

Technology Access Program for Lenovo Solution Partner - Resellers (April 2007 - March 2008)

Overview

The Offer

Lenovo™ is pleased to announce the 2007 Technology Access Program (TAP) for Lenovo Solution Partner - Resellers, effective April 1, 2007 through March 31, 2008.

Executive Summary

Each quarter, authorized Lenovo Solution Partner - Resellers may qualify to purchase between 1 to 6 Notebooks or Desktops with options at 35% off the published web price from PartnerChoice or an authorized Lenovo Distributor.

Start and/or end dates

- April 2007 - March 2008

Who is eligible?

- Authorized Lenovo Solution Partners - Resellers

Where is this Available?

- This promotion is available in the United States and its territories

Eligible products:

- ThinkPad® Notebooks (including TopSeller)
- ThinkCentre® Desktops (including TopSeller)
- 3000 Notebooks
- 3000 Desktops
- Options and Visuals

The 2007 Technology Access Program for Lenovo Solution Partner - Resellers offers eligible partners the ability to purchase ThinkPad notebooks, ThinkCentre desktops, 3000 notebooks, and 3000 desktops with options at a discount of 35% off the published web price 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. No separate options orders will be eligible for rebates.

In order to participate in the 2007 Technology Access Program for Lenovo Solution Partner - Resellers, partners must have a valid Lenovo Location ID (LOCID). Additionally, purchases must be made from either Lenovo PartnerChoice or through an authorized Lenovo Distributor.

Additional Information/Conditions

Quantity Limits and Discount Information

Your allocation of TAP units each quarter is based upon your purchases from PartnerChoice or an Authorized Lenovo Distributor in the previous quarter.

By default, all Lenovo Solution Partner - Resellers qualify for 1 unit per quarter. Incremental units are earned for every \$10,000 of Lenovo product purchased in the previous quarter, up to a maximum of 6 TAP units per quarter. Additionally, revenue reported through the 2007 Lenovo Influencer Program and the 2007 Lenovo Tablet Influencer Program for Lenovo Resellers qualifies towards attainment for incremental TAP units.

This announcement is provided for your information only. For additional information, contact your sales representative, call 800-426-4968, or visit <http://www.thinkpad.com>.

To find out how many units you qualify for, please contact your PartnerChoice sales representative or your authorized Lenovo distributor.

<http://www.tappcproducts.com>

The discount for the purchase of eligible TAP units is 35% off the published list price. A maximum of 5 options* per system are entitled to the same 35% rebate.

* No more than 1 monitor or 1 Lenovo projector can be used as part of the 5 options sold along with the system unit.

Eligible products are:

- ThinkPad Notebooks (including TopSeller)
- ThinkCentre Desktops (including TopSeller)
- 3000 Notebooks
- 3000 Desktops
- Options and Visuals

Ineligible products are:

- Lenovo ThinkPlus™ and Lenovo Care service upgrades

Ordering information

All participants in the 2007 Technology Access Program for Lenovo Solution Partner - Resellers will be required to provide their Location ID number (LOCID) when placing an order. Eligible partners should select from the following ordering processes:

Orders Placed Through PartnerChoice:

If you already have an account number, call PartnerChoice directly at 1-877-536-9955 (option 5). Have your account number and LOCID available. Orders for eligible TAP units placed through PartnerChoice will receive the 35% discount at time of order.

If you do not have an account number, complete the online Technology Access Program form found at:

<http://www.pc.ibm.com/partner/us/techaccess.html>

Once approved, a welcome letter and account number will be sent to you.

Orders Placed Through an Authorized Lenovo Distributor:

Purchase desired products directly from an authorized Lenovo Distributor and submit a claim form to Lenovo Program Headquarters for the rebate amounts.

- Qualifying products will be eligible to receive a rebate off Lenovo's published web price. The Solution Partner - Reseller 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>

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

1. Complete the electronic Technology Access Program Request Form

- Purchases will be validated via sales reporting provided by your Distributor.

2. Lenovo will issue a rebate check to the qualifying Lenovo Solution Partner within 6-8 weeks of receipt and approval of the Technology Access Request Form.

Terms and conditions

- Qualifying products must be purchased and invoiced between April 1, 2007 and March 31, 2008. Request Forms must be submitted within 30 days after the close of the quarter in which TAP units were purchased.
- For all purchases, it is the responsibility of the Solution Partner - Reseller to ensure the Distributor captures the partner's LOCID at time of order.
- Lenovo reserves the right to exclude partners from participating in this program if they purchase TAP units and fail to meet a minimum of \$10,000 in purchases in subsequent quarters.
- 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 Partner LOCID address that has been used to place the order. Lenovo will not ship product to third party end-user on behalf of a Lenovo Solution 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 purchase. The system unit may not be sold to an end user during this time. If and when sold to an end user, the Solution 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 Solution Partner - Resellers may participate in this program.
- The 2007 Technology Access Program for Lenovo Solution Partner - Resellers is a marketing incentive program under your Lenovo Partner Network Agreement, and is subject to its applicable terms. If your Lenovo Partner Network agreement expires or is terminated, this offering is also terminated.
- Lenovo further reserves the right to reject the transaction or disqualify the Lenovo Solution 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 Solution Partner.
- Lenovo may request additional information from a Lenovo Solution Partner to verify compliance with its program.

Need help?

For questions regarding the Lenovo Products Technology Access Program claim process, please contact Program Headquarters at: 1-800-492-8595.

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