



NCR INTERACT  
GLOBAL  
PARTNER  
PROGRAM

A group of five business professionals (three men and two women) are seated around a light-colored wooden table in a modern office setting. They are engaged in a meeting, with one woman pointing at a laptop screen. The room features large windows overlooking a cityscape. The text "NCR INTERACT PROGRAM SOLUTION DEMONSTRATION EQUIPMENT" is overlaid in large white letters across the bottom half of the image.

# NCR INTERACT PROGRAM SOLUTION DEMONSTRATION EQUIPMENT

Enables Solution Providers to purchase equipment at reduced prices to ensure they are equipped with the most current solutions for demonstrations of NCR technology and innovations for customers.

Demonstration Program Guidelines for:  
NCR Interact Solution Providers  
NCR Interact Distributors

For more information, visit [ncr.com](http://ncr.com), or email [channels.team@ncr.com](mailto:channels.team@ncr.com).

May 2019

## NCR Interact Demonstration Program OVERVIEW


The NCR Interact Demonstration program is a financial benefit of the Interact program and provides Advanced, Premier and Elite Solution Providers access to current NCR solutions significantly discounted beyond routine product purchase discounts.

As an NCR Interact Solution Provider you are eligible to purchase discounted NCR equipment for the purpose of demonstrating to prospective customers. The benefit of this program allows your customers to gain firsthand experience with NCR's product solutions. The ability to purchase equipment at reduced prices ensures channel partners are equipped with current solutions to demonstrate NCR technology and innovative solutions to their customers.

### Retail Solution Provider Demonstration Program

NCR Solution Providers in Retail can purchase new NCR equipment for demonstration purposes through your approved Distributor, or if you have a direct purchase agreement, please submit these orders through the demo request site or your NCR Channel Account Manager.

NCR Interact Retail Solution Providers receive a discount based upon their tier level in the Interact Program:

 NOTE: Effective May 4, 2019, Retail demo discounts have changed as indicated below.

- Advanced 60% off MSRP
- Premier 67% off MSRP
- Elite 74% off MSRP

The annual maximum is also governed by the partner tier level.

- Elite Solution Providers: \$75,000 list price maximum per Calendar year
- Premier Solution Providers: \$50,000 list price maximum per Calendar year
- Advanced Solution Providers: \$25,000 list price maximum per Calendar year

### Financial Solution Provider Demonstration Program

NCR Interact Financial Solution Providers may purchase self-service products of their choice within the program guidelines each calendar year at a specially quoted price.

The annual maximum is governed by the partner tier level in the Interact Program:

- Elite Solution Providers Maximum: Three (3) selfserv systems per Calendar year
- Premier Solution Providers Maximum: Two (2) selfserv systems per Calendar year
- Advanced Solution Providers Maximum: One (1) selfserv system per Calendar year

Note: Requests outside the guidelines and stated maximums quoted in this guide will be assessed on a case-by-case basis and always require Channel Sales Leader's approval.

## How to request and process a Product Demonstration order:

The NCR Partner initiates the request by contacting their Channel Account Manager with the requested configuration for the NCR demonstration equipment. The Quote Builder tool should be used to create the configuration. The Quote Builder export file is the only valid configuration with all the details of the order and the list price.

### Information always required for ALL requests:

- The complete, [unedited](#) Quote Builder export file
- Name of the Channel Partner
- The [country of operation](#) or where the demonstration system will be delivered

### Incomplete requests cannot be processed

Solution Providers who purchase direct from NCR:

- NCR Solution Providers who purchase direct from NCR initiate the request by contacting their NCR Channel Account Manager with the proposed Quote Builder configuration excel file
- The CAM reviews/validates/pre-approves the configuration and submits the request through the NCR Interact Demonstration Equipment Request site [here](#)
- Complete all fields and upload the unedited Quote Builder configuration file i.e., the export file
- Channel Programs will review the request for compliance and approvals
- A tracking number will then be assigned to each request for the configuration and the approved demo will be returned to the original submitter, either the CAM, Channel Partner or Distributor

Solution Providers who purchase through their Distributor:

- NCR Solution Providers who purchase from an NCR authorized Distributor initiate the request through the distributor and contacting their NCR Channel Account Manager. The Distributor will create the configuration for the desired set of NCR demonstration equipment
- The requested configuration will be submitted to NCR Channel Programs for review and approval. In most cases, the configuration will be returned to the Distributor with an approval. If there are questions, the configuration will be returned to the CAM or Distributor for clarification

- A tracking number is always assigned to each request for the configuration and the approved demo form will be returned to the original submitter, either the CAM, Channel Partner or Distributor

## PROGRAM GUIDELINES

Please follow these simple guidelines when submitting to the NCR Interact Demo Program, Channel Program Manager with the following:

- The annual maximum is governed by the partner tier level in the program
- Software or software licenses are not discounted in the quote, unless specifically approved by the appropriate NCR line of business
- Standard product warranty applies
- Demonstration systems purchased through this program cannot be returned
- The order number and manufacturing location should be forwarded to the Solution Provider's CAM to ensure proper invoicing
- Demo Quote provided must be submitted with the order to the BOC
- Demonstration program only discounts the product/solution hardware. Shipping, duty and or any other delivery, tax, or other costs are the responsibility of the channel partner



**The Demonstration Program is not designed to support urgent, last minute or priority requests. Solution demonstration needs should be planned expenditures as part of an annual business plan.**

## TERMS & CONDITIONS:

- CAMs and Partners should place an order for new/current products only
- The demonstration equipment should be the only items on the order
- Pricing is valid for 30 calendar days. After 30 days' price & configuration must be reconfirmed if order has not been placed within this timeframe
- Price is not valid if order configuration differs from configuration quoted
- Software and freight are not included as they are NOT eligible for a discount in the Demo Program
- Product or systems previously ordered through normal ordering process through the BOC cannot be priced or allocated as a demonstration order
- Partners order their demonstration systems units per Program Guidelines. Any additional units require Channel Sales Leader approval
- Demonstration units are for proof of concept to end customers and are not to be deployed into a customer's live, or on-line environment for consumer access and use
- Demo equipment can be resold 9 months after date of invoice and must be sold as "used"
- NCR Channel Account Manager is responsible for validating this configuration
- NCR is not responsible for incomplete configurations or quotes resulting from those incomplete configurations being ordered



**CONTACT US AT [NCR.COM](http://NCR.COM) TODAY**

## WHY NCR?

NCR Corporation (NYSE: NCR) is a leader in omni-channel solutions, turning everyday interactions with businesses into exceptional experiences. With its software, hardware, and portfolio of services, NCR enables nearly 700 million transactions daily across retail, financial, travel, hospitality, telecom and technology, and small business. NCR solutions run the everyday transactions that make your life easier.

NCR is headquartered in Atlanta, Ga., with over 30,000 employees and does business in 180 countries. NCR is a trademark of NCR Corporation in the United States and other countries.

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