

A man with dark, curly hair and a beard stands in a large, industrial-style warehouse. He is wearing a green and black plaid button-down shirt over a dark blue crewneck sweater, paired with dark jeans and a black belt. His hands are on his hips, and he is looking directly at the camera with a slight smile. A blue tool belt with various tools is visible around his waist. The background features a high ceiling with exposed pipes and fluorescent lights, and a wall made of dark, textured concrete blocks.

@signify

Stock Ready

Preferred Partner Program

2021 Canada

if you stock Signify products, you can benefit all year long!

Signify Canada is excited to offer you the **2021 Stock Ready Partner Program** designed to help maximize our partnership across lamps, luminaires and control systems with a worry-free commitment, while driving sales growth, and addressing the things that are top of mind for our industry.

Stock Ready Partner Benefits

Stock Support

Order Support

Sell-through Support

Stock Ready Partners can qualify for our **Inner Circle** level and enjoy program enhancements built around growth and other partnership data. Speak to your Signify Sales Representative for more information.





Stock Support

Guaranteed Sale

Return of LED Lamps / Luminaires:

1 per quarter, restocking fee waived with offsetting LED order (lamps / luminaires).*

Return of Conventional Lamps:

1 per year, restocking fee waived with offsetting LED order (lamps / luminaires).**

Stock Incentives

As a stock partner, you will have access to **Ready2Go** product specials every quarter!

Price Change Protection

Credit against replacement order on remaining inventory purchased within 30 days prior to new price effective date.

Portfolio Updates

We will provide 60 days advance notice of **ReadytoGo** product delistments.

Ready2Go Service Offering	Stock Ready	Design Ready	Spec Ready
	Stock & Flow	Design Build	Spec / Bid / Buy
Stock / Order / Sell-through Support	•	•	•
Lamps, Ballasts, Luminaires	2-Day Order to Delivery	10-Day Order to Delivery	Ships in 4-6 weeks
Filterable on eCatalog	•	•	•
Returnable	•		

* Not to exceed 5% of previous quarter sales
** Not to exceed 3% of prior year sales





Order Support

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Product Info & Availability

Connect to [MyLighting](#) to get information such as lead time, inventory, delivery status, SKU details, and place your orders.

Freight Minimums

Freight prepaid on all [ReadytoGo](#) stock orders with combined orders greater than \$1000. Options available for orders less than \$1000, contact plc-orderentry@signify.com for more information.

Returns

Only products unused, in original packaging and in original condition will be accepted. Not all products are eligible for return, such as MTO (made-to-order) or ETO (engineered-to-order) products. Refer to our Goods Return Policy for details. Please contact lightingcareturns@signify.com

Claims

Contact the Signify Order Management team (canada.om@signify.com) within 48 hours of delivery to file a complaint on shipment damage or advise of incorrect order fulfillment to arrange a replacement and/or return. Photos will help treat the request.

Warranty

Submit any quality or warranty issues via the [online form](#). Select "warranty support", and include PO details and any relevant details.

Sell-through Support

Marketing Planning

Benefit from our marketing planning templates & tools to develop joint marketing initiatives with MDF funding to support growth throughout the year.

Where to Buy

Your company listed as a place to buy on Signify and Philips (benefit from 16K+ visitors annually).

Merchandising

Bringing in a new category? Looking for ways to showcase product? Let us help you sell through your inventory with our award-winning merchandising that educates and engages!

Digital Assets

Have full access to product syndication capabilities for your eCommerce websites, and digital assets for web/social content marketing activities.

