

Instructions:

Use Adobe Acrobat Reader's annotation feature to answer the assessment. For multiple choice questions, encircle your chosen answer **using a red pen** or highlight it **using the yellow marker**.

Refer to example questions below:

DOCUMENT A

ABC COMPANY 1234 ABC St. Brgy. ABC, Makati City, Philippines VAT TIN 000-111-222-333				
SALES INVOICE NO.001				
DATE:	9/30/2015			
SOLD TO:	PMFTC INC.			
ADDRESS:	Plant C & D, Champaca Street, Bonifacio Fortune, Marikina City 1809			
TIN:	007-515-588-000 VAT			
ITEM CODE	QTY.	DESCRIPTION	UNIT PRICE	AMOUNT
1	20 QTS	ABC FLUID PC Number 4500123456 <i>for 1621</i>	Php1,000.00	Php20,000.00
			TOTAL SALES	20,000.00
			VAT Amount	2,400.00
			TOTAL AMOUNT DUE	22,400.00
Permit No. OCN1AU0000000001 Date Issued: 7/1/2013 Valid Until: 7/1/2018				
XXX PRINTING PRESS TIN: 000-111-111-111 453 4TH St. Makati, city Printer's Accreditation No. xxxxxxxxxxxxxxxxx Date Issued: 6/5/2013			THIS SALES INVOICE SHALL BE VALID FOR FIVE (5) YEARS FROM THE DATE OF ATP	

Is DOCUMENT A, a valid sales invoice document from an accredited BIR printer?

- A. No. The business Tax Identification (TIN) Number is missing.
- B. No. The accreditation number is missing.
- C. Yes.
- D. No. A document serial number is missing.
- E. No. The transaction date is missing.

Can the business that issued the document above charge Value-added Tax (VAT)?

- A. Maybe.
- B. No. They have to show proof in the form of BIR registration documents.
- C. Yes.
- D. No. The business is only selling VAT-exempt goods.
- E. Yes, but not to the customer who made the purchase since the purchasing entity belongs to the list of zero-rated VAT transactions.

The assessment begins on the next page.

Claim Validation

HP runs an online promotion to reward consumers who purchase a printer and ink bundle. Please refer to promotion mechanics below:

- The product must be purchased between 1-September 2017 to 01-November 2017.
- The following products are eligible for rewards:

Product	Reward
HP DeskJet Ink Advantage 3777 All-in-One Printer	\$100 7-11 Store Credit e-Voucher
HP DeskJet IA 2676 WL AiO (Noble Blue)	\$200 7-11 Store Credit e-Voucher
HP DeskJet Ink Advantage 3636 All-in-One Printer	\$300 7-11 Store Credit e-Voucher

For question (#1), refer to the invoice below:

DOCUMENT 1

GRAPHIC HOUSE

Sales invoice

HNE
GRAPHIC HOUSE INC.
4/F SM CITY NORTH EDSA
, BAGONG PAG-ASA QUEZON CITY
VAT REG TIN#0001008-710-009
SN:261JP50J/MIN:16080910544070007
(02) 441-1401

HNE Invoice#: 10000

Bill To: Date: 10/29/2017 8:36:36 PM
Address: BULACAN
Tel. No:
TIN: Salesman:
TIN: Reference No.
Attention to: Bus. Style:
Return For:
Cust PO# :

Qty	UM	Description	Brand	Price	Ext. Price
1	UNT	DESKJET 3635 AIO CN66R3N3C9	HP PW 1Y SW 1Y PRINCESS	4,390.00	4,390.00
1 Total QTY sold				Sub Total	3,919.64
				VAT Amount	470.36
Payment Mode:				Receipt Total	4,390.00
				Change	0.00

1. Which reward will the customer receive for this purchase?

- A. \$100 7-11 Store Credit e-Voucher
- B. \$200 7-11 Store Credit e-Voucher
- C. \$300 7-11 Store Credit e-Voucher
- D. No reward, product is ineligible for the promotion.
- E. No reward. The product is eligible but was purchased outside of the promotion period.

For the next series of questions (#2 to #4), refer to promotion mechanics below:

HP awards cashback vouchers to customers who purchased qualified printers. The customer may be entitled to double the standard reward amount if they purchased an eligible ink item bundled together with a qualified printer from the same store in a single transaction.

