



Subject: 77614EQ Celebrations!!!!

**Ref # Pricelink# 2008012
04-1-2008**

Dear Business Partner,

We are pleased to extend the offer on 77614EQ for the Month of January too..

Scheme Period: 29th December 2008 to 31st January 2008

All you need to do is **report the sellout of 77614EQ on APPRC** system and **purchase the Equal Quantity or more from the distributor during** the scheme period and you can get

Rs 750payout on the sellout Made as per the table mentioned below.

Sellout reported during the scheme period	Stocks purchased form distributors during scheme period	Amount Qualified	Total Claim Amount
30	40	30X Rs750	Rs22500

As you are aware, we have also extended the TATA SKY offer to 77614EQ for the End Customer!!!! So more reasons for the customers to celebrate..

Thanks and Regards,

Anand Subramaniam

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

New World.
New
Thinking.



1. Program is applicable only for registered lenovo business partner.
2. The sellout of these boxes must be made between 1st January 2008 and 31st January 2008 and reported on APPRC Correctly.
3. Partner Must mention full Product code and valid serial nos. on the APPRC
4. INVALID SERIAL NOs and PART CODE WILL NOT BE COUNTED FOR PAYOUT DISBURSMENT.
5. The program is applicable for the part nos listed in the program letter only. Other part nos. are not eligible for payout under the scheme.
6. All payments will be subject to Income tax guidelines. The product revenue will include product billed net revenue excluding tax.
7. 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
8. 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
9. Only billing from Lenovo authorized distributors will be considered. The details of these distributors is given in Annexure A
10. Purchases not reported in Disti DSR shall not eligible for rebate under this program.

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

Claims Cell

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 February 2008. Claims received *incomplete* or *after* this date will not be accepted for processing and rejected.