

Title	HMT-1 Owner Discount Program (2023OWN01)
Effective Dates	11 January 2023 to 31 March 2023
Eligible Customers	Current Owners of HMT-1 Devices
Eligible Resellers	RealWear Authorized Resellers at Gold, Silver and Registered levels.
Offer Overview	
To encourage end users to migrate their aging HMT-1 fleets to the RealWear Navigator™ 500 Series of devices, RealWear is pleased to offer a new program.	
During Q1 2023, customers may elect to decommission their HMT-1 devices and upgrade to a RealWear Navigator™ 500 Series device covered by a Service & Support Pack (SSP) at 20% to 25% off.	



The Offer

RealWear HMT-1 owners qualify for up to a 25% discount when they trade up to a RealWear Navigator 500 Series device and add a Service & Support Plan (SSP). End users must purchase from an RealWear Authorized Reseller only.

Model (SKU)	RealWear Navigator 500 (121031)			RealWear Navigator 520 (127128)		
Device MSRP	\$2,300			\$2,700		
SSP Coverage Term (SKU)	12 Months (SSP-12)	24 Months (SSP-24)	36 Months (SSP-36)	12 Months (SSP-12)	24 Months (SSP-24)	36 Months (SSP-36)
SSP MSRP	\$336	\$600	\$792	\$336	\$600	\$792
Total (Device with SSP MSRP)	\$2,636	\$2,900	\$3,092	\$3,036	\$3,300	\$3,492
End User Promotional Discount	(\$644)			(\$756)		
Promo Price	\$1,992	\$2,256	\$2,448	\$2,280	\$2,544	\$2,736
End User Approximate Savings	24%	22%	21%	25%	23%	22%

All values listed in US Dollars.

The Process

1. Customer contacts reseller to purchase devices via the program.
2. Customer supplies existing HMT-1 device serial numbers to reseller.
3. Reseller submits a request form via the RealWear Partner Portal. Reseller has the option to supply serial numbers in the submission form.
4. RealWear Channel Team reviews and approves eligible requests.
5. Automated email from Owen Loughrey notifies distributor and reseller of the approval.
6. Reseller orders devices and Service & Support Packs at discount from distributor. Usual reseller tier discount should apply to the offer price.
7. Distributor collects existing HMT-1 device serial numbers at the time of order. Distributor must collect one serial number for each device and SSP ordered at a discount.
8. RealWear decommissions the old HMT-1 devices remotely approximately 30 days following shipment.

Offer Overview

Terms & Conditions

- This offer is not combinable with the NFR Program.
- This offer is combinable with Deal Registration.
- RealWear reserves the right to modify or cancel this promotion at any time.