



## Printhead and Cutter Deep Discount Opportunity

### North America

With the **Printhead and Cutter Deep Discount Opportunity** (the “Discount” or “Promotion”), you can take advantage of an additional significant recommended upfront discount of up to 40% when you sell select printheads and cutter upgrade kits.

These discounted products support end-of-sale Zebra printers, providing you with an ideal opportunity to reach back out to customers and help them affordably extend the life of their printers.

### Promotion Overview

**An additional recommended upfront discount of up to 40% off list price to resellers on qualified sales of select Zebra printheads and cutter upgrade kits.**

<b>Details</b>	<p>The Discount applies to the SKUs listed below (“Products”), while supplies last:</p> <ul style="list-style-type: none"> <li>• <b>Desktop, Kiosk and Tabletop Printheads: 40% Discount</b></li> <li>• <b>Cutter Upgrade Kits: 15% Discount</b></li> </ul> <p>Printers, services, accessories not listed below and custom SKUs are not eligible for this Discount.</p> <p>All instant discounts from Distributors to Participants represent recommended additional instant discounts only. Participants’ prices are determined by the distributors from whom they purchase, and Participants’ prices to their end customers are determined by Participants at their sole discretion.</p>
<b>Promotion Period</b>	July 28 – August 29, 2025
<b>Eligibility</b>	All <b>Zebra™ PartnerConnect</b> program resellers in North America (“Participants”)
<b>Combination with Other Discounts / Promotions</b>	<p>The Discount <i>cannot</i> be combined with Price Concessions.</p> <p>The Discount <i>can</i> be combined with Deal Registration, Spotlight programs and other promotions (including Zebra Rewards and incentives for Broadline Technology Reseller sales personnel).</p>
<b>Product Sourcing</b>	Products must be purchased through distribution.
<b>Participation Process</b>	<p>To take advantage of the Discount, Participants must provide the appropriate discount code along with their PartnerConnect Membership #, to Distributors when placing their order.</p> <ul style="list-style-type: none"> <li>• <b>Desktop, Kiosk and Tabletop Printheads: NAJUL25PRNTHD</b></li> <li>• <b>Cutter Upgrade Kits: NAJUL25UPGRDKT</b></li> </ul>
<b>Minimum Order Quantities</b>	No minimum quantity is required to receive the Discount.



## Eligible Product SKU List (“Products”)

Desktop Printheads	Promo Code NAJUL25PRNTHD	P1080383-229	Kit, Upgrade Convert to 300 dpi, ZD420T ZD620T
		P1080383-421	Kit, Upgrade Convert to 300 dpi, ZD420D ZD620D
		P1025950-019	Kit, Printhead 203DPI, GT800
		61330M	Printhead Assembly
Kiosk Printheads		P1014112	KIT PRINTHEAD TTP2000
Tabletop Printheads		G41401M	Kit Printhead 300 dpi S4M
		G57242M	Kit Printhead 300 dpi LH 110PAX4
		G57202-1M	Kit Printhead 203 dpi RH and LH 110PAX4
		79802M	Kit Printhead 600 dpi ZM400
		G32432-1M	Kit Printhead 203 dpi 105SL
		G32433M	Kit Printhead 300 dpi 105SL
		G38000M	Kit Printhead 203 dpi RH and LH 170PAX4 170XiIIPI
		G57212M	Kit Printhead 300 dpi RH 110PAX4
		G79056-1M	Kit Printhead 203 dpi Z4M+
Cutter Upgrade Kits		Promo Code NAJUL25UPGRDKT	P1080383-228
	P1080383-042		Kit, Upgrade, Oyane Std, Cutter, 4IN, Full, ZD420C
	P1080383-417		Kit, Upgrade, Cutter, Full Cut, ZD420D ZD620D

## For More Information

Participants should contact their Channel Account Manager or Distributor for any questions. All pricing-related inquiries should be directed to Distributors.

## Participant Terms

### Discount Period: July 28 – August 29, 2025

1. In this Discount offered by Zebra Technologies or any of its affiliated companies (referred to throughout this document as “Zebra”), Participant must notify the Distributor, at the time of order, of Discount eligibility by providing the code NAJUL25PRNTHD and/or NAJUL25UPGRDKT for each particular transaction.
2. Participants must be in good standing in the PartnerConnect program and must provide end-user name, country and zip code information as well as any other sales-out information at the time of order to be eligible to receive the Discount.
3. The Discount is available for orders placed with a Distributor during the Promotion Period and shipped no later than 30 days after the conclusion of such period. Product supply during the Promotion Period is subject to availability.
4. All instant discounts represent recommended instant discounts only. Distributors and Participants are always free to sell at the prices they choose.
5. The Discount cannot be combined with Price Concessions. The Discount can be combined with Deal Registration, Spotlight programs and other promotions (including Sell and Win, and incentives for Broadline Technology Reseller sales personnel).

6. The Discount applies to the Products. Printers, custom SKUs or accessories and services sold in conjunction with the Products are not eligible for the Discount.
7. The Discount can be combined with additional discounts that may be available to eligible Participants through a related PartnerConnect specialization.
8. Zebra and its agents have the right to audit, validate or verify any purchases/sales claimed and serial numbers submitted.
9. Zebra reserves the right to modify, withdraw or cancel the Discount (in whole or in part) at any time and/or in any geography for any reason or for no reason, without prior notice.
10. Any requests that do not comply with the terms of the Discount will be rejected. The Discount is subject to all local laws and regulations.
11. Based on the Distributor's sales out report validated by Zebra, or on Zebra sales records, if a Participant violates the conditions of the Discount, Zebra or the Distributor (as the case may be) have the right to bill back the difference. Additionally, Zebra may terminate Participant from this Discount and from the PartnerConnect program.

## Disputes

THIS PROMOTION IS GOVERNED BY THE PARTNERCONNECT PARTICIPATION TERMS AND CONDITIONS (OR PARTNERCONNECT AGREEMENT) CURRENTLY IN EFFECT BETWEEN PARTICIPANT AND ZEBRA.

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