

## What's New?

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New process for IHFRA members to receive the discount on Printing in Staples retail stores.

1. Give store associate **IHFRA rewards #5578168162**. They may ask for phone number, but discount not tied to your phone number.
2. Tell store associate to select the option that has a yellow **BDP** by it.
3. You will be able to see IHFRA discount on order screen and job ticket.
4. Receipt will not display the discount. Receipt total will reflect the discounted amount.

Details on following pages.  designates the step.

**Aggressive discount pricing is ONLY on 28# premium paper (white 8.5" x 11"). It is \$0.02 for b/w and \$0.23 for color.**

Discount is on the following:

28# Premium White Paper 8.5"x11" sheet

Black and White copies are \$0.02

Color copies are \$0.23


EVERYTHING ELSE with copy center  
printing is a flat 35% off retail

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# IHFRA Discount Details

**Give store associate IHFRA Rewards number for solution builder program to place order. If they ask for phone number, only give them IHFRA rewards number. Your discount is not tied to a phone number.**

### Find a Returning Customer

**Important:** Contract customers will not receive their pricing at POS unless the green **CONTRACT** badge shows on the record in this search. 

Use one of the methods below to locate a customer.

#### Business Advantage Customer

Customer info searchable by Master Account Number.

Master Account Number

Contract Company

#### Retail Customer

Customers searchable by Rewards Number.


Rewards Number

Phone Number

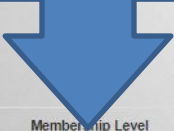
Email

Name  
First Name   
Last Name

Search:



Select the option with BDP next to it



### Search Results

3 Records Found

Show 10 entries

| Customer Name  | Membership Level          | Phone Number | Rewards Number | Email Address              | City/         | Company | Select                                |
|----------------|---------------------------|--------------|----------------|----------------------------|---------------|---------|---------------------------------------|
| Tommy Crompton | <b>BDP</b> <b>REWARDS</b> | 919-555-5555 | 5578168162     | TOMMY.CROMPTON@STAPLES.COM | High Point NC |         | <input type="button" value="Select"/> |
| Kathy Parks    | <b>BDP</b> <b>REWARDS</b> | 972-342-3548 | 5578168162     | TOMMY.CROMPTON@STAPLES.COM | High Point NC |         | <input type="button" value="Select"/> |
| Kathy Parks    | <b>REWARDS</b>            | 919-555-5555 | 5578168162     | TOMMY.CROMPTON@STAPLES.COM | High Point NC | Ihfra   | <input type="button" value="Select"/> |

Showing 1 to 3 of 3 entries

Previous **1** Next

## IHFRA Discount Details

Kathy Parks  
(NAM 2-23+)

BDP REWARDS

Hard Copy  
(File Tool)

Impressions  
(1 Sheets)

Quantity (number of sets)

Special Instructions

Restaple Originals?

Order Savings  
Original Price 0.620x1 = \$0.62  
Customer Discount 0.39x1 = (\$0.39)  
Total Price \$0.23  
Your Savings \$0.39!!

Guaranteed Availability

- 1 Hour, 7/7/17, 11:08 AM \$0.29
- Fri, 7/7/17, 8:30 PM \$0.23
- Mon, 7/10/17, 8:30 PM \$0.23

Add To Cart

Must have yellow BDP and red Rewards

Will show the discount here,  
and on job ticket only

3

Your discounted price will show here

# Productize the Offer – new look of copy & print receipts in store

**Productize the Offer (PTO)** – This initiative is designed to transition 44,000 “ingredient” skus into a couple thousand product skus. Ex: Takes 10 sku for a presentation to 1 sku

## Before *Component Pricing*

|       |                            |         |          |
|-------|----------------------------|---------|----------|
| 7850  | 5001-10000 CLR2 32LB PREM  |         |          |
|       | 893258 0.970ea             | 7614.50 |          |
|       | Price Override \$0.31      |         | -5181.00 |
|       | 07-Substitution (3)        |         |          |
| 7700  | 5001-10000 CLR2 32LB PREM  |         |          |
|       | 893258 0.970ea             | 7469.00 |          |
|       | Price Override \$0.30      |         | -5159.00 |
|       | 07-Substitution (3)        |         |          |
| 750   | 1/5 CUT TAB                |         |          |
|       | 742814 0.350ea             | 262.50  |          |
|       | Your Rewards Price \$0.28  |         | -52.50   |
| 900   | 1/5 CUT TAB                |         |          |
|       | 742814 0.350ea             | 315.00  |          |
|       | Your Rewards Price \$0.28  |         | -63.00   |
| 7900  | DRILLING (Hole punch)      |         |          |
|       | 382794 0.010ea             | 79.00   |          |
| 11050 | DRILLING (Hole punch)      |         |          |
|       | 382794 0.010ea             | 110.50  |          |
| 7750  | DRILLING (Hole punch)      |         |          |
|       | 382794 0.010ea             | 77.50   |          |
| 50    | 1-50 CLR 32LB PREM         |         |          |
|       | 893214 0.790ea             | 39.50   |          |
|       | Your Rewards Price \$0.25  |         | -27.00   |
| 50    | 1-50 CLR 32LB PREM         |         |          |
|       | 893214 0.790ea             | 39.50   |          |
|       | Your Rewards Price \$0.25  |         | -27.00   |
| 50    | 1-50 CLR 32LB PREM         |         |          |
|       | 893214 0.790ea             | 39.50   |          |
|       | Your Rewards Price \$0.25  |         | -27.00   |
| 50    | MISC SERVICES AND LABOR    |         |          |
|       | 381844 8.990ea             | 449.50N |          |
| 325   | MISC SERVICES AND LABOR    |         |          |
|       | 381844 0.750ea             | 243.75N |          |
| 50    | MISC SERVICES AND LABOR    |         |          |
|       | 381844 8.990ea             | 449.50N |          |
| 11050 | 10001-15000 CLR2 32LB PREM |         |          |
|       | 893259 0.770ea             | 8508.50 |          |
|       | Your Rewards Price \$0.50  |         | -2983.50 |



## NOW *Product Pricing*

|        |               |          |
|--------|---------------|----------|
| 150    | Presentations | \$375.00 |
| 123455 | 2.50 each     |          |

**The discount will not be reflected on receipt like before**