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New
Thinking.



Subject : April Hungama Offer + 8922A12 April Offer

**Ref # Pricelink# 2007185
13-04-2007**

**To : Business Partners
From : Anand Subramaniam**

Dear Business Partner,

We are pleased to announce two programs for the month of April for Lenovo 3000 & TP series notebooks:

- a) April Hungama offer
- b) 8922A12 MONTHLY OFFER.

Details in following pages.

Happy Selling

Anand Subramaniam

“April Hungama Offer”

Lenovo 3000 Models			
	Buy 1-4 units/month	Buy 5-10 units/month	Buy 11+ units/month
0768A56	Rs 500/unit	Rs 1000/unit	Rs 1200/unit
0768GZQ	Rs 750/unit	Rs 1000/unit	Rs 1250/unit
0689AQ1	Rs 300/unit	Rs 500/unit	Rs 750/unit
0689AQ2	Rs 500/unit	Rs 750/unit	Rs 1000/unit
ThinkPad Models			
	Buy 1-4 units/month	Buy 5-10 units/month	Buy 11+ units/month
9458A12	Rs 700/unit	Rs 1000/unit	Rs 1250/unit
9458A13	Rs 700/unit	Rs 1000/unit	Rs 1250/unit
17024EA	Rs 1000/unit	Rs 1500/unit	Rs 2000/unit
1954A16	Rs 1000/unit	Rs 1500/unit	Rs 2000/unit

To qualify for the Payout, the slab quantity has to be achieved for respective Product line.

April Hungama Offer IS VALID ONLY FOR THE BELOW MENTIONED PART NOS:

- a) 0768A56
- b) 0768GZQ
- c) 0689AQ1
- d) 0689AQ2
- e) 9458A12
- f) 9458A13
- g) 17024EA
- h) 1954a16

Example :

Buy in Details:

Lenovo 3000 : 4 units of 0768a56
7 units of 0689AQ2

ThinkPad : 3 units of 17024EA
3 units of 1954A16

Total number of units purchased for Lenovo 3000 in a month : 11 units hence Qualifies for Slab 11+ payout

Total number of units purchased for ThinkPad in a month : 6units hence Qualifies for Slab 5-10 payout

Payout as per total achievement:

For Lenovo 3000 : 0768A56: 4 UNITS * Rs 1200/unit = Rs 4800
0689AQ2 : 7 UNITS* Rs 1000/unit = Rs 7000

Total : Rs 11800

For ThinkPad : 3units of 17024EA X Rs 1500/unit = Rs 4500/-
3units of 1954A16 X Rs 1500/unit = Rs 4500/-
= Rs 9000/-

Total Payout : Rs 20800/-

8922a12 April Offer

We are pleased to announce a special 8922a12 April offer.

	8922A12
Buy single unit	Rs 200/unit

- On purchase of every unit you are entitled for Rs 200/unit.

TERMS AND CONDITIONS

1. “ **April Hungama Offer** ” + “ **8922A12 April offer** ” rebate is payable on achieving specified targets as described above in the program letter.
2. Rebate eligibility will be on Total Revenue (all billing between 1st April 2007 to 30th April 2007)
3. The program is applicable for the part nos listed in the program letter only. Other part nos. are not eligible for earning points under the scheme.
4. All payments will be subject to Income tax guidelines. The product revenue will include product billed net revenue excluding tax.
5. 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.
6. Only Full Duty (Rupee Billing) Shall be eligible for the “ **April Hungama Offer** ” + “ **8922A12 April offer** ” scheme.
7. All purchases made with “ No Back End or Restricted Back End “ clause which we may issue based on specific competitive situation will NOT be eligible for any payout under this scheme
8. Only billing from Lenovo authorized distributors will be considered. The details of the distributor are given in annexure A.
9. This program is open only to Registered Business Partner . The Registered Business Partner to file claim directly with Lenovo
10. Purchases not reported in Disti DSR shall not eligible for rebate under this programe.

At the end of the program you are requested to file the claim with Mr. Srinath, Finance, Lenovo India Limited, [Embassy Golf Links Business Park, 2nd Floor, Fair Wind, No 10/3, Challaghatta Village, Varthur Hobli, Bangalore-560071](#) with the following

:

1. A copy of this program letter
2. Summary of Part nos. and quantities purchased with the invoice value, Distributor invoice nos., invoice date with calculation of claim
3. Debit Note
4. Distributor Invoice Copies

