

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, Barangay 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 for 1621 | 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. xxxxxxxxxxxxxxxx
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#000-008-710-003
SN:261JP50J/MIN:16080910544070007
(02) 441-1401

HNE Invoice#: 10000

Date: 10/29/2017 8:36:36 PM
Salesman:
Reference No.

Bill To:
Address: BULACAN
Tel. No:
TIN:
TIN:
Attention to:
Bus. Style:

Return For:
Cust PO# :

| Qty | UM | DESCRIPTION | BRAND | PRICE | EXT. PRICE |
|-----|----------------|------------------|-------------|---------------|------------|
| 1 | UNT | DESKJET 3636 AIO | HP | 4,390.00 | 4,390.00 |
| | | CN65R3N3C9 | PW 1Y SW 1Y | | |
| | | | PRINCESS | | |
| 1 | Total QTY sold | | | Sub Total | 3,919.64 |
| | | | | VAT Amount | 470.36 |
| | | | | Receipt Total | 4,390.00 |
| | | | | Change | 0.00 |

Payment Mode:

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 | SHIP TO Rhoda M. Glover 3236 Terry Lane Lexington |

| QTY | DESCRIPTION | UNIT PRICE | AMOUNT |
|---------------------|--|------------|-----------------|
| 2 | G0V47A - HP ENVY 5540 ALL IN ONE | \$160.00 | \$330.00 |
| 1 | N9K02AA - HP 65 BLACK ORIGINAL | \$25.00 | \$25.00 |
| 1 | N9K01AA - HP 65 TRI-COLOR ORIGINAL INK | \$25.00 | \$25.00 |
| - NOTHING FOLLOWS - | | | |
| Sub Total | | | \$380.00 |
| Sales Tax (10%) | | | \$38.00 |
| Grand Total | | | \$418.00 |


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 | QUOTATION | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|---|-----------------|-----|-------------|------------|--------|---|------------------------------|----------|----------|---------------------|--|--|--|-----------|--|--|----------|-----------------|--|--|---------|--------------------|--|--|-----------------|
| | | Serial No. 1000239 Date 30.09.2019 P.O. No. PO1000123 | | | | | | | | | | | | | | | | | | | | | | | | | |
| BILL TO Robert A. Griffin 3578 Vernon Street Mira Loma | | SHIP TO William M. Waltz 4720 McWhorter Rd. Mira Loma | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>QTY</th> <th>DESCRIPTION</th> <th>UNIT PRICE</th> <th>AMOUNT</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>F5S28A - HP DESKJET 2130 Aio</td> <td>\$170.00</td> <td>\$170.00</td> </tr> <tr> <td colspan="4" style="text-align: center;">- NOTHING FOLLOWS -</td> </tr> <tr> <td colspan="3" style="text-align: right;">Sub Total</td> <td>\$170.00</td> </tr> <tr> <td colspan="3" style="text-align: right;">Sales Tax (10%)</td> <td>\$17.00</td> </tr> <tr> <td colspan="3" style="text-align: right;">Grand Total</td> <td>\$187.00</td> </tr> </tbody> </table> | | | | QTY | DESCRIPTION | UNIT PRICE | AMOUNT | 1 | F5S28A - HP DESKJET 2130 Aio | \$170.00 | \$170.00 | - NOTHING FOLLOWS - | | | | Sub Total | | | \$170.00 | Sales Tax (10%) | | | \$17.00 | Grand Total | | | \$187.00 |
| QTY | DESCRIPTION | UNIT PRICE | AMOUNT | | | | | | | | | | | | | | | | | | | | | | | | |
| 1 | F5S28A - HP DESKJET 2130 Aio | \$170.00 | \$170.00 | | | | | | | | | | | | | | | | | | | | | | | | |
| - NOTHING FOLLOWS - | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Sub Total | | | \$170.00 | | | | | | | | | | | | | | | | | | | | | | | | |
| Sales Tax (10%) | | | \$17.00 | | | | | | | | | | | | | | | | | | | | | | | | |
| Grand Total | | | \$187.00 | | | | | | | | | | | | | | | | | | | | | | | | |
| <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.

|  | GRID. Office Supplies Inc. 6966 Lincoln Centre, Lexington, CA 95026 (408) 997 238 2330 Tax ID: 13-3829182 | INVOICE | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|--|-----------------|----------------|---|---|---|-------------------------------------|----------|----------|---------------------|--|--|--|-----------|--|--|----------|-----------------|--|--|---------|--------------------|--|--|-----------------|
| | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Invoice No. 2320109 Date 02.09.2019 | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="0"> <tr> <td>BILL TO</td> <td>SHIP TO</td> </tr> <tr> <td>Rhoda M. Grover 3236 Terry Lane Lexington</td> <td>Rhoda M. Grover 3236 Terry Lane Lexington</td> </tr> </table> | | | BILL TO | SHIP TO | Rhoda M. Grover 3236 Terry Lane Lexington | Rhoda M. Grover 3236 Terry Lane Lexington | | | | | | | | | | | | | | | | | | | | |
| BILL TO | SHIP TO | | | | | | | | | | | | | | | | | | | | | | | | | |
| Rhoda M. Grover 3236 Terry Lane Lexington | Rhoda M. Grover 3236 Terry Lane Lexington | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>QTY</th> <th>DESCRIPTION</th> <th>UNIT PRICE</th> <th>AMOUNT</th> </tr> </thead> <tbody> <tr> <td>4</td> <td>T8W93A - HP DESKJET 3723 ALL-IN-ONE</td> <td>\$210.00</td> <td>\$840.00</td> </tr> <tr> <td colspan="4" style="text-align: center;">- NOTHING FOLLOWS -</td> </tr> <tr> <td colspan="3" style="text-align: right;">Sub Total</td> <td>\$840.00</td> </tr> <tr> <td colspan="3" style="text-align: right;">Sales Tax (10%)</td> <td>\$84.00</td> </tr> <tr> <td colspan="3" style="text-align: right;">Grand Total</td> <td>\$924.00</td> </tr> </tbody> </table> | | | QTY | DESCRIPTION | UNIT PRICE | AMOUNT | 4 | T8W93A - HP DESKJET 3723 ALL-IN-ONE | \$210.00 | \$840.00 | - NOTHING FOLLOWS - | | | | Sub Total | | | \$840.00 | Sales Tax (10%) | | | \$84.00 | Grand Total | | | \$924.00 |
| QTY | DESCRIPTION | UNIT PRICE | AMOUNT | | | | | | | | | | | | | | | | | | | | | | | |
| 4 | T8W93A - HP DESKJET 3723 ALL-IN-ONE | \$210.00 | \$840.00 | | | | | | | | | | | | | | | | | | | | | | | |
| - NOTHING FOLLOWS - | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Sub Total | | | \$840.00 | | | | | | | | | | | | | | | | | | | | | | | |
| Sales Tax (10%) | | | \$84.00 | | | | | | | | | | | | | | | | | | | | | | | |
| Grand Total | | | \$924.00 | | | | | | | | | | | | | | | | | | | | | | | |

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 EsntIDk | 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 EsntIDk | 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 Transaction 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?