

Intuit Retail Solution
Provider Program

intuit®

Committed to
your success



Products

Solutions

People

Success

Our goal is to develop each Intuit Retail Solution Provider (RSP) into the local POS technology expert. Our program provides the tools, support and award-winning products to help you reach out and sell to retailers in your community.

If you're ready to grow your business, then join Intuit and the QuickBooks Point of Sale team as we build a "best in class" sales, service and support network.

Win

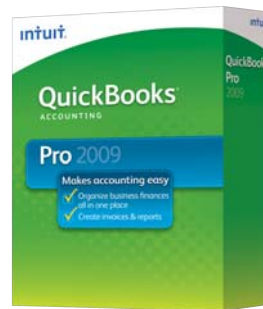
Join a Winning Team

A Leader in Small Business Solutions

Over 7 million small businesses use products and solutions from Intuit. When you join the Intuit Retail Solution Provider Program, you're associating your business with recognized brands like QuickBooks®, Quicken® and TurboTax®. This brand awareness is key to opening doors among new prospects.

Although QuickBooks software dominates the financial software category, Intuit is much more than accounting software. Our products help solve the everyday needs of small businesses from accounting to processing payroll to accepting credit and debit cards to e-commerce to vertical solutions for retailers and more.

We're looking for motivated Solution Providers to combine our products into comprehensive solutions for every small retail customer.



Products

Complete Solutions for Retailers

Receive generous margins on one of the best-selling Point of Sale solutions. And enjoy the flexibility of tailoring complete solutions to meet the needs of your customers. Best of all, these solutions come from one company—Intuit.

Market Leading POS Software

Over 80,000 retailers use Intuit QuickBooks Point of Sale to help run their stores. With three versions of QuickBooks POS software and the new Intuit QuickBooks Cash Register Plus software, you can choose the right product for your customer. Whether it's a single store customer with basic inventory needs to a multi-store chain wanting advanced inventory and in-depth reporting, Intuit QuickBooks Point of Sale can deliver.

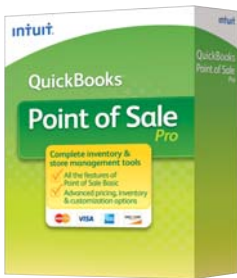
Get the Convenience of Integrated Hardware

Intuit offers hardware that is guaranteed compatible with QuickBooks Point of Sale software. You can pick and choose the hardware a la carte or select pre-bundled hardware kits for easy set up and proven reliability.

One Stop Shopping – a Complete POS Bundle

We offer complete POS solution bundles that include hardware, software and services. These certified and tested bundles are competitively priced to help you add revenues and profit, as well as shorten the ROI timeframe for your small retail customer.

Hewlett-Packard's PC is specifically made for the retail environment with powered USB ports, powered configurable serial ports, oversized cooling system, 5-year product life cycle and more.



Intuit QuickBooks Point of Sale with HP PC and Hardware bundle

Solutions

More Revenue Opportunities

Intuit offers a full suite of solutions and add-on services to help you grow your business and serve your customers better. Take full advantage of recurring revenue opportunities and discounts on Intuit products.



Integrated Credit and Debit Card Processing¹

Earn a generous recurring revenue share on Merchant Processing services. Our top-selling Merchant Service offers credit and debit card processing at competitive rates and is the only service to seamlessly integrate with Intuit QuickBooks Point of Sale.



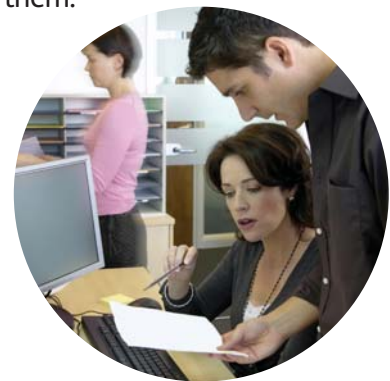
Gift Cards¹

Intuit gift cards help your customers expand their income potential with lucrative gift card offerings.



Intuit Assisted Payroll²

Earn when you sell Intuit Assisted Payroll to your clients. Processing payroll has never been easier. Your clients simply create paychecks in QuickBooks Accounting Software, and Intuit Assisted Payroll handles the taxes and filings for them.