HP wants to encourage customers to bundle any one of these inkjet printer cartridges with their purchase:

- Black, Cyan, Magenta and Yellow All-in-one cartridge
- 1 Black + 1 Tri-color ink cartridge

A customer can only claim rewards for purchasing a maximum of three (3) qualified printer units. Any units purchased in excess will be forfeited for any reward regardless of if the purchase is in the same transaction or not.

Participating customers are required to submit proof of purchase document in the form of a valid sales invoice or official receipt from a participating retail store showing purchased qualified printers. The document submitted must contain the following information:

- The participating HP reseller's company business registration number (or tax identification number)
- Purchase date
- Purchase price
- List of qualified products purchased
- Invoice number

The promotion period is from 01-September 2019 to 15-November 2019. Only products purchased within the promotion period are qualified for the promotion. Refer to the list of qualified products and corresponding reward below:

HP Product Number	Eligible Printer	Printer Reward	Eligible Ink Cartridge Model	Printer and Additional Ink Set Reward
F5S28A	HP DeskJet 2130 All-in-One	\$5.00	HP 63 Series	\$10.00
F5S42A	HP DeskJet 2131 All-in-One	\$5.00	HP 63 Series	\$10.00
F5S43A	HP DeskJet 3630 All-in-One	\$5.00	HP 63 Series	\$10.00
F5S48A	HP DeskJet 3632 All-in-One	\$5.00	HP 63 Series	\$10.00
J9V86A	HP DeskJet 3720 All-in-One	\$10.00	HP 65 Series	\$20.00
T8W92A	HP DeskJet 3721 All-in-One	\$12.00	HP 65 Series	\$24.00
T8W93A	HP DeskJet 3723 All-in-One	\$10.00	HP 65 Series	\$20.00
F0V63A	HP ENVY 4520 All-in-One	\$10.00	HP 63 Series	\$20.00
F0V73A	HP ENVY 4522 All-in-One	\$10.00	HP 63 Series	\$20.00
W3U26A	HP ENVY 4523 All-in-One	\$10.00	HP 63 Series	\$20.00
J6U69A	HP ENVY 4524 All-in-One	\$10.00	HP 63 Series	\$20.00
G0V47A	HP ENVY 5540 All-in-One	\$10.00	HP 62 Series	\$20.00
K7C86A	HP ENVY 5542 All-in-One	\$10.00	HP 62 Series	\$20.00
B9S56A	HP ENVY 5640 e-All-in-One	\$10.00	HP 62 Series	\$20.00
F5R95A	HP OfficeJet 3830 All-in-One	\$10.00	HP 63 Series	\$20.00
F1H96A	HP OfficeJet 4650 All-in-One	\$10.00	HP 63 Series	\$20.00
T3PO3A	HP OfficeJet 6950 All-in-One	\$20.00	HP 905 Series	\$40.00
P4C82A	HP OfficeJet 6956 All-in-One	\$20.00	HP 905 Series	\$40.00

 GRID. Office Supplies Inc. 6966 Lincoln Centre, Lexington, CA 95026 (408) 997 238 2330 Tax ID: 13-3829182	INVOICE Invoice No. 1000109 Date 19.09.2019 P.O. No. PO1000021																																
BILL TO Rhoda M. Glover 3236 Terry Lane Lexington																																	
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2. How much cashback will the customer receive if DOCUMENT 2 is submitted?

- A. \$20.00
- B. \$40.00
- C. Products are qualified but the submitted document is invalid.
- D. Products are not qualified and ineligible for any reward.
- E. Products are qualified, but customer exceeded maximum total purchase of 3 units.

 GRID. Office Supplies Inc. 6966 Lincoln Centre, Lexington, CA 95026 (408) 997 238 2330	<h1 style="margin: 0;">QUOTATION</h1>																
BILL TO Robert A. Griffin 3578 Vernon Street Mira Loma SHIP TO William M. Waltz 4720 McWhorter Rd. Mira Loma																	
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<i>Prices on this offer are valid until 01.10.2019. Contact sales to confirm purchase today.</i>																	

3. How much cashback will the customer receive if DOCUMENT 3 is submitted?

- A. \$20.00
- B. \$10.00
- C. Product is qualified but the submitted document is invalid.
- D. Product is not qualified and is ineligible for a reward.
- E. Product is qualified but customer exceeded maximum purchase of 3 units.

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4. How much cashback will the customer receive if DOCUMENT 4 is submitted?

