



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



New World.  
New  
Thinking.



**Subject : January Hungama Offer**

**Ref # Pricelink# 2007006  
5 -1-2007**

**To : Business Partners  
From : Rudra Prasad De**

**Dear Business Partner,**

We are pleased to announce a January Hungama offer for Lenovo 3000 & TP series notebooks. Please read on for more details

**Happy Selling**

**Rudra Prasad De  
Brand Manager – Mobile Computing**

**“January Hungama Offer”**

<b>Lenovo 3000 Offer</b>			
	<b>Buy 1-4 units/month</b>	<b>Buy 5-10 units/month</b>	<b>Buy 11+ units/month</b>
0768A39	Rs 300/unit	Rs 400/unit	Rs 500/unit
0768A35	Rs 300/unit	Rs 500/unit	Rs 700/unit
0768A37	Rs 300/unit	Rs 400/unit	Rs 500/unit

<b>ThinkPad Offer</b>			
	<b>Buy 1-4 units/month</b>	<b>Buy 5-10 units/month</b>	<b>Buy 11+ units/month</b>
9458MQ8	Rs 500/unit	Rs 800/unit	Rs 1000/unit
9458AP2	Rs 700/unit	Rs 1000/unit	Rs 1250/unit
9458A12	Rs 700/unit	Rs 1000/unit	Rs 1250/unit
9458A13	Rs 700/unit	Rs 1000/unit	Rs 1250/unit
17024EA	Rs 1000/unit	Rs 1500/unit	Rs 2000/unit
1954A16	Rs 1000/unit	Rs 1500/unit	Rs 2000/unit

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

**JANUARY MONTHLY PROGRAM IS VALID ONLY FOR THE BELOW MENTIONED PART NOS:**

- a) 0768A39
- b) 0768A35
- c) 0768A37
- d) 9458MQ8
- e) 9458AP2
- f) 9458A12
- g) 9458A13
- h) 17024EA
- i) 1954a16

**Example :**

Buy in Details:

Lenovo 3000 : 4 units of 0768a37  
7 units of 076a35

ThinkPad : 3 units of 9458AP2  
3 units of 9458MQ8

Total number of units purchased for Lenovo 3000 in a month : 11 units hence Qualifies for Slab 11+ payout

Total number of units purchased for ThinkPad in a month : 6units hence Qualifies for Slab 5-10 payout

Payout as per total achievement:

For Lenovo 3000 : 0768A37: 4 UNITS \* Rs 500/unit = Rs 2000  
0768A35 : 7 UNITS\* Rs 700/unit = Rs 4900

Total : Rs 6900

For ThinkPad : 3units of 9458AP2 X Rs 1000/unit = Rs 3000/-  
3units of 9458MQ8 X 800/unit = Rs 2400/-  
= Rs 5400/-

**Total Payout : Rs 12300/-**

**TERMS AND CONDITIONS**

1. “**January Hungama 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 31<sup>st</sup> December 2006 to 31<sup>st</sup> January 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 “**January Hungama 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 following organizations are authorized distributors of Lenovo India Pvt. Ltd.
  - a. Ingram Micro India Pvt. Ltd.
  - b. Redington India Pvt. Ltd.
  - c. IRIS Computers Ltd.
  - d. Maxtone Electronics Pvt. Ltd.
  - e. Micro Max Technologies Pvt. Ltd.
  - f. SES Technologies Ltd.
  - g. Jalan Infotech Pvt. Ltd.
  - h. E-Sys Information Technologies Ltd.
  - i. Rashi Peripherals Pvt. Ltd.
9. This program is open only to Registered Business Partner . The Registered Business Partner to file claim directly with Lenovo

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 :

A copy of this program letter

1. Summary of Part nos. and quantities purchased with the invoice value, Distributor invoice nos., invoice date with calculation of claim
2. Debit Note
3. Distributor Invoice Copies

**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.**