

## Partner CSP

[brother.co.uk/mps](https://brother.co.uk/mps)

# A programme that expands your offering

**A range of price-supported Brother hardware along with consumable supported pricing (CSP) that you can incorporate into your own Managed Print Service propositions.**

The Partner CSP programme is aimed at resellers with experience in contract sales who have the necessary infrastructure for taking ownership of all aspects of contract management, including consumables replenishment, logistics, service support and invoicing.

We know data privacy is important to you, which is why we don't request your end user customers' details - we're just here to support you.

### In the Partner CSP programme:



You take care of all the contracting steps with the customer, manage interventions and bill the customer.



You have all the management tools you need to set up a solution, including data collection agent, billing, logistics and maintenance tools. You manage the delivery of consumables to the customer.

# Partner CSP

## By choosing the Partner consumables supported pricing (CSP) sales programme, you benefit from:

- **A wide choice of reliable products<sup>1</sup>**, printers or multifunction, mono or colour, A3 or A4/A3
- **Complete control over your offer to the customer:** You own all the elements of the contract and you remain in control of customer invoicing
- **Complete autonomy** on the logistics of consumables
- **Attractive OEM consumables pricing.**

<sup>1</sup>Product reliability recognised by independent laboratories (awarded by Buyers Lab Awards).



Elements of the programme	Reseller	End user customer
Signatory of the contract	Reseller signs a Brother partner CSP agreement	Contract between the reseller and the end customer
Billing	Brother bills the nominated distributor. Pricing support is claimed on a ship and debit basis, either by the distributor or the reseller	The reseller charges the printed pages to the end customer
Contract duration	Generally, T&Cs are issued for 12 months, reviewed and then re-issued if appropriate with continued/revised terms	Depending on the particular conditions of the contract between the reseller and the end customer
Supplies shipping	Distribution	Reseller
Automatic supplies platform	Reseller provides a platform	Reseller
Supplies	Reseller ships Brother original equipment supplies	End user customer receives Brother OEM supplies
Web portal	Reseller provides their own web portal to the end user customer.	The reseller communicates the information to the end customer

## Contract parameters

Replenishment of consumables	According to the terms and conditions provided by Brother to the reseller or distributor
Billing pages	According to the terms and conditions provided by Brother to the reseller or distributor
Break fix services	According to the terms and conditions provided by the reseller to the end customer
Break fix provider	Provided by the reseller
Installation	Provided by the reseller

## Hardware

Equipment	New or used hardware (specific models only) Printers and MFPs, mono and colour, A4 and A3 eligible for the programme Connectivity: Wired or wireless network connection
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## Service pack

MPS service pack	According to the terms and conditions provided by the reseller to the end customer
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**brother**  
at your side

**[brother.co.uk/mps](https://brother.co.uk/mps)**

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