

# Amazon Business

## Private Brands Discount

### Pilot Program



## Savings and benefits for Associated Account members

Save money on top-rated supplies across business-relevant categories. With the Amazon Business Private Brands Discount Pilot Program, participating Associated Account members can receive 10% off select Amazon private-label products. Enjoy less budgetary guesswork and a more stable purchasing plan without complicated contract negotiations.



### Wide selection

Explore our catalog of more than 2,000 eligible private-label products.



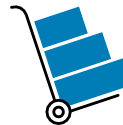
### Special savings

Save 10% or more on business essentials.



### Verified quality

Purchase products with an average rating of more than 4.2 stars.



### Predictable fulfillment

Shop from highly stocked inventory with flexible delivery options.

## Get started today

1

### Register as an Associated Account

Register or link your business account using instructions provided by your Lead Account.

2

### Shop from eligible private-label products

[Visit our storefront](#) to access eligible private-label products by category.

Visit us at [business.amazon.com](https://business.amazon.com) to learn more.

**amazon business**  
Reshape buying

## Amazon Business Private Brands Discount Program Terms and Conditions for Amazon Business Associated Accounts

“Lead Accounts” (e.g., franchisors, group purchasing organizations or other associations) and their “Associated Accounts” (customers that link their Amazon Business accounts with these Lead Accounts such as franchisees or members of group purchasing organizations) are eligible to participate in the Pilot (collectively, the Lead Account and its participating Associated Accounts, the “Participants”). Participants in the Pilot will receive discounted pricing on Select Amazon Private Brands Discounted Products<sup>1</sup> during the one-year period (“Pilot Period”) starting after the date the Lead Account agrees to participate in the Pilot. Discounted prices will be shown on the product detail page after the beginning of the Pilot Period, once the Lead Account has worked with its Amazon Business sales representative to enable the applicable policies in its and its Associates Accounts’ Amazon Business Accounts.

To participate in the Pilot, the aggregate spend of the Participants on Eligible Amazon Private Brands Products<sup>2</sup> (excluding taxes, shipping fees, and returns) during each quarter of the Pilot Period must be at or above the applicable Minimum Quarterly Spend amount shown in the table below. If the aggregate spend of the Participants drops below this annual run-rate commitment, the Participants may be removed from the Pilot. Purchases during the Pilot Period must be made through the Amazon Business Customer Account IDs of the Lead Account or its properly registered and linked Associated Accounts. By participating in the Pilot, Participants agree that each participating account may have visibility into aggregated spend data for these purposes. For the avoidance of doubt, any Associated Account linked to a Lead Account may opt out of participation in the Pilot at any time by providing notice to Amazon.

	Minimum Quarterly Spend	Spend %	Cumulative Spend	Cumulative Spend %
Month 1-3	\$7,500	15%	\$7,500	15%
Month 4-6	\$12,500	25%	\$20,00	40%
Month 7-9	\$15,000	30%	\$35,000	70%
Month 10-12	\$15,000	30%	\$50,000	100%
<b>Total</b>	<b>\$50,000</b>	<b>100%</b>	<b>\$50,000</b>	<b>100%</b>

The purchase of Eligible Amazon Private Brands Products and Select Amazon Private Brands Discounted Products by Participants is subject to availability at the time of purchase. Amazon has no obligation to sell, and Participants have no obligation to buy, these products. This email, the Pilot, and its terms are confidential information and, unless required by law, may not be disclosed to any third party without advance written approval from Amazon. If any Participant is required by law to disclose these terms or any information relating to this Pilot, Participant will give Amazon notice and an opportunity to redact any confidential information prior to disclosure. For the avoidance of doubt, the Pilot does not constitute a gift under any applicable law. Amazon is offering Participants the opportunity to participate in the Pilot without any expectation of payment or preference or benefit of any type now or in the future. By participating in the Pilot, Participants confirm that there are no federal, state, local or institutional ethics or procurement laws, regulations, or other rules that would restrict or prohibit their participation in the Pilot. The Pilot Period will automatically renew for 1-year terms unless the Lead Account provides written notice 30 days prior to the end of the current Pilot Period. Amazon may terminate the Pilot at any time. If the Pilot is terminated for any reason, any discounts previously received will remain, and Amazon will not seek reimbursement for such discounts. “Amazon” means Amazon.com Services LLC and its affiliates.

<sup>1</sup> “Select Amazon Private Brands Discounted Products” are all Amazon Private Brands products listed [HERE](#), which may be updated by Amazon from time to time.

<sup>2</sup> “Eligible Amazon Private Brands Products” are all products listed [HERE](#), which include the “Select Amazon Private Brands Discounted Products” and additional Amazon Private Brands Products, and may be updated by us from time to time. Product prices are determined at the time of purchase.