

**BMW  
GROUP**



# CORPORATE SALES PROGRAM

April 10, 2019

**PLEASE DISREGARD THE PREVIOUS NOTIFICATION SENT AT 10AM EDT AND REVIEW THE CHANGES HIGHLIGHTED BELOW. WE APOLOGIZE FOR THE INCONVENIENCE AND APPRECIATE YOUR UNDERSTANDING:**

Dear Jamey Wagner,

In January of this year, we had notified you of some changes in the structure of our BMW Group Corporate Sales Program. Within the last few months, we have assessed the program and are pleased to announce a few updates which are now available to your employees.

#### **New \$10,000 i3 Incentive**

As of April 2, our \$10,000 i3 Incentive is available for employees who plan to Cash purchase with their own source of funding or Finance through BMW Financial Services, LLC.

#### **Incentive Exclusions and Limitations**

Certain models are not eligible for Corporate Sales Program incentives. Posted incentives are usually valid for the current month and will be updated accordingly for the next sales month. Since the relaunch of the program, leasing and financing through BMW/MINI Financial Services has been available to your employees.

**We have now added a Cash Purchase option to the program allowing The Regents of the University of California's employees to use their own source of funding when purchasing a new BMW or MINI.**

#### **Subsidiaries are now eligible**

We are pleased to announce that we are now including subsidiaries. If your benefit platform is utilized to communicate to employees of your subsidiaries, please send us a list of the respective companies associated with The Regents of the University of California, so we can add these subsidiaries to our database.

Subsidiaries that use a standalone benefit portal should separately enroll into BMW Group Corporate Sales Program. Please reach out to us for eligibility and enrollment criteria.

**If this is the first communication regarding the update of the BMW Group Corporate Sales Program that you have received, please reference the information below for a summary of program changes and a request to update your benefit portal.**

#### **Certificate Redemption Process**

As a reminder, all of your employees should utilize the following link to view the current monthly incentives, model availability, restrictions, and Terms and Conditions. This link also serves as the signup form for employees to enter their information and redeem a customized certificate:

<https://form.jotform.com/83125576463158>

Employees are required to enter in their company name, **The Regents of the University of California or "NEPP3616"** in the CSP Account # field in the "Company Information" section. This link will also replace the website [www.bmwgroupfleet.com](http://www.bmwgroupfleet.com) and will hold all details regarding this program. Upon submission, a customized certificate will be sent to the email address provided and can be redeemed at any authorized BMW or MINI dealer in the US:



The Regents of the University of California's old incentive certificate ("Customer Information Form") that is currently available on your benefits

portal is no longer valid and should be removed from the platform.

**Please let us know if you're not able to support this new process and cannot make the above link as well as your IEPP/NEPP number available to your employee base.**

#### **New Eligibility**

The BMW Group Corporate Sales Program was established to offer special incentives to employees of US-based corporations. We would like to realign our program to fully serve this purpose. Therefore, incentives will only be available to your direct employees. Retirees and immediate family members are no longer eligible.

#### **Updated Proof of Eligibility**

As of January 3, 2019, we will also limit what is considered acceptable proof of eligibility. To redeem the BMW Group Corporate Sales Incentive, your employees must produce a current paystub from within the last 30 days. Employee ID cards, business cards, W2s, etc. are no longer permissible.

We continue to value our partnership and highly appreciate your patience as we work to refine the BMW Group Corporate Sales Program for your employees.

For your convenience, we have attached a brochure that can be used as an additional form of communication to your employees.

Please do not hesitate to reach out to us with questions, concerns or suggestions at [BMWGroupFleet@bmwna.com](mailto:BMWGroupFleet@bmwna.com).

Kind regards,

The BMW Group Corporate Sales Team

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