



## Success Group International

## 2018 & 2019 Success Group International (SGI) National Vehicle Purchase Program

Allowances will only be paid on eligible vehicles purchased or leased by your company for use in your operation.

Please ensure that your NNA (Nissan North America) Fleet Certification Code: #B66836, is placed on all orders for your fleet. All vehicles must be ordered through NNA Fleet Distribution under SGI's NNA Fleet Certification Code #B66836.

| Eligible Vehicle Lines     | Model Year  | Amount off Invoice                      | Model Year  | Amount off Invoice            |
|----------------------------|-------------|---|-------------|-------------------------------|
| Versa Note (excludes S)    | 2018        | \$3,250<br>Does Not Exclude S           | 2019        | \$3,150<br>Does Not Exclude S |
| Versa Sdn (excludes S)     | 2018        | \$3,250                                 | 2019        | \$3,150                       |
| Sentra                     | 2018        | \$3,250                                 | 2019        | \$3,250                       |
| Altima (excludes 2.5 base) | 2018        | \$5,000<br>Does Not Exclude<br>2.5 Base | 2019        | \$3,150                       |
| Maxima                     | 2018        | \$5,250                                 | 2019        | \$5,150                       |
| Leaf                       | 2018        | \$6,000                                 | 2019        | \$3,000                       |
| 370Z Cpe/Rd                | 2018        | \$4,000                                 | 2019        | \$3,750                       |
| Frontier                   | 2018        | \$4,750                                 | 2019        | \$4,400                       |
| Titan                      | 2018        | \$7,500                                 | 2019        | \$7,400<br>XD SC, KC & XD CC  |
| Pathfinder                 | 2018        | \$5,500                                 | 2019        | \$5,650                       |
| Armada                     | 2018        | \$5,500                                 | 2019        | \$5,400                       |
| Kicks                      | 2018        | --                                      | 2019        | \$2,400                       |
| Rogue (excludes HEV)       |             | \$4,500                                 | 2019        | \$4,400                       |
| Rogue Sport                | 2018        | \$3,500                                 | 2019        | \$3,250                       |
| Murano                     | 2018        | \$5,000                                 | 2019        | \$5,150                       |
|                            |             |   |             |                               |
| <b>Commercial Vans</b>     |             |   |             |                               |
| <b>NV + CIP*</b>           | <b>2018</b> | <b>\$4,250</b>                          | <b>2019</b> | <b>\$4,250</b>                |
| <b>NV + non-CIP**</b>      | <b>2018</b> | <b>\$4,950</b>                          | <b>2019</b> | <b>\$4,950</b>                |
| <b>NVP + CIP*</b>          |             | <b>\$4,500</b>                          | <b>2019</b> | <b>\$4,500</b>                |
| <b>NVP + non-CIP**</b>     | <b>2018</b> | <b>\$4,800</b>                          | <b>2019</b> | <b>\$4,800</b>                |
| <b>NV200 + CIP*</b>        | <b>2018</b> | <b>\$4,500</b>                          | <b>2019</b> | <b>\$4,500</b>                |
| <b>NV200 + non-CIP**</b>   | <b>2018</b> | <b>\$4,750</b>                          | <b>2019</b> | <b>\$4,750</b>                |
| <b>Infiniti</b>            |             |   | <b>2019</b> |                               |
| Q50                        | 2018        | \$6,000                                 | 2019        | \$5,500                       |
| Q60                        | 2018        | \$6,000                                 | 2019        | \$5,500                       |
| Q70                        | 2018        | \$9,500                                 | 2019        | \$8,500                       |
| QX30                       | 2018        | \$6,500                                 | 2019        | \$6,000                       |
| QX50                       | 2018        | --                                      | 2019        | \$3,500                       |
| QX60                       | 2018        | \$7,000                                 | 2019        | \$6,500                       |
|                            |             |   |             |                               |
| QX80                       | 2018        | \$10,500                                | 2019        | \$9,500                       |

**\*CIP: Commercial Incentive Program choice of NCV Graphics or Commercial Upfit Packages**

**\*\*Please note the CIP amount will be paid. If a package is not selected, the additional non-CIP amount will pay separately.**

## **SECTION 1 – INCENTIVES**

- 1) MY17 commercial incentives will be offered to parent company and approved U.S. fleet.
- 2) The incentives identified above encompass all fleet funds available and cannot be combined with any other fleet programs.
- 3) All fleet incentives will be paid on out-of-stock purchases as long as the authorized dealer reports the sale(s) using "Type 2 – Fleet Sale" or "Type D – Fleetail" only. Nissan will not intervene in any out-of-stock disputes. Any vehicles delivered incorrectly or as retail will not be eligible for payment of any Nissan fleet incentives.

