



Subject : Lenovo 3000 – 3000Y Dhoom

Ref # Pricelink# 2007033
01-02-2007

To : Business Partner
From : Ravi Gulati

Dear Business Partner,

The excitement on Lenovo 3000Y Series continues and to make it even more exciting we present “3000Y Dhoom”. Under this program the partners needs to achieve the slab as per the table given below.

Base Payout

Lenovo 3000	Amount Per Unit
Lenovo Y Series	500

Table

Slabs			Multiplier Table
A & B Cities	C & D Cities	Rest of Country	
1-30	1-15	1-5	1
31-50	16-30	6-15	1.3
51-90	31-55	16-35	1.6
>91	>56	>36	2

Kicker:

- 1) Additional Incentive of Rs 750 Per unit on 77616AQ/ 776127Q and 7759 1AQ in every slab.
- 2) All purchases made between 1st to 14th Feb shall qualify for an additional kicker of Rs. 250 per Unit in all the slabs on purchases made till 14th Feb07.

Qualifying Mobile Models

All models of Y Series (except 77611AQ/ 776122Q).

On purchase of every 77611AQ/ 776122Q the partner gets an Incentive of Only Rs. 500 per Unit. It shall not qualify for the multiplier table or Kicker payout but shall be counted for the target achievement.

For any further clarification kindly contact the Undersigned.

Happy Selling

Regards,

Ravi Gulati
Brand Manager –Consumer
ragulati@in.lenovo.com



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computer for
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Promotion No	: Promo Pricelink-2007033
Validity	01.02.2007 to 28.02.2007
Rebates	As per Table Above

Terms and Condition

1. All mobiles have to be bought during the program period.
2. **Machines purchased outside the program period shall not qualify for the scheme.**
3. The sell out qty shall be net of return if any.
4. The program is applicable for Products mentioned in the Program.
5. All payments will be subject to Income tax guidelines. The product revenue will include product billed net revenue excluding tax.
6. In case of any dispute (including but not limited to disputes regarding reward accruals and in matters relating to application or interpretation of the conditions of this program), it will be resolved with full cooperation of the Business Partner and the decision of Lenovo will be final and binding on all concerned parties. Lenovo reserves the right to amend, modify or withdraw the program at any point in time without prior notice.
7. **Sell out not reported by Distributor in their DSR shall not qualify for the Scheme**

At the end of the program you are requested to file the claim with Mr. B.S.Srinath, Finance, Lenovo India Limited, Embassy Golf Links Business Park, 2nd Floor, Fair Wind No 10/3, Koramangala Intermediate Ring Road, Bangalore - 560071 with the following:

1. A copy of this program letter
2. Invoice copies of Purchases made during the program period for the products mentioned in the program for the Distributor,
3. Debit Note should be raised on "Lenovo (India) Pvt. Ltd."

Please note that the *last* date for the receipt of claims to reach Finance is 20th March 2007. Claims received *incomplete* or *after* this date will not be accepted for processing and rejected.