



**Subject : Lenovo 3000 – Dekstop Dhamaka**

Ref # Pricelink# 2007032  
01-02-2007

To : Business Partner  
From : Ravi Gulati

Dear Business Partner,

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

**Base Payout**

Lenovo 3000	Amount Per Unit
Lenovo 3000H	300
Lenovo 3000Q	2000

**Payout Table**

Slabs			Multiplier Table
A & B Cities	C & D Cities	Rest of Country	
1-25	1-10	1-5	1
26-50	11-25	6-20	1.3
51-75	26-45	21-35	1.7
>76	>46	>36	2.5

**Kicker:**

- 1) All pick up made till 14<sup>th</sup> February shall qualify for a payment multiplier of 1.5 for the respective slab achieved on that day.
- 2) On purchase of every 88238AQ you get an additional Incentive of Rs. 1000 per Unit in every slab.

**Additional Incentive**

On every pick up of 15” CRT (41V7534) or 15” TFT (41V7512) with the Desktop you get an additional incentive of Rs 750 per Unit.

**Qualifying Desktop Models**

All models of 3000H (except 88233BQ).

On purchase made between 1<sup>st</sup> Feb to 14<sup>th</sup> Feb 07 on 88233BQ you get an Incentive of Only Rs 500 per Unit and all purchases made between 15<sup>th</sup> to 28<sup>th</sup> Feb you get an Incentive of Rs 250 per unit. It shall not qualify for Multiplier table payout but shall be counted towards target achievement.

For any further clarification kindly contact the Undersigned.

Regards,

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



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Promotion No	: Promo Pricelink-2007032
Validity	01.02.2007 to 28.02.2007
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 20<sup>th</sup> March 2007. Claims received *incomplete* or *after* this date will not be accepted for processing and rejected.**