## **SECTION 2 - PRICING**

- 1) SGI will be price protected for MY17 introductory pricing based upon the models indicated on this Agreement for fleet ordered units only. Price Protection is provided for MY17 vehicles at MY17 introductory pricing. Price protection pertains to ordered units only, excludes dealer out-of-stock purchases, and applies to specific vehicles identified as receiving Nissan incentives. Price protection excludes destination and handling, vehicle price increases made necessary due to equipment adjustments, government-mandated equipment and emission changes, state warranty recovery charges, optional equipment made standard, mid-cycle enhancements, and vehicle design changes.
- 2) In the event that NNA chooses to lower vehicle pricing, NNA reserves the right to adjust or eliminate any and all incentives on affected vehicles to equalize pricing.
- 3) No model year to model year price assurance will be available from NNA for the vehicles ordered.
- 4) Modification costs shall be negotiated solely between dealer and Service Provider. Payment for Modifications and shipping costs of vehicles with Modifications ("Modified Vehicles") shall be arranged between dealer and Service Provider. Ownership of Modifications shall transfer from Service Provider to dealer customer upon delivery of Modified Vehicles to customer's invoicing dealer. If ship-through upfits are ordered through NNA Fleet using the Z98 ship-through code, a \$150 ship-through charge will appear on the invoice.

## **SECTION 3 - ORDERING**

- 1) SGI agrees to keep sedan vehicles in service for a minimum of six (6) months; truck and sport utility vehicles (SUV) in service a minimum of four (4) months; and Nissan Commercial Van (NV) vehicles in service a minimum of six (6) months.
- 2) All vehicles are sold on a first order basis and NNA accepts no responsibility for orders that cannot be filled due to a lack of vehicle availability or other ordering constraints.
- 3) To ensure the accurate tracking of orders and proper timely payment of NNA incentive allowances, the use of NNA Fleet Certification codes are required on all orders.
- 4) Upon receipt of required certification documents a NNA Fleet Certification code will be generated for SGI **#B66836**.
- 5) SGI members are limited to United States locations and are required to:
  - Provide proof of SGI association
  - Complete a NNA Fleet Certification application with Tax ID and parent company's certification number listed (and assignment letter, if desired)
  - Submit a NNA Fleet Certification code to order from NNA Fleet or purchase out of dealer inventory
- 6) **To ensure proper payment of incentives, all vehicles must be ordered through NNA Fleet Distribution under SGI's NNA Fleet Certification Code: #B66836. Any vehicles purchased out of stock directly from dealer inventory not ordered through NNA Fleet Distribution must be reported by the dealer in the delivery system as a RDR "Fleet Type 2" or "Fleetail Type D" sale in order to receive NNA incentives.**
- 7) No US fleet vehicles may be exported to foreign countries outside of the United States.

#### **SECTION 4 - Electric Vehicles ("EV")**

- 1) All Electric Vehicle ("EV") vehicle orders must be ordered and delivered through an authorized Nissan EV dealership.
- 2) NNA has formed partnerships with various cities and states to develop public infrastructure for EV charging stations, but cannot guarantee availability as they are subject to federal, state and local municipality laws and regulations.

#### **SECTION 5 - NV COMMERCIAL PROGRAM**

- 1) NV cargo vans and NV passenger vans will only be available to be sold and serviced at authorized U.S. Nissan Commercial Vehicles (NCV) dealerships. NV200 vans can be sold and serviced at all authorized Nissan dealers.
- 2) The Commercial Incentive Program ("CIP") allows Nissan Commercial Van customers to choose one of two CIP options, either a no-charge upfit or a graphics package. Selecting a CIP option is done by the dealer through the NCV dealer portal. NNA has a dedicated section for CIP where NV dealers can enter a NV VIN and select the desired CIP option.

If your Dealer has any questions regarding this Agreement please contact:

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