end-user transactions only.
2. This promotion will expire **March 31, 2021**. All order must be in by this date.
3. This promotion cannot be combined with other promotions.
4. This promotion is issued as a **discount** off the purchase price.
5. Booking value will be reduced by the respective discount.

- a. Qualifying trade-ins are limited to any wide-format **digital** LED monochrome or color inkjet printers and multifunction systems, at least 24" in width:
 - b. Examples include but are not limited to Xerox 510, 6204, 6604, 6605, 6279, 8830, 8825, HP 1050 / 1055, 4500 & 5500, T2300, T2500, T3500, T7100, T7200, KIP 700 / 3000 / 3100 / 71x0 / 77x0 / 5000 / 8000, Ricoh 240W, 480W, W2400, W3600, W5100, W7140
 - c. Scrap on-site is permitted for Océ, iPF, and other competitive trade-ins.
 - d. Machines on lease cannot be used unless the customer has bought out the lease and owns the equipment.
 - e. Conversion from trial is allowed, however if CSA is to pick-up trade-in equipment at the end of the trial, including Océ or iPF models, then a pick-up fee of \$500 should be added to the deal."
 - f. Analog devices are not permitted for trade-in.
 - g. Customer does not HAVE to return to CSA, if they would like to however, the standard \$250 competitive pick-up fee is waived (as long as the trade in is at the same time and same location as the delivery/installation of the new unit). Additional rigging charges as required are not waived.
6. Standard delivery/freight and installation charges for all systems are not included in the offer. Non-standard delivery or installation charges, such as excessive rigging requirements, are not included and are available at additional cost. Taxes for the system(s) are not included.
 7. Offer is limited to entities or individuals domiciled in one of the fifty states of the United States of America or in the District of Columbia.
 8. CSA dealers, distributors, resellers, employees, agents, affiliates and their employees are not eligible.
 9. Promotional offer is valid, while supplies last.
 10. Offer void where prohibited or restricted by law.
 11. CSA may withdraw this offer or revise the terms and conditions of the offer at any time for any reason.

Scanner Express 2nd Life Program

Reuse your old Scanner Express with the new Canon PlotWave and ColorWave Printer Series

Coming full circle, the need for companies to minimize their consumption of natural resources and reduce waste from their operating models is now well understood.

Customers with existing ColorWave or PlotWave Multifunction Printers, including the integrated Scanner Express (I, II, III) are now able to re-purpose that scanner when purchasing a new ColorWave 3600/3800 or PlotWave 3x00/5x00/7500 models!

All that is required besides the new printers, is a Color Upgrade Kit, Scanner Express 2nd Life License, and Calibration sheet. The Color Upgrade Kit and Calibration sheet will be used to de-install and re-install the old scanner onsite onto the new printer. Then, the 2nd Life License activates the connection between old scanner and new printer. In addition to the bottom-line customer savings, re-purposing the existing Scanner Express on site maintains your multifunction capabilities while helping support a sustainable circular economy.

Content:

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2. What is it?
3. Advantages & Benefits
4. Pricing & Product Availability



1. A Story of Sustainability

Prolonging Use

For Canon Solutions America, this means paying attention to what happens to our products at the end of their lives, including those related to Large Format Technical Document Systems (TDS), and ensuring that their usefulness is prolonged wherever possible.

Reducing Electronic Waste

The average lifespan of a Large Format printer and scanner is five to seven years. After that time, the system is replaced and disposed of as electronic waste.

Transformation

Our Scanner Express 2nd Life program is transforming this traditional linear approach into a sustainable circular process.

Fewer Natural Resources

We are now decreasing our reliance on natural resources by reusing finishing and scanning products. At the same time, enabling our customers to meet their own sustainability commitments.

Prolong the Life of the equipment

The Scanner Express 2nd Life Program prolongs the life of our already extremely sustainable Large Format products.

2. Scanner Express 2nd Life Program - What is it?

Churning Opportunity – Advantage

The Scanner Express 2nd Life program is a Sales advantage to help influence existing PlotWave and ColorWave customers that are undecided regarding churning their old equipment in for the latest, newest Models. Not only can they benefit from Trade-in promotions, but by way of the Scanner Express 2nd Life program they can keep Multi-Function capabilities without having to invest in a NEW Scanner!