- A. \$40.00
- B. Product is qualified but was not bundled with a qualified ink cartridge, making it ineligible.
- C. Product is qualified but the submitted document is invalid.
- D. \$10.00
- E. \$30.00

Loyalty and Rewards Program

For the next series of questions, refer to promotion mechanics below:

HP runs a loyalty promotion targeted to resellers of personal computing and printing devices globally. There are two types of loyalty promotions:

- **Points Program.** Customers earn and accumulate points for each purchase of a qualified HP laptop, PC, printer, or printing supplies. Customers may exchange points to redeem rewards like e-Vouchers, appliances, or even cash that is deposited directly into the customer's bank account.
- **Cash Program.** Customers earn and accumulate cash rewards for every purchase of a qualified HP product. The amount of cash awarded on each purchase increases while the total number of products purchased by the customer increases.

Points Program

Purchases of qualified products are awarded points in two (2) ways:

- Product belongs to a qualified product line (PL). This is also known as "Standard Points."
- Product number (SKU) is qualified. Additional points are awarded on top of the points already awarded to the purchase if the purchased product belongs to a qualified product line. This is also known as "Hot Offer Points."

Rules are mutually exclusive, meaning a purchase can be eligible for points due to

- the product line (PL) alone or
- product number (SKU) alone or
- both (combination of the two; The product belongs to a qualified PL and SKU is qualified for "Hot Offer" points.)

Refer to the lists of qualified product lines (PL) and product numbers (SKU) and their corresponding awardable points per unit purchased below:

Product Line (PL)	Description	Reward Per Unit
6U	Commercial Transactional Notebook	5
BO	Commercial Displays	5
9G	Consumer Accessories	1
2Q	LaserJet Legacy	1
GC	CISS	5
IK	MWS Transactional Volume	10
8N	Docking Stations	5

Product Number / SKU	Description	Reward per Unit
6B8U4AA	HP Travel 25L IGR 15.6 Laptop Backpack	3
3E5F9AA	Laptop Bag HP Rnw Business 14.1	2
4Z513AA	HP Prelude Pro 15.6 Laptop Backpack	3
865P3EA	ZF16G10A71355UKN01TNINCN16NNSa ALL	50
6N6E9AA	HP E24 G5 FHD MNTR	5
1X645A6	HP Prelude Pro Recycle Top Load BULK 12	2
865X1EA	ZF16G10A71355UKN01TNINCN32NNSa ALL	50
725J2EA	P440G10U71355UJN512NXNCN16NNSa ALL	5
7N3P3EA	HP Spectre x360Laptop16-f2000nv ALL	150
6N4E2AA	HP E27 G5 FHD MNTR	5
7Z511EA	OMEN 45L Gaming DT GT22-1005nv ALL	150
816F2EA	P450G10U51335UJN512NINCN16NNSa ALL	5
3A6F7AA	HP Z40c G3 WUHD Curved Display	5
72C71AA	HP USB-C G5 EsntlDk	10
9SR36AA	HP Wired 320MK combo	1

Table 1: Points Program Customer Purchases

SKU	Product Name	PL	Product Line Name	Quantity
72C71AA	HP USB-C G5 EsntlDk	8N	Docking Stations	1
F2B56AA	HP USB External DVDRW Drive	P8	Commercial Commodity	2
L0S70AE	HP 953XL Black Original Ink Cartridge	1N	InkJet Home Supplies	1
6N4E2AA	HP E27 G5 FHD MNTR	BO	Commercial Displays	1
725J2EA	P440G10U71355UJN512NXNCN16NNSa ALL	6U	Commercial Transactional Notebook	1
F6U16AE	HP 953XL Cyan Original Ink Cartridge	1N	InkJet Home Supplies	1
865P3EA	ZF16G10A71355UKN01TNINCN16NNSa ALL	IK	MWS Transactional Volume	1
7KW75A	HP Color LaserJet Pro MFP M283fdw Prntr	2Q	LaserJet Legacy	2
4Z513AA	HP Prelude Pro 15.6 Laptop Backpack	9G	Consumer Other Peripherals	7
6ZC70AE	HP 963 CMYK Ink Cartridge 4-Pack	1N	InkJet Home Supplies	2
F6U16AE	HP 953XL Cyan Original Ink Cartridge	1N	InkJet Home Supplies	1
W2212A	HP 207A Ylw Original LaserJet Toner Crtg	GP	HPS LaserJet Non C-SKU Supplies	1
816F2EA	P450G10U51335UJN512NINCN16NNSa ALL	6U	Commercial Transactional Notebook	2
6N6E9AA	HP E24 G5 FHD MNTR	BO	Commercial Displays	4
W2211A	HP 207A Cyn Original LaserJet Toner Crtg	GP	HPS LaserJet Non C-SKU Supplies	1
W2212A	HP 207A Ylw Original LaserJet Toner Crtg	GP	HPS LaserJet Non C-SKU Supplies	2
W2213A	HP 207A Mgn Original LaserJet Toner Crtg	GP	HPS LaserJet Non C-SKU Supplies	1
4WF66A	HP Smart Tank 790 All-in-One Printer	GC	CISS	1
W1350A	HP 135A Blk LaserJet Toner Cartridge	GP	HPS LaserJet Non C-SKU Supplies	3
18H24AA	HP 230 WL Mouse+KB Combo	P9	Consumer Input and Pointing Devices	20
865X1EA	ZF16G10A71355UKN01TNINCN32NNSa ALL	IK	MWS Transactional Volume	1
F6U18AE	HP 953XL Yellow Original Ink Cartridge	1N	InkJet Home Supplies	2
W2210A	HP 207A Blk Original LaserJet Toner Crtg	GP	HPS LaserJet Non C-SKU Supplies	3

