



Subject : Lenovo 3000 – Beat the Cold

Ref # Pricelink# 2007007
01-01-2007

To : Business Partner
From : Ravi Gulati

Dear Business Partner,

To keep the excitement on Lenovo 3000 Consumer models enclosed is “**Beat the COLD**” with the Warm Consumer Desktop Program. Under this Program the partner needs to earn the Points as per the table mentioned below.

Models	Points Per Unit
88233BQ	5
88236AQ/ 88235AQ	10
88238AQ	20
882210Q/ 882211Q/ 882214Q/ 882212Q	40

Payout Table

A & B Cities		Rest Of India	
Points	Payout	Points	Payout
100	Rs2,500	50	Rs1,250
200	Rs6,500	150	Rs4,875
400	Rs16,000	300	Rs12,000
700	Rs35,000	500	Rs25,000
1200	Rs100,000	800	Rs66,000

Till you reach 100 Points there is no payout and after that in every slab additional points shall qualify for payout on prorata basis.

Example for A & B Cities

If u achieve 150 Points you qualify for 100 Point Slab and shall get Rs 25* 150 Points = Rs 3750/-
If u achieve 550 Points you qualify for 400 Point Slab and shall get Rs 40* 550 Points = Rs 22000/-

Kicker:

- 1) All pick up made till 12th January shall qualify for a payment multiplier of 1.5 for the respective slab achieved on that day.

Additional Incentive

On every PICK UP OF 15” CRT (41V7534) or 15” TFT (41V7512) you get an additional incentive of Rs 750 per Unit.

For any further clarification kindly contact the Undersigned.

Regards,

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



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computer for
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company.

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Promotion No	: Promo Pricelink-2007007
Validity	01.01.2007 to 31.01.2007
Rebates	As per Table Above

Terms and Condition

1. All Machines have to be bought along with the Monitor.
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 February 2007. Claims received *incomplete* or *after* this date will not be accepted for processing and rejected.