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Introduction

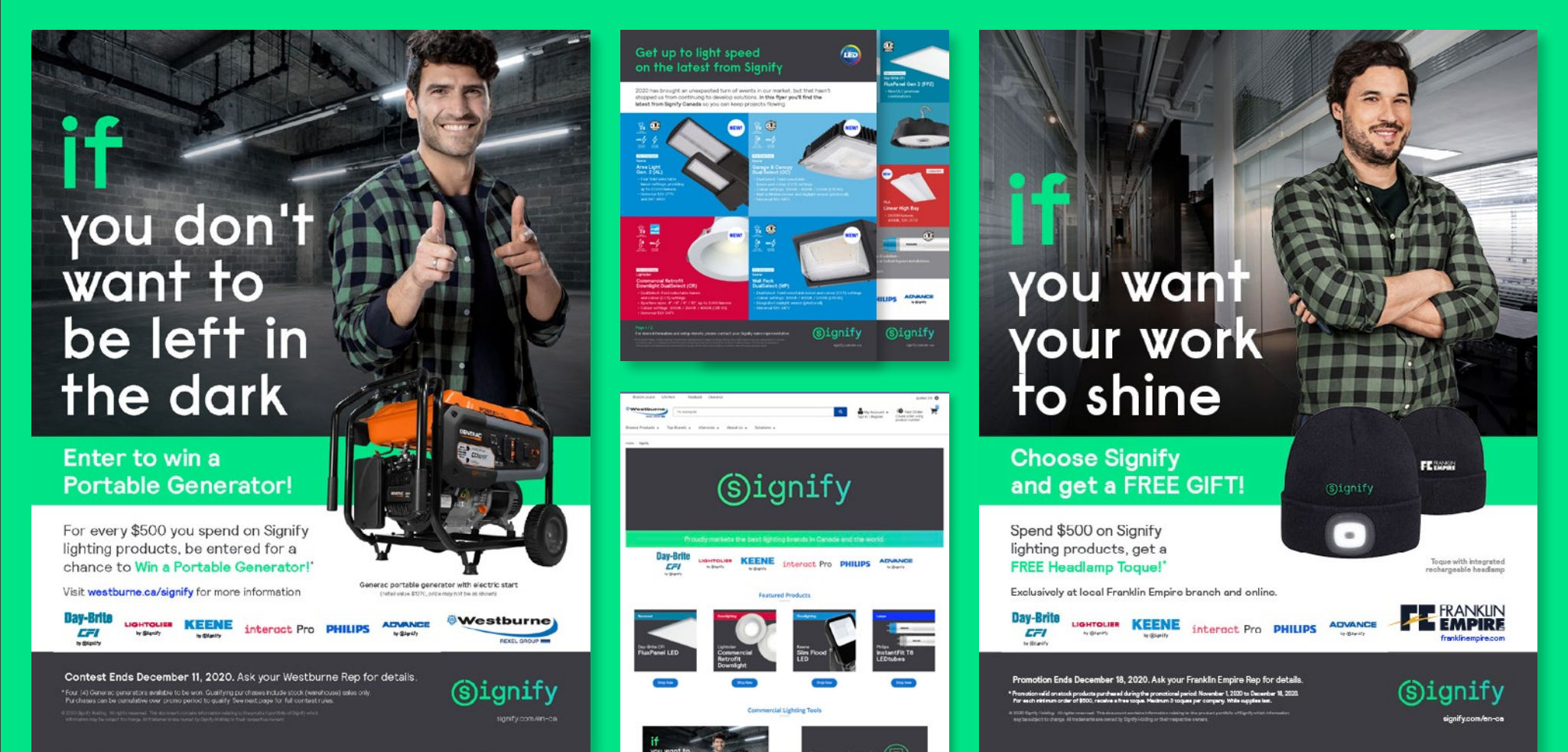
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Additional Resources



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To learn more about Signify branded products and offerings, please visit the links below.