¹ Requires QuickBooks POS software version 3.5 or higher (sold separately) and a merchant account through QuickBooks POS Merchant Service, provided by Innovative Merchant Solutions, LLC, an Intuit Company. Application approval required. Fees apply. Internet access or modem and phone line required. PIN pad required for PIN debit transactions sold separately. Integrated gift card service requires an account through QuickBooks POS Gift Card Service. Terms, conditions, features, pricing, service and support options are subject to change at any time without notice.

² Subscription, Internet access, Federal Employer Identification Number (FEIN) and currently supported version of QuickBooks required, sold separately. Additional fees may apply; including sales tax where applicable.

Solutions

More Revenue Opportunities

Help Your Customers Open a WebStore

We can help your customers sell on the web and provide you new sales and support revenue opportunities. Integrated e-commerce comes to QuickBooks Point of Sale with Intuit Storefront for QuickBooks Point of Sale.

QuickBooks Accounting Software

When you add QuickBooks Accounting Software to your client orders, you'll receive a significant discount on the Pro and Premier editions.

Ongoing Support

Build a secondary revenue source by providing ongoing support as you help your customers stay up and running.

Point of Sale Supplies

Take advantage of discounts on our extensive line of supplies including labels, receipt paper, price tags and more — all designed to work with QuickBooks Point of Sale.



Programs

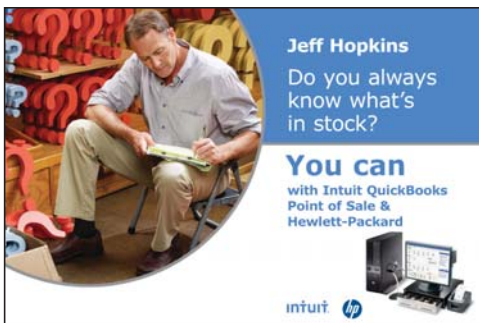
Marketing Tools to Grow Your Business

Intuit offers a comprehensive selection of profitable marketing and lead generation tools to help boost your profitability

Co-op Marketing Funds¹

Investing in your success – we'll return a percentage of your net hardware and software sales to help you drive local demand and build your business.

Marketing On Demand System



Generate leads quickly and easily using our Marketing On Demand System complete with direct mail, trade show and HTML campaigns. Getting started is easy:

- Simply select from professionally designed materials
- Choose an offer
- Customize it with your business information

You can even use your co-op funds to pay for the campaigns. We make it easy for you to find more leads that translate into more sales and higher profits.

Lead Protection Program¹

Introducing a lead protection program that both protects and rewards you for your efforts. Simply register your leads and rest assured that you will be supported by Intuit.

“Earn as You Grow” Compensation Program¹

Sell more and and you'll earn more with higher rebates. Plus get rewarded for providing great local support to Point of Sale customers and achieving high customer satisfaction scores.



Trade Show Support

Our trade show program provides a professionally designed booth you can use (subject to availability) along with materials and giveaway items to help you promote your business at local trade shows.

¹ Additional terms and conditions apply.

People

We'll Help You Succeed

We believe your success ultimately leads to our success in the retail market. Intuit provides the support you need with talented and dedicated people.



POS Sales and Support Team

As a Retail Solution Provider, you'll have access to:

- Account managers to help you grow your business
- Outside sales support to help you with more complex sales opportunities
- POS product specialists to help configure and specify all of your software and hardware needs
- Dedicated product and technical support

Ongoing Training and Support

From webinars to certification classes, Intuit Retail Solution Providers receive extensive training opportunities. Plus, our close-knit group of Solution Providers gives you the opportunity to learn from your peers through our online community boards.

Leasing

To help you close sales and offer affordable monthly payments to your customers, you'll have access to our leasing partner - Marlin Leasing. Marlin provides a streamlined, efficient leasing option for your customers.

Qualified Leads

As an Intuit Retail Solution Provider, you can benefit from Intuit's world-class marketing efforts. We generate a tremendous number of leads every year and when customers are looking for local help, we pass them your way. We also help build demand for your support services with a dealer locator on the outside of every retail package of QuickBooks Point of Sale, as well as a flyer on the inside.



Call **877-556-4423**

today to learn how to join this exciting, profitable program.

www.QuickBooksPOS.com/RSP

RSPsales@Intuit.com

All terms and conditions of the Intuit RSP dealer contract apply



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