"Map To Success" Campaign
25 Aug – 28 Dec 2007

Microsoft | Partner Program

MAP TO SUCCESS

Plot Your Course Together on the Map to Success

Register Now
You can enjoy the benefits of all the programs under one simple registration!

Gain Access to Upgrade and New Business Opportunities! Brand new partner and customer offers to help you quickly go after desktop and infrastructure upgrade opportunities, and to prepare your customers on future technologies that will be debuted in the coming year. Win with Microsoft® to maximize your potential revenue growth.

First Customer Program

Build and re-activate your customer base – sell the first units of Microsoft Office and re-visit later for full-scale upgrade!

2007 Microsoft Office system
(Small Business, Standard, Professional, Professional Plus or Enterprise Edition)

Partner offer

HK$500 or 3% partner incentive per customer for order equals to or more than 3 units.
only eligible to approved pipeline

Customer Offer

Get HK$300 shopping coupon or 2007 Microsoft Office system Basic User Training x 2 seats per customer for order equals to or more than 3 units #

Pricing Level:
OPEN License (L) / OPEN License & Software Assurance (L & SA) / OPEN Software Assurance (SA) / OPEN Value (OV) – (for Partner offer)
OPEN License (L) / OPEN License & Software Assurance (L & SA) / OPEN Software Assurance (SA) / OPEN Value (OV)/Select – (for Customer offer)

First Annuity Program

Build long term relationship and constant revenue stream with your customers – let them experience the benefits of Software Assurance!

Microsoft Windows Server® 2003 with Software Assurance

Partner offer

10% partner incentive*
-- only eligible to approved pipeline

Customer Offer

HK$500 shopping coupon for windows senver 2003+CAL Purchase>HK$10,000 (ERP)#

Forefront™ Security for Client

Partner offer

10% partner incentive*
-- only eligible to approved pipeline

Pricing Level:
OPEN License & Software Assurance (L & SA) / OPEN Software Assurance (SA) / OPEN Value (OV) – (for Partner offer)
OPEN License & Software Assurance (L & SA) / OPEN Software Assurance (SA) / OPEN Value (OV) / Select – (for Customer offer)

Other additional partner and customer offers to help you capture upgrade and new business opportunities:

	Product	Partner offer	Pricing Level for Partner offer	Customer Offer	Pricing Level for Customer Offer
First Customer Program	Microsoft Windows Server 2003 (Standard and Advanced Edition)	3% partner incentive* only eligible to approved pipeline must include at least one server in the order	OPEN License (L)	Get HK$500 shopping coupon for Windows Server 2003+CAL Purchase > HK$10,000 (ERP) # must include at least one Windows Server in the order	OPEN License (L) / OPEN License & Software Assurance (L & SA) / OPEN Software Assurance (SA) / OPEN Value (OV) / Select
	Microsoft Exchange Server 2007 (Standard and Enterprise Edition)		OPEN License (L) / OPEN License & Software Assurance (L & SA) / OPEN Software Assurance (SA) / OPEN Value (OV)	Free one HTC phone for any purchase of Exchange Server + CAL /Windows Server + CAL/ Office Communication Server + CAL over HK$40,000 (ERP) # must include at least one Exchange Server in the order	
	Microsoft SQL Server™ 2005 (Standard and Enterprise Edition)			Get HK$500 shopping coupon for SQL Server 2005 +CAL Purchase > HK$10,000 (ERP) or Get HK$1000 shopping coupon for SQL Server 2005 +CAL Purchase > HK$50,000 (ERP) # must include at least one SQL Server in the order	
	Office Ready	N/A	N/A	Get 2007 Microsoft Office System Basic User Training x 2 seats per customer for order more than or equal to 3 units	OEM, FPP
	Windows Small Business Server 2003 R2 (Standard and Premium Edition)	HK$800 for second unit sold (Jul - Sept)	OPEN License, FPP	Free 3 hours workshop on Work Anytime & Anywhere by SBS x 1 seat per customer (worth HK$4,000)	OPEN License, OEM, FPP
First Annuity Program	Visual Studio® Professional with MSDN Professional/Visual Studio with MSDN Premium	10% partner incentive* only eligible to approved pipeline (invalid to Visual Studio SA only order)	OPEN License & Software Assurance (L & SA) / OPEN Value (OV)	N/A	OPEN License & Software Assurance (L & SA) / OPEN Value (OV) / Select

Remarks :
1. *Partner is required to win the pipeline in order to enjoy the partner offer
2. #Each customer is only entitiled to redeem Customer Offer ONCE under the campaign within the campaign period.
3. All programs excluding Acadamic, Charity and Government License.
4. CAL only order is not eligible for both partner and customer offer.
5. HK$500 Partner salesman incentive for 2007 Microsoft Office system order will be paid thru Distributors after the campaign period in Jan, 08.
6. 3% Partner incentive for order in First Customer program will be paid Upfront by Distributors.
7. 10% Partner incentive for order in First Annuity Program will be paid upfront for Windows Server 2003 and redemption for Visual Studio and Forefront order.