Promotion / Program	Amount	
Scanner 2nd Life Program	Up to \$1,700*	Savings in comparison to purchase of a NEW Scanner
Trade in Promo for PlotWave 3x00	\$1,000 - \$3,000	Discount depending on Model, Trade-in and Service Plan
Trade in Promo for PlotWave 5x00	\$2,000 - \$4,500	Discount depending on Model, Trade-in and Service Plan
Trade in Promo for PlotWave 7500	\$2,500 - \$4,500	Discount depending on Trade-in and Service Plan
Trade in Promo for ColorWave 3600	\$7,000	Discount requires eligible Trade-in
Trade in Promo for ColorWave 3800	\$2,000	Discount requires eligible Trade-in

*Up to \$1,700 dependent on if Top Cover is required due to Printer on Site

remaining on-site. See separate Trade in Promo Bulletins on the LFS

Intranet for more details

Scanner Express 2nd Life License (#4266C004)

To activate and enable scan and copy functionality on an existing Scanner Express (I, II, and III) with a new PlotWave 3000/3500, 5000/5500, 7500 and ColorWave 3600/3800 Series, a license is required. With the attachment of the Scanner Express 2nd Life License, the latest ColorWave and PlotWave printers are fully compatible with the Scanner Express 2nd Life Program.

Qualifying Products

The qualifying Printers and integrated Scanners are as shown below.

Qualifying Printers	Qualifying Scanners
PlotWave 300/350	√ SCEXP I √ SCEXP II
ColorWave 300	√ SCEXP I √ SCEXP II
PlotWave 340/360/500	√ SCEXP I √ SCEXP II √ SCEXP III
ColorWave 500/700	√ SCEXP III
PlotWave 345/365/450/550	√ SCEXP III
ColorWave 3500/3700	√ SCEXP IV

Fresh Look and feel with Color Upgrade Kit (#8782B016)

To safeguard the award-winning design of the new ColorWave and PlotWave printers, an upgrade kit is required for the old Scanner Express model. The Upgrade kit contains NEW cover plates and additional service parts, to give the old scanner a fresh look-and-feel in line with the colors (Titanium White/Damson Black) of the new PlotWave and ColorWave printers.



Calibration Sheets

As with new Scanner placements, a Calibration Sheet is typically included the box of the New Scanner. Since the scanner on site will be repurposed, a New Scanner Calibration Sheet is required for Installation

Deal Configurator Structure

This selection has been added to structure under the New ColorWave and PlotWave Printer configurations.

Scanner Express 2nd Life Program:		
<input checked="" type="checkbox"/> Upgrade Existing Scanner to 2nd Life Program		SCANNERUP
<input checked="" type="checkbox"/> SCANNER EXP COLOR UPGRADE KIT	1	8782B016
<input checked="" type="checkbox"/> SCANNER EXP 2nd LIFE LICENSE	1	4266C004
<input type="checkbox"/> Calibration sheet for Scanner Express 1	1	5837B001
<input type="checkbox"/> Calibration sheet for Scanner Express II, III, or IV	1	5837B002

Once the checkbox for “Upgrade Existing Scanner to 2nd Life Program” is selected, the Upgrade Kit, and 2nd Life License auto select as required. It then prompts the selection of the Calibration sheet, choose depending on existing Scanner at site.

In addition to the above items, when an Existing legacy PlotWave/ColorWave device on site is Remaining on Site (Active or Inactive) and not being Traded-in or Scrapped, the associated Top Cover is required for the older device. These New Top Covers will not match in color scheme to the older printers, however once the Scanner is de-installed the Top cover is required to be installed to prevent a large exposed area on the top of the machine. Leaving the existing printer without top cover is not suitable for safety and functionality reasons.

There is a selection in Deal Configuration to confirm if the Customer is keeping the existing printer on Site. If “NO” the Top Cover selection will not be required.

If “YES” the Top Cover option for either ColorWave or PlotWave Legacy device must be selected.

Confirm if Customer is keeping existing Printer on Site		
<input type="checkbox"/> NO - will be either Traded-in or Scrapped on Site		
<input type="checkbox"/> YES - Printer remaining on Site		
<input type="checkbox"/> PlotWave Top Cover	1	4265C005
<input type="checkbox"/> ColorWave Top Cover	1	3301C008

3. Advantages & Benefits

Second-Life by design

The design cycle of new generation printers now includes the reuse of Scanners as standard. In practice, this means the latest PlotWave and ColorWave series are fully compatible with earlier generations of Scanners. We also guarantee the availability of parts for these Scanners during the regular lifetime of these new printers.

