



Subject: Printer Offer on Lenovo 3000 H Desktops and 19" TFT

Ref#Pricelink#2008004
04-01-2008

To: Distributor,

Dear Distributor,

Celebrate this December with Lenovo 19" TFT; a larger picture from Lenovo 3000 H Consumer Desktops.

Program Period: Jan 1st – Jan 31st 2008

Lenovo 3000 H series desktops with 19" TFT's has become even more exciting this month.

Buy 2 Nos of Desktops with 19" TFT in a single invoice from the list below and get a printer FREE.

Qualifying Desktop Models

5311 3WA, 5311 6AQ, 5311 3GQ, 5311 8WQ, 5311 4EQ, 5311 3FA, 5311 8BQ, 5311 8AQ, 5311 9AQ, 5311 4DQ, 5310 7AQ, 5310 8AQ

19" TFT MTM – 4429 AS1

Process:

- Distributor to place orders immediately for printer (MTM 41A4334) against their scheme requirement.
- Printers will be billed to distributors at Rs.1500/- + taxes during January.
- Distributors to issue printers against qualifying purchases free of cost.
- **The sell through support of Rs.1530/- to be claimed against every bundle sold under this offer.**

Happy Selling!

Alen Joe Jose
4P Integration Manager
Lenovo India

A new kind of
computer for
a new kind
of world.
From a new
kind of
company.

New World.
New
Thinking.



TERMS AND CONDITIONS

1. "Printer Offer is applicable to Tier 2 business partners on achieving specified targets as described above in the program letter.
2. Only models bought along with 19" TFT consumer monitor – **4429 AS1** are counted under this program.
3. The program is applicable for the part nos listed in the program letter only. Fighter Skews:5311 3WA / 5311 6AQ are not eligible for quarterly backends for T1 and T2.However numbers done against these two skews will be counted towards your quarterly target achievement.
4. All payments will be subject to Income tax guidelines. The product revenue will include product billed net revenue excluding tax.
5. Only billing from Lenovo authorized distributors will be considered.
6. This program is open only to Registered Business Partners.
7. Purchases not reported in Disti DSR shall not eligible for rebate under this program.
8. 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.

At the end of the program you are requested to file the claim to

Claims Cell-Distributor , 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

Please note that the *last* date for the receipt of claims to reach Finance is: 20th Feb 2008. Claims received *incomplete* or *after* this date will not be accepted for processing and rejected.