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signify

Luminaire
eCatalogue

ReadytoGo
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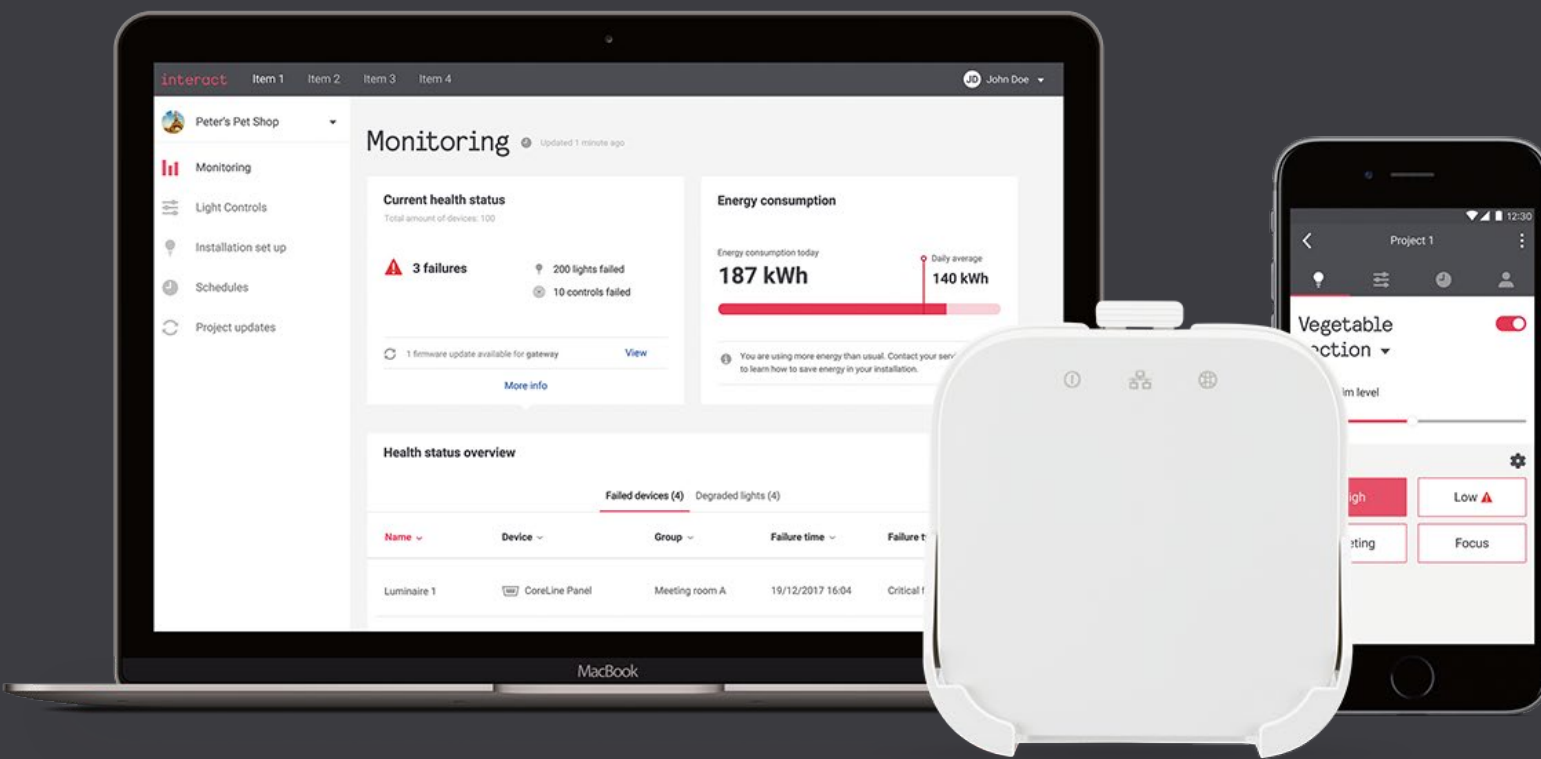
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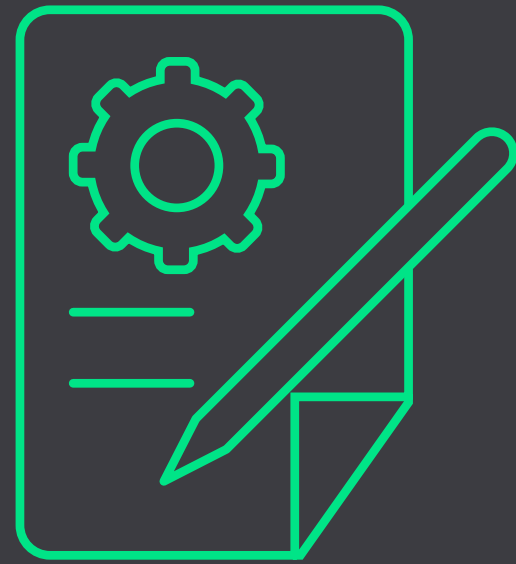
Lamps
eCatalogue

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www.signify.com



Interact IoT
Smart lighting platform



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ELIGIBILITY: The Signify Canada Ltd. (“Signify”) Stock Ready Preferred Partner Program (the “Program”) is open only to Signify third-party distributors that are located in and do business in Canada, and where Signify products represent a primary position in distributors stock business (“Qualified Distributors”). All other parties, including direct marketing resellers, any resellers that prohibit employee participation, and their respective affiliates, parents, subsidiaries are ineligible and will be disqualified. In the event a Qualified Distributor’s status changes making them ineligible for the Program, Signify reserves the right to provide notice of immediate termination of the Qualified Distributor from the Program. Participating Qualified Distributors should check as to whether they may be subject to company policies relative to participation. Void where prohibited by law or internal company policy.

PROGRAM DURATION AND DESCRIPTION: The Program will run from January 1st, 2021 through December 31st, 2021 (the “Program Period”). By participating in the Program, Qualified Distributors may be eligible to receive certain benefits as described below. Signify retains full authority, in its sole discretion, to interpret and administer the terms and conditions of this Program. Signify may modify, suspend or cancel this Program at any time, and eligibility and performance factors shall at all times be in Signify’s sole discretion.

TO PARTICIPATE:

In order to be eligible for the Program benefits, Qualified Distributor must:

A. Have a primary stock position in Signify product categories, defined as follows: at least 35% of luminaire stock business; at least 70% of lamps, ballasts and drivers stock business (including LED and conventional).

B. During the Program Period, place an Initial Stocking Order of Qualified Ready2Go Products. Initial Stocking Order must have an order value as provided by your Signify sales representative which equals at minimum one quarter of previous year purchases of lamps and luminaires (with up to 3 release dates).

Once the above criteria have been fulfilled, the Qualified Distributor’s purchase orders placed during the Program Period are eligible for the Program benefits stock incentives, returns, discounts, price protection, demand generation campaigns, “Where To Buy” tool placement, product portfolio updates and branch level marketing support.

Refer to Signify’s general terms and conditions of sale here:
www.signify.com/global/conditions-of-commercial-sale/ca-en



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Signify North America Corporation
200 Franklin Square Drive,
Somerset, NJ 08873
Telephone 855-486-2216

Signify Canada Ltd.
281 Hillmount Road,
Markham, ON, Canada L6C 2S3
Telephone 800-668-9008

www.signify.com