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

Annexure A

<u>Distributors</u>	<u>Original Structure – FY 2006 07</u>	<u>Special Approved Territories for March- April 07</u>	<u>Special Approved Territories for May-June 07</u>
Ingram Micro India Pvt Ltd	<p>Lenovo 3000 Series Maharashtra, Gujarat, Daman & Diu, New Delhi, Ghaziabad, Faridabad, Gurgaon, Noida, West Bengal, Orissa, Jamshedpur, Bihar, Sikkim, Assam, Meghalaya, Manipur, Mizoram, Tripura, Arunachal Pradesh, Nagaland,</p> <p>ThinkCenter & ThinkPad Nationally</p>	<p>TamilNadu, Kerala, Up country Andhra Pradesh, Chhatisgarh,Pondicherry,Urban & Rural Bangalore, Rajasthan</p>	<p>Lenovo 3000 Series Maharashtra, Gujarat, Daman & Diu, New Delhi, Ghaziabad, Faridabad, Gurgaon, Noida, West Bengal, Orissa, Jamshedpur, Bihar, Sikkim, Assam, Meghalaya, Manipur, Mizoram, Tripura, Arunachal Pradesh, Nagaland</p> <p>TamilNadu, Kerala, Up country Andhra Pradesh, Chhatisgarh,Rajasthan,Goa,Pondicherry</p> <p>ThinkCenter & ThinkPad Nationally</p>
Redington India Pvt Ltd	<p>Lenovo 3000 Series Karnataka, Andhra Pradesh, Goa, Kerala, Tamil Nadu, Pondicherry,</p> <p>ThinkCenter & ThinkPad Nationally</p>	<p>Madhya Pradesh, Assam, Meghalaya, Manipur, Mizoram, Tripura, Arunachal Pradesh, Nagaland, Bihar, Jharkhand, Maharashtra</p>	<p>Lenovo 3000 Series Karnataka, Andhra Pradesh, Goa, Kerala, Tamil Nadu, Pondicherry,</p> <p>Madhya Pradesh, Sikkim, Assam, Meghalaya, Manipur, Mizoram, Tripura, Arunachal Pradesh, Nagaland, Bihar, Jharkhand,Maharashtra,</p> <p>ThinkCenter & ThinkPad Nationally</p>
IRIS Computers Ltd	<p>Lenovo 3000 Series Punjab, Haryana, Jammu & Kashmir, Himachal Pradesh, Chandigarh, Karnataka(Districts of Urban and Rural Bangalore), Goa, Andhra Pradesh</p> <p>Lenovo 3000 DESKTOPS New Delhi, Ghaziabad, Faridabad, Gurgaon, Noida,</p> <p>ThinkCenter & ThinkPad Nationally</p>	NA	<p>Lenovo 3000 Series Punjab, Haryana, Jammu & Kashmir, Himachal Pradesh, Chandigarh, Karnataka(Districts of Urban and Rural Bangalore), Goa, Andhra Pradesh,Uttaranchal</p> <p>Lenovo 3000 DESKTOPS New Delhi, Ghaziabad, Faridabad, Gurgaon, Noida</p> <p>ThinkCenter & ThinkPad Nationally</p>
Maxtone Electronics Pvt Ltd	<p>Lenovo 3000 Series Maharashtra, Gujarat, Daman & Diu</p>	NA	<p>Lenovo 3000 Series Maharashtra, Gujarat, Daman & Diu</p>
Micro Max Technologies Pvt Ltd.	<p>Lenovo 3000 Notebooks New Delhi, Ghaziabad, Faridabad, Gurgaon, Noida,</p>	NA	<p>Lenovo 3000 Notebooks New Delhi, Ghaziabad, Faridabad, Gurgaon, Noida</p>
SES Technologies Ltd.	<p>Lenovo 3000 Series Rajasthan, Madhya Pradesh, Uttarakhand, Uttar Pradesh, Chhatisgarh, Tamil Nadu, Kerala, Pondicherry,</p>	<p>J & K, Haryana,Himachal Pradesh</p>	<p>Lenovo 3000 Series Rajasthan, Madhya Pradesh, Uttarakhand, Uttar Pradesh, Chhatisgarh, Tamil Nadu, Kerala, Pondicherry,</p> <p>J & K, Haryana,</p>
Jalan InfoTech Pvt. Ltd.	<p>Lenovo 3000 Series West Bengal, Orissa, Jamshedpur, Bihar, Sikkim, Assam, Meghalaya, Manipur, Mizoram, Tripura, Arunachal Pradesh, Nagaland</p>	NA	<p>Lenovo 3000 Series West Bengal, Orissa, Jamshedpur, Bihar, Sikkim, Assam, Meghalaya, Manipur, Mizoram, Tripura, Arunachal Pradesh, Nagaland</p>
E-Sys Information Technologies Ltd.	<p>Lenovo 3000 Series Rajasthan, Madhya Pradesh, Uttarakhand, Uttar Pradesh, Chhatisgarh, Punjab, Haryana, Jammu & Kashmir, Himachal Pradesh, Chandigarh,</p> <p>ThinkCenter & ThinkPad Nationally</p>	<p>New Delhi, , Faridabad, Gurgaon, Noida, Ghaziabad</p>	<p>Lenovo 3000 Series Rajasthan, Madhya Pradesh, Uttarakhand, Uttar Pradesh, Chhatisgarh, Punjab, Haryana, Jammu & Kashmir, Himachal Pradesh, Chandigarh</p> <p>New Delhi, , Faridabad, Gurgaon, Noida, Ghaziabad</p> <p>ThinkCenter & ThinkPad Nationally</p>
Rashi	<p>Lenovo 3000 Series Up Country Karnataka (excluding the districts of Urban and Rural Bangalore)</p> <p>Accessories Entire Country</p> <p>ThinkPad Nationally</p>	NA	<p>Lenovo 3000 Series(AQ1/AQ2 (Vista)) Up Country Karnataka (excluding the districts of Urban and Rural Bangalore)</p> <p>Accessories Entire Country</p> <p>ThinkPad Nationally</p>
Neoteric Infomatique	NA	<p>Gujarat</p>	<p>Lenovo 3000 Series Gujarat</p> <p>Accessories Entire Country</p>