



Subject : Lenovo 3000 – Face 2 Face

**Ref # Pricelink# 2007008
01-1-2007**

**To : Business Partner
From : Ravi Gulati**

Dear Business Partner

With all the excitement on Lenovo 3000Y Series with its exciting features like Face Recognition, Dolby Home Theatre and many more it has taken the market by a storm. To make January even more exciting and more profitable to the partners we present “**FACE 2 FACE**” program for Y Series.

Base Payout

Lenovo 3000	Amount Per Unit
Lenovo Y Series	500

Table

Slabs			Multiplier Table
A & B Cities	C & D Cities	Rest of Country	
1-30	1-15	1-5	1
31-50	16-30	6-15	1.3
51-90	31-55	16-35	1.6
>91	>56	>36	2

Kicker:

- 1) Additional Incentive of Rs 500 Per unit on 7761 6AQ and 7759 1AQ in every slab.

Qualifying Mobile Models

All models of Y Series

On purchase of every 7761 1AQ you get an Incentive of Only Rs 500 per Unit. The same shall be counted for the target achievement

For any further clarification kindly contact the Undersigned.

Regards,

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



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

**New World.
New
Thinking.**

Promotion No	: Promo Pricelink-2007008
Validity	01.01.2007 to 31.01.2007
Rebates	As per Table Above

Terms and Condition

1. All mobiles have to be bought during the program period.
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.