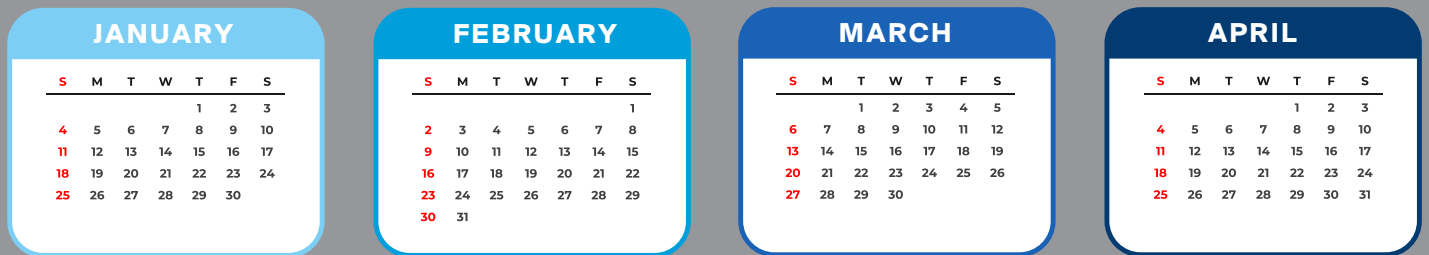


# Program Order

## LUCE PLAN QTR1

until 28/02



- Program Orders of net amount of € 5.000 to € 10.000 **Extra 5% discount**
- Program Orders of net amount of € 10.001 to € 20.000 **Extra 8% discount**
- Program Orders of net amount of € 20.001 to € 30.000 **Extra 10% discount**

Program Orders can be modified by max. 10% of the value of the total amount and/or quantities indicated.

**Transport and payment:** standard customer conditions.

They will not be valid if the products indicated therein correspond to those contained in a Project Report previously received from a third party.

Program Orders will be aligned with the price list in force on the date of the corresponding QTR.

**Status:** all

**Macrochannel:** all

# PROGRAM ORDERS

## The planning is everything!

The ability to project one's own needs into the future and calculate their cadence, is essential for all those, whose work is more cyclical and regular, with a clientele to serve that needs absolute trustworthiness in handling constant demands and reliability in handling constant needs.

An efficient system of Program Orders from which everyone benefits:

- **LUCEPLAN:** simplification from the point of view of purchasing and management with skilfuland rigorous medium-to long-term planning.
- Our **SUPPLIERS:** increased efficiency in business processes by having the time to carefully examine all the micro-processes and all the figures that in the order ecosystem.
- The **RETAILER:** Saving time, money and work. Why? Because, for those who are in a position to do so, program orders are extremely convenient: those who know that they will always consume, for example, 1,000 pieces of Costanza over the course of the year and need 100 pieces per month, have the economic advantage of buying them all at once, lowering the price of the individual component, but at the same time, with Program Orders, they do not have to allocate a considerable part of their warehouse and staff to managing that volume of pieces. In addition to this, the regular expiry of Program Orders allows you to dedicate minimal resources to receiving the material, knowing that it will always arrive on the agreed date, and to act as if you already had it in stock. This saves time, money and work.
- For the **END COSTUMER** it is a situation that allows for a regular and cadenced supply, with greater certainty of delivery and quality.