

Take the Lead

and be rewarded

FUJIFILM



Terms and Conditions

1. This incentive program runs from Relaunch until 31 March 2026.
2. You can access the Take the Lead registration form via the [web link](#) or call our Customer Engagement Unit on 13 14 12.
TIP: Save the registration site to the home screen of your device for quick access.
3. To be eligible you must complete the Take the Lead registration form and add as much detail as possible about the opportunity, so we can contact your lead without causing the customer any unnecessary inconvenience.
4. New business is defined as a new customer with a new ABN to FUJIFILM Business Innovation Australia (FBAU) or an existing customer who does not currently have a FSMA annuity stream with FBAU. No works in progress will be considered in terms of this incentive.
5. You must not provide customers with any information regarding a Qualifying Supply, including any proposal, pricing or product information.
6. The Customer Engagement Unit (CEU) are responsible for determining with the customer whether the lead is qualified or not and if there is a genuine sales opportunity/requirement. Examples of what will not be considered a genuine opportunity include (without limitation) contact with FBAU initiated by customers (whether by 13 14 12, another FBAU number or via a Fujifilm website), customers requesting quotes or device information, or sales leads for customers subject to exclusive or preferred supplier arrangements with FBAU competitors. The CEU team decision is final.
7. Only one virtual Gold Pass is rewarded per lead. If the same lead is submitted more than once, it will be rewarded to the first submitter via the Take the Lead web form.
8. A \$75 virtual Gold Pass will be rewarded for qualified leads listed by category here;
 - Process Automation (Upstream)
 - IT Services (CodeBlue)
 - Business Services
 - Simple Solutions
 - A3 Printer
 - Production Device
 - Print or Office Software
 - A4 Printer *qualifies for a \$30 virtual Gold PassThere are no further 'sale conversion vouchers' issued under this scheme.
9. Virtual Gold Pass rewards will be distributed by email to the successful non-sales staff. FBAU cannot be held responsible for lost cards following supply.
10. Virtual Gold Pass rewards are governed by the T&Cs of the issuer.
11. Further information about the Gold Pass rewards can be found; www.goldpass-fujifilm.com.au
12. Participation by an employee in an incentive/reward program may give rise to Reportable Fringe Benefit ("RFB") as a consequence of Fringe Benefit Tax ("FBT").
FBT arises when an employer has provided fringe benefit to its employee in respect of employment. The FBT is borne by the employer (i.e. FBAU).
Even though FBT is paid by the FBAU, the value of certain fringe benefits will be shown on the employee's payment summary if the total value is more than \$2,000 in an FBT year (i.e. from 1st April to 31st March). This is the RFB. The RFB is not included in the employees' assessable income (i.e. not taxable), however, it will probably be used to work out whether the employee is eligible to receive a range of government benefits and tax offsets (e.g. Centrelink benefits or HECS repayment etc.). Please refer to the [following link](#) for more details.
13. Please note you are responsible for our own tax affairs and should seek independent tax advice in relation to any tax arising out of this incentive opportunity.
14. In acceptance to your participation in this incentive you agree to abide by the Terms and Conditions as set out above.
15. In the event of a dispute, the decision will be the sole responsibility of the Incentives Team whose decision will be final.
16. FBAU reserves the right to withdraw or change any and all elements of this incentive.
17. FBAU reserves the right to modify or change these rules or any decision made pertaining to the incentive.

(original signed)

Shelley Ryan
Incentives Manager