

JANUARY JADOO OFFER

PROG REF : MPC/PROM/AIL/2007-01/001

Validity : 1st January 2007 to 31st January 2007

| Model | Qty | T-2 Partner backend | |
|------------------|-----------|---------------------|------------------|
| Acer Power Entra | Qty Slab | 1st-20th Jan-07 | 21st-31st Jan-07 |
| | 1 (Entra) | 100 | No Scheme |
| | | | |
| Aspire V8243 | Qty Slab | 1st-20th Jan-07 | 21st-31st Jan-07 |
| | 1 - 5 | 150 | 100 |
| | 6 - 14 | 350 | 250 |
| | 15+ | 500 | 350 |
| | | | |
| Aspire V820 | Qty Slab | 1st-20th Jan-07 | 21st-31st Jan-07 |
| | 1 - 5 | 250 | 150 |
| | 6 - 14 | 450 | 350 |
| | 15+ | 600 | 450 |
| | | | |
| Aspire A9324 | Qty Slab | 1st-20th Jan-07 | 21st-31st Jan-07 |
| | 1 - 5 | 2000 | 1200 |
| | 6 - 14 | 2400 | 1600 |
| | 15+ | 2800 | 2000 |
| | | | |
| Aspire SA80 | Qty Slab | 1st-20th Jan-07 | 21st-31st Jan-07 |
| | 1 - 5 | 850 | 600 |
| | 6 - 14 | 1200 | 800 |
| | 15+ | 1400 | 1000 |
| | | | |
| Aspire SA85 | Qty Slab | 1st-20th Jan-07 | 21st-31st Jan-07 |
| | 1 - 5 | 600 | 400 |
| | 6 - 14 | 700 | 500 |
| | 15+ | 900 | 650 |
| | | | |
| Aspire E500 | Qty Slab | 1st-20th Jan-07 | 21st-31st Jan-07 |
| | 1 | 900 | 600 |
| | 2 - 4 | 1000 | 700 |
| | 5+ | 1400 | 1000 |

MANUAL CLAIM

Non-Metro locations will get Rs 50/- extra on each machine as per above scheme

1. Pls. note Scheme Pay out is Higher from 1st to 20th Jan 07. Pay out is lower from 21st to 31st Jan 07.

2. ** One Entra should be purchased along with One Acer Non entra SKU to claim the backend in the same Period (1st-20th Jan 07)

| PROG REF : CPC/PROM/AIL/2007-01/001 | | |
|--|----------|---------------------|
| Validity : 1st January 2007 to 31st January 2007 | | |
| Acer Power 335 | Qty Slab | T2 Partner Back-end |
| Acer Aces | 5 - 9 | Rs. 175/- |
| | 10 - 14 | Rs. 250/- |
| | 15+ | Rs. 400/- |
| Acer Power 345 | Qty Slab | T2 Partner Back-end |
| Acer Aces | 1 - 5 | Rs. 175/- |
| | 6 - 14 | Rs. 250/- |
| | 15+ | Rs. 400/- |
| Non-Metro locations will get Rs 50/- extra on each machine as per above scheme | | |

| PROG REF : SVR/PROM/AIL/2007-01/001 | | |
|--|--------------------------|--------------|
| Validity : 1st January 2007 to 31st January 2007 | | |
| Unit Sales Value | T2 Organisation Back-end | Manual Claim |
| <= 50,000 | 1200 | |
| Rs.50001 – Rs. 99999 | 2000 | |
| >= Rs 100000 | 3000 | |
| <p>Models applicable: Applicable for all server models except -G320-AW.R1800.084IE and AW.R1800.070IE</p> <p>Terms and Conditions:</p> <p>1) The above scheme is not Applicable for the SPC cases</p> <p>2) Value refers to distributor billing price to reseller exclusive of sales Tax & Octroi if any</p> | | |

| PROG REF : SVR/PROM/AIL/2007-01/002 | | |
|--|--------------------------|--------------|
| Validity : 1st January 2007 to 31st January 2007 | | |
| Qty | T2 Organisation Back-end | Manual Claim |
| 1 Server in Single Invoice | Rs.2000/- | |
| 2 Servers in Single Invoice | Rs.5500/- | |
| 3 Servers in Single Invoice | 17" TFT | |
| 4 Servers in Single Invoice | 19" Wide TFT | |
| <p>Models applicable: Altos G320-AW.R1800.084IE</p> | | |

| | |
|--|---------------------------|
| PROG REF : SVR/PROM/AIL/2007-01/003 Validity : 1st January 2007 to 31st January 2007 | |
| Model Applicable | Backend applicable |
| Altos G320 - AW.R1800.070IE | Rs.3000/- per unit |
| Terms and Conditions: 1) The above scheme is not Applicable for the SPC cases 2) Value refers to distributor billing price to reseller exclusive of sales Tax & Octroi if any | |

Terms and Conditions for Desktops & Servers:

1. SPC's and Desktops purchased without monitors do not qualify for the scheme.
2. Metro Cities are Delhi, Mumbai, Bangalore, Hyderabad, Chennai and Kolkatta, rest all cities will qualify under non-metro cities.
3. Please note that for purposes of backend incentive computation , base price of upto "RTP minus 1%" (as observed in the Disti invoice to the partner) is the applicable benchmark price. Any price below this is treated as an SPC. In case Sell through rebates (STR) been announced for a model, the base price applicable would be
4. Acer channel partners shall claim for the eligible incentive amount through manual claim in the Acer prescribed Claim Format only and all claims should be sent to the local Acer branch. Due acknowledgement to be taken from Acer for the receipt of claim with in the cut off date.