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Subject: Y Series Notebook Offers

Ref # Pricelink# 2007184
13-04-2007

To : Business Partners
From : Anand Subramaniam

Dear Business Partner,

We are pleased to announce an exciting program for the month of April on Lenovo Y series notebooks:

“Lenovo Y series Offer”

	Lenovo Y series Models		
	Buy 1-4 units/month	Buy 5-10 units/month	Buy 11+ units/month
776132Q	Rs 300/unit	Rs 500/unit	Rs 750/unit
776138Q	Rs 300/unit	Rs 500/unit	Rs 750/unit
77613AQ	Rs 500/unit	Rs 750/unit	Rs 1000/unit
776139Q	Rs 500/unit	Rs 750/unit	Rs 1000/unit
776123Q	Rs 300/unit	Rs 500/unit	Rs 750/unit

	Lenovo Y series Models	
	Buy 1-4 units/month	Buy 5 and above units/month
776136Q	Rs 1500/unit	Rs 2000/unit
776137Q	Rs 1500/unit	Rs 2000/unit
77591AQ	Rs 1500/unit	Rs 2000/unit
775922Q	Rs 1500/unit	Rs 2000/unit

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

Lenovo Y series Offer IS VALID ONLY FOR THE BELOW MENTIONED PART NOS:

- a. 776136Q
- b. 776137Q
- c. 776122Q
- d. 776132Q
- e. 776138Q
- f. 77613AQ
- g. 776139Q
- h. 776123Q
- i. 77591AQ

Happy Selling

Example 1 :

Part No.	776132Q	776138Q	77613AQ	776139Q	776123Q	Total
Total upto 26 th April 2007 (A)	6	6	4	5	12	33
Slab Qualified	5-10units	5-10units	1-4units	5-10units	11+ units	
Payout/unit in Rs. (B)	500	500	500	500	750	
Payout = A x B = C	3000	3000	2000	2500	9000	19500

Example : 2

Part No.	776136Q	776137Q	77591AQ	775922Q	Total
Total upto 26 th April 2007 (A)	3	5	6	2	16
Slab Qualified	1-4 units	5 and above units	5 and above units	1-4 units	
Payout/unit in Rs. (B)	1500	2000	2000	1500	
Payout = A x B = C	4500	10000	12000	3000	29500

TERMS AND CONDITIONS

1. **“Lenovo Y series 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 26th 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 **“Lenovo Y series 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 distributors are mentioned 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 programme.

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>