5. Given the table of qualified purchases (Table 1: Points Program Customer Purchases), calculate the expected number of points that can be awarded to the customer. How many points can be credited to the account?

6. How many points were awarded due to the purchased products belonging to a qualified product line (PL)?

7. How many points were awarded because the purchased product belongs to the list of qualified Product Numbers / SKUs?

Cash Program

The Cash Reward program rewards participants quarterly (every 3 months.) It has two (2) components: A *standard cash reward* and a *hot offer rewards* component. The total number of qualified units purchased within a period determines the eligible **standard cash reward** amount per unit that can be awarded for each qualified product purchased. A customer is eligible to earn more cash rewards per unit as the total number of units purchased within a quarter increase.

The total number of units purchased within a quarter determines the eligible **Standard Cash Reward** per unit that is applied to all purchases, regardless of the product line based on the table below (known as the reward grid)

Minimum total units purchased	Maximum total units purchased	Reward per unit (US\$)	Remarks / Example
0	3	0	A customer must purchase more than 3 units in a quarter to start earning rewards for each unit purchased.
4	9	4	A customer who purchased a total of 6 units during the quarter is eligible to earn \$4 per unit purchased, able to redeem \$24 at the end of the quarter.
10	19	7	A customer who purchased a total of 10 units during the quarter is eligible to earn \$7 per unit purchased, able to redeem \$70 at the end of the quarter.
20	49	10	A customer who purchased 49 qualified units during the quarter is eligible to earn \$10 per unit purchased, able to redeem \$490 at the end of the quarter.
50	51 or more	15	A customer who purchased 69 qualified units during the quarter is eligible to earn \$15 per unit purchased, able to redeem \$1,035 at the end of the quarter.

A purchased product qualifies for **Standard Cash Reward** if its product line (PL) belongs to the list as provided by promotion managers:

Product Line	Description
IK	MWS Transactional Volume
5U	Commercial Transaction Desktop L6
7F	Commercial Desktop PC Premium L6
DG	Commercial Transaction Desktop L10
GA	Commercial Desktop PC Premium L10
6U	Commercial Transactional Notebook
AN	Commercial Premium Notebooks
G7	Commercial Chromebooks
GC	CISS
4X	Scanners
C5	A4 LaserJet Enterprise
L6	A4 LaserJet Enterprise Low
GS	A3 LaserJet
IT	A3 Laser Quartz
8A	A4 LaserJet Standard
2Q	LaserJet Legacy
E4	Laser S-Print
L9	LaserJet Standard
LG	CTSS LaserJet

To encourage customers to buy specific models of some product lines, an additional **hot offer reward** bonus may be awarded for each purchased unit of a qualified model as identified by its product number or SKU which is included in the list of qualified product models as determined by promotion owners:

Additional **Hot Offer Reward** bonus is awarded for each purchase of a product that is included in the list of qualified model/product numbers (SKUs) below:

