



RESELLER CHANNEL

Kyocera's **Key Industry Segments (KIS)** Program is designed to help you boost sales and gain customers by providing competitive pricing to industry segments.

How do I process a KIS order?

1. Contact your distributor for special pricing or your local Kyocera Distribution Manager
2. They will check that the customer industry code (SIC code)* falls in the eligible verticals
3. **Remember to include** the end user's PO **and** your order form to your distribution provider

*SIC code - Segment Industry Code

Based on the latest industry market research, Kyocera's eligible Key Industry Segments offer increased opportunities to help you sell into these growing industry segments.

When selling Kyocera products to eligible KIS accounts, you qualify for even better pricing!

Government | Education | Medical
Legal | Finance | Mining
Construction | Transport | Tourism

**KIS
Program**

Contact your Distribution Partner or your Kyocera Distribution Manager for full terms and conditions.

EXAMPLES OF KEY INDUSTRY SEGEMENTS

<p>Government:</p> <p>Churches Courts Customs Water supply Electricity distribution Electricity generation Electricity retailing Gas distribution Libraries National Parks Solar electricity generation Sporting Bodies Town Planner</p> <p>Transport:</p> <p>Furniture removal service Road freight transport service Road vehicle towing Taxi truck service Bus transport service, Hire car service (with driver) Road passenger transport Taxi service Rail freight transport service Ship freight management Boat charter Air freight transport service Air passenger service Aircraft charter Service Charter fishing boat Tour operations</p>	<p>Education:</p> <p>Colleges High Schools Performing Arts Schools Pre Schools Primary Schools Special Schools Sports Coaching TAFE Tutoring University</p> <p>Finance:</p> <p>Building Societies Credit Unions Fund Managers General Insurance Health Funds Insurance Broker Investment Houses Life Insurance Merchant Banks Retail Banking Stock brokers Super funds Financial Advisors Accounting service Auditing service Bookkeeping service Tax agent service Collection agency operation</p>	<p>Medical:</p> <p>Blood Bank Child Care Centre Chiropractic Councillor Dentists GP's Hospital Nursing Nursing Home Optometrist Pathology Pharmacies Physiotherapy Psychiatric Hospital Respite Care Hospital Specialist</p> <p>Tourism:</p> <p>Caravan park operation Holiday house operation Hotel/Motel operation Resort operation Serviced apartments Cafe operation Restaurant operation Catering service operation Hotel bar operation Amusement arcade or centre Theme park operation Outdoor adventure operation Recreational activity</p>	<p>Mining:</p> <p>Coal Mining Mineral exploration Mining General Natural gas exploration Oil and gas field support Oil Mining Surveyors</p> <p>Legal:</p> <p>Advocate service Barrister service Conveyancing service Legal aid service Legal service Notary service Patent attorney service Solicitor service Title-searching service</p> <p>Construction:</p> <p>Architectural, Engineering and Technical Services Concrete work or construction Engineers General Construction Land subdivision or development Domestic Construction Commercial Construction Civil Construction</p>
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AND MANY MORE!

