

# Lenovo Announcement Letters

## 2005 Lenovo Products Technology Access Program

**Number:** LEN 05-010  
**Announce Date:** 05/05/2005  
**Category:** Marketing Letter

### OVERVIEW

Lenovo(TM) is pleased to announce the 2005 Lenovo Products Technology Access Program (TAP) for Lenovo Business Partners, effective May 1, 2005 through December 31, 2005. This program offers all Lenovo Business Partners the opportunity to purchase eligible products at aggressive discounts from the published Lenovo web price for internal business use, demonstration or development purposes.

All claims submitted for the IBM 2005 Personal Systems Technology Access Program, announced by IBM on January 11, 2005 via PCD 05-030 will be applied towards the product limits established for the Lenovo Products Technology Access Program.

#### Eligible Business Partners

- Authorized Lenovo Business Partner - Resellers

#### Eligible products

- ThinkPad(R) Notebooks
- ThinkCentreDesktops

### MARKETING INFORMATION

The 2005 Lenovo Products Technology Access Program offers Lenovo Business Partners the ability to purchase ThinkPad notebooks, ThinkCentre(R) desktops with monitors and options at substantial discounts for internal use which includes activities such as sales force automation, demonstration, development, and training purposes.

All eligible monitors and options must be ordered in conjunction with a system unit. Lenovo ThinkPad units are not eligible to receive a discounted monitor as an eligible option. No separate options orders will be eligible for

rebates. All Lenovo Business Partners will be allowed to participate in the 2005 Lenovo products Technology Access Program through Lenovo Direct. Additionally, Lenovo Business Partner - Resellers with a valid Lenovo Location ID (LOCID) will have the choice of participating and purchasing eligible products, for internal use, either from Lenovo Direct or through a Lenovo authorized Distributor.

## ADMINISTRATIVE INFORMATION

### Discount information

Lenovo Business Partners with a LOCID can purchase up to 46 Thinkpad Notebooks and ThinkCentre desktops under the 2005 Lenovo Products Technology Access Program.

ThinkPad ThinkCentre	Standard Models	Lenovo Think Express Models
Qty. 1 to 6	40% Discount	25% Discount
Qty. 7 to 46	20% Discount	15% Discount

Ordering process choices will vary slightly depending on whether you are authorized to resell Lenovo hardware products and have a LOCID.

If you are a Lenovo Authorized Business Partner - PC Reseller, Solution Provider, Systems Integrator or Distributor with a LOCID you may participate in the 2005 Lenovo Products Technology Access Program by purchasing through either Lenovo's Direct offering or through a Lenovo authorized Distributor. You must have a valid Lenovo Business Partner LOCID to purchase through a Lenovo authorized Distributor.

From a Lenovo Authorized Distributor

- Qualifying products will be eligible to receive a rebate off Lenovo's published web price. The business partner will be required to submit an electronic claim form in order to receive the appropriate rebate. The rebate will be based on the Lenovo published web price at the time of receipt of the claim form at program headquarters.

All claim forms should be submitted to the Lenovo Program Headquarters at the address below.

<http://www.tappcproducts.com>

o Thinkpad Notebooks and ThinkCentre Desktops:

The first combination of six (6) Thinkpad notebooks and/or ThinkCentre desktops per LOCID are eligible for the 40% rebate (25% for Lenovo Think Express models). A maximum of 5 options\* per system are entitled to the same 40% rebate (25% rebate when attached to a Lenovo Think Express models). Thinkpad

notebooks are not eligible to receive a discounted monitor.

- \* No more than 2 monitors or 2 Lenovo projectors can be used as part of the 5 options sold along with the system unit.

The next combination of up to forty (40) Thinkpad notebooks and/or ThinkCentre desktops per LOCID or PartnerWorld ID are eligible for the 20% rebate (15% for IBM Think Express models). A maximum of 5 options\* per system are entitled to the same 20% rebate (15% rebate when attached to a Lenovo Think Express models). Thinkpad notebooks are not eligible to receive a discounted monitor.

- \* No more than 2 monitors or 2 Lenovo projectors can be used as part of the 5 options sold along with the system unit.

A maximum of forty six (46) Thinkpad notebooks and/or ThinkCentre desktops per LOCID or PartnerWorld ID are eligible for this program.

Partners with multiple LOCIDs can not exceed fifteen (15) Thinkpad notebooks and/or ThinkCentre desktops per ENTERPRISE at the 40% rebate (25% for Lenovo Think Express models). Partners with multiple LOCIDs can not exceed eighty (80) Thinkpad notebooks and/or ThinkCentre desktops per ENTERPRISE at the 20% rebate (15% for Lenovo Think Express models).

#### Claim Processing

How to File a Claim: If purchasing from a Distributor and requesting a rebate, please complete the steps outlined below:

1. Complete the electronic 2005 Technology Access Program Request Form

<http://www.tappcproducts.com>

- Purchases will be validated via sales reporting provide by your Distributor.
2. Lenovo will issue a rebate check to the qualifying Lenovo Business Partner within 6-8 weeks of receipt and approval of the Technology Access Request form.

For questions regarding the 2005 Lenovo Products Technology Access Program claim process please contact Program Headquarters at: 1-800-477-6756.

#### **TERMS AND CONDITIONS**

- Qualifying products must be purchased Invoice(s) for purchased product must be dated between May 1, 2005 and December 31, 2005.
- System units, monitors and options are not eligible for price protection.
- System units, monitors and options are not to be combined with any other Lenovo special pricing or rebate programs.

- System units, monitors and options are to be shipped to the Business Partner LOCID address that has been used to place the order. Lenovo will not ship product to 3rd party end-user in behalf of a Lenovo Business Partner.
- System units and options may not be returned to Lenovo or the distribution channel.
- System units and options purchased under this offering must be used for internal purposes for no less than 90 days from program approval date. The system unit may not be sold to an end user during this time. If and when sold to an end user, the Business Partner is responsible for complying with all laws and regulations governing the sale of such used equipment.
- This promotion is subject to modification or withdrawal at any time without prior notice by Lenovo.
- Offer is subject to availability of products.
- Only currently marketed Lenovo system units and options are eligible for this program.
- Only authorized Lenovo Business Partners may participate in this program.
- Lenovo further reserves the right to reject the transaction or disqualify the Lenovo Business Partner should there be non-compliance with the terms and conditions of the program or the terms and conditions of any agreement between Lenovo and its Business Partner.
- Lenovo may request additional information from a Lenovo Business Partner to verify compliance with its program.

#### Trademarks

PartnerWorld is a registered trademark of International Business Machines Corporation in the United States or other countries or both.

Lenovo is a trademark of Lenovo in the United States, other countries, or both

ThinkPad and ThinkCentre are registered trademarks of Lenovo in the United States, other countries, or both

Other company, product, and service names may be trademarks or service marks of others.

#### **Internal Use**