Product No. / SKU	Description	Fixed Reward Per Unit
869X3EA	MWS Transactional Volume	13
865N1EA	MWS Transactional Volume	15
869X4EA	MWS Transactional Volume	12
69Q70EA	MWS Transactional Volume	17
865M8EA	MWS Transactional Volume	15
62W65EA	Mobile Workstations Value	15
62X34EA	Mobile Workstations Value	10
62W70EA	Mobile Workstations Value	15
62X35EA	Mobile Workstations Value	16
2Z622F	HP LaserJet Pro MFP 4102dw	15
CZ993A	HP Officejet 200	16
CZ992A	HP Officejet 250	15
53N95B	HP OfficeJet Pro 9720e	35
537P6B	HP OfficeJet Pro 9730e	25

Example:

A customer purchased a total of 21 qualified products during the quarter, 3 of those were HP Officejet 250s (SKU CZ992A). Calculate the total cash reward amount that the customer will be eligible to redeem at the end of the quarter.

Solution:

Assuming that all 21 purchased units during the quarter belong to a qualified product line (PL) in the table above, each unit will be eligible for a \$10 cash reward.

$$21 \text{ [qualified units]} \times \$10 = \$210$$

Since 3 out of the 21 units purchased were Officejet 250s, customer is eligible for additional \$15 per unit for those products:

$$3 \text{ [HP Officejet 250] units} \times \$15 = \$45$$

To calculate the **total cash reward** amount that can be awarded to the customer's account, add the computed total **Standard Cash Rewards** with the total **Hot Offer Awards**.

$$\text{Total Cash Reward} = \text{Standard Cash Reward} + \text{Hot Offer Rewards}$$

By substitution:

$$\$255 = \$210 + \$45$$

Table 2: Cash Program Customer Purchases

Product SKU	Product Name	Product Line	Product Line Name	Quantity
1Y4D0AA	HP 235 WL Mse/KB Combo Brac	P7	Commercial Input and Pointing Devices	15
5TW10AA	HP USB-C Dock G5	8N	Docking Stations	1
1X645AA	HP Prelude Pro Recycle Top Load	NZ	Commercial Bags	5
1X645AA	HP Prelude Pro Recycle Top Load	NZ	Commercial Bags	5
J7B60AA	HP USB to Serial Port Adapter	NY	Commercial Hubs and Dongles	3
W1490X	HP 149X Blk LaserJet Toner Cartridge	GJ	A4 LaserJet Non C-SKU Supplies	1
859S9EA	E630G10U51335UJN512NINCY16NNSa ALL	6U	Commercial Transactional Notebook	1
967S9ET	P450G10U51335UJN512NINCN16NNSa ALL	6U	Commercial Transactional Notebook	1
967S9ET	P450G10U51335UJN512NINCN16NNSa ALL	6U	Commercial Transactional Notebook	3
967S9ET	P450G10U51335UJN512NINCN16NNSa ALL	6U	Commercial Transactional Notebook	3
816S5EA	P450G10U51335UJN512NINCN16NNJa ALL	6U	Commercial Transactional Notebook	1
817C1EA	H470G10U51335UJN512NXNCN16NNSa ALL	6U	Commercial Transactional Notebook	1
967S8ET	P450G10U71355UJN512NINCN16NNSa ALL	6U	Commercial Transactional Notebook	1
967S9ET	P450G10U51335UJN512NINCN16NNSa ALL	6U	Commercial Transactional Notebook	2
967S9ET	P450G10U51335UJN512NINCN16NNSa ALL	6U	Commercial Transactional Notebook	2
859Q8EA	P450G10U31315UJN256NINCN08NNSa ALL	6U	Commercial Transactional Notebook	1
4RA83F	HP Color LaserJet Pro MFP 4302dw Prntr	8A	A4 LaserJet Standard	1
2Z605F	HP LaserJet Pro 4002dn Printer	8A	A4 LaserJet Standard	1
2Z622F	HP LaserJet Pro MFP 4102dw Printer	8A	A4 LaserJet Standard	1
7KW72A	HP Color LaserJet Pro MFP M282nw Prntr	2Q	LaserJet Legacy	1
623T4ET	PM400G9eD/i513500T/512n/16J/Sf ALL	DG	Commercial Transaction Desktop L10	20

8. Given the table of purchases (Table 2: Cash Program Customer Purchases), for a customer during the period between 01-January 2020 to 31-March 2020, calculate the expected cash reward that can be awarded to the customer's account at the end of the quarter. How much cash can the customer redeem when the quarter ends?

9. What is the total fixed cash bonus awarded for the customer's qualified purchases?

10. Which purchased SKUs were awarded additional fixed cash bonus?