Why it Makes Sense

The Scanner Express 2nd Life program can help reduce the consumption of natural resources and design waste, reducing the need to manufacture new scanning options and cutting the number of products ending up as electronic waste. In the Scanner Express 2nd Life program, material-related carbon emissions are reduced by up to 65% compared to a new product. The Scanner Express 2nd Life program make sense for your stakeholders as well as for your bottom line, because you can replace your printer without having to invest in a new scanner.

For your stakeholders

- Reuse contributes to meeting your Corporate Social Responsibility goals

For your organization

- As a member of the TDS community you and your team can benefit from the experience of more than 60,000 existing worldwide installations

For your bottom line

- Make a secure investment based on a reliable, long-lasting and robust printing platform
- Reduced acquisition cost by not having to pay for a new scanner – save up to \$1,700*

*Up to \$1,700 dependant on if Top Cover is required due to Printer on Site remaining on-site.

For the environment

- Reduce consumption of natural resources and design waste

Proven reliability 30,000 scanners still in use worldwide

The 36-inch Scanner Express is the space-saving and highly reliable device that can be integrated on top of TDS PlotWave and ColorWave printers. This robust, easy-to-use device was first introduced in 2009, together with the ColorWave 300 and PlotWave 300 printers. The successful Scanner Express Series continues to be available as option today. Its popularity is reflected in the fact that it currently serves more than 30.000 PlotWave and ColorWave printers worldwide.

Serving your organization for years to come

The Scanner Express offers a highly efficient scan and copy workflow tool, resulting in minimum wear and tear. As a result, these scanners can easily last another lifetime of a printer. As part of the TDS Second-Life program, the popular Scanner Express can be easily reused on a brand-new PlotWave and ColorWave printer. Ready to serve your organization for years to come without any loss of functionality, scan quality or reliability.

Excellent Value

This Circular Economy program also offers excellent value for our customers, opening business opportunities to anyone looking to re-use their Canon Scanner Express on a significantly lower budget.

4. Pricing and Product Availability

The Scanner Express 2nd Life program materials are the same across all models except for the Calibration Sheet. If existing equipment has a Scanner Express (I) attached, the Calibration sheet #5837B001 is required. If the existing equipment has a Scanner Express (II) or (III) attached, the Calibration sheet #5837B002 is required.

Scanner Express 2nd Life - Direct Pricing

Scanner Express I – New life with PlotWave 3x00/5x00/7500 or ColorWave 3600/3800 Configuration			
Item Number	Product Description	List Price	Min Price
8782B016	Scanner Express Upgrade Kit	\$775	\$600
4266C004	Scanner Express 2 nd Life License	\$1,300	\$795
5837B001	Calibration Sheet for SCEXP I	\$125	\$92
	Removal & Re-Installation for Scanner Express I		\$213
	TOTAL		\$1,700

Scanner Express II / III – New life with PlotWave 3x00/5x00/7500 or ColorWave 3600/3800 Configuration			
Item Number	Product Description	List Price	Min Price
8782B016	Scanner Express Upgrade Kit	\$775	\$600
4266C004	Scanner Express 2nd Life License	\$1,300	\$795
5837B002	Calibration Sheet for SCEXP II, III, or IV	\$125	\$92
	Removal & Re-Installation for Scanner Express I		\$213
	TOTAL		\$1,700

ColorWave / PlotWave Top Covers for Existing Printers remaining on-site			
Item	Product Description	List Price	Min
4265C005	PlotWave Top Cover 2 (Re-purposed on Existing PW Printer)*	\$125	\$125
3301C008	ColorWave Top Cover Printer (Re-purposed on Existing CW)	\$570	\$300

Scanner Express 2nd Life Service Agreement

If the existing Scanner Express on site is not currently under a Service Plan, a New plan can be selected in Deal Configurator. Add the Scanner's Serial number into the Deal as "Upgrade" and select a New Service Plan below.

Square Feet per					Zone
Scanner Express I, II or III	\$ 40 / mo.	\$ 40 / mo.	\$ 40 / mo.	\$ 40 / mo.	-

If the existing Scanner Express on site is already under a Service Plan, this plan continues at its current rate. Removing it from the older printer does NOT cancel the scanner's service plan.