



Lenovo Fee Offering Program



***Earn Fantastic Referral Fees as a Lenovo Business Partner (Reseller or Influencer)**

- *Earn up to 11% by combining benefits of the *Lenovo Fee Offering & *New Customer Bonus (NCB) Programs.
- Maintain your existing customer relationships. Lenovo works with you to win new and grow existing business.
- Save time, money and really focus on your core business as Lenovo will manage the billing, A/R and inventory.
- Ask your customer to have Lenovo ship to your address so you can provide your value-added services.
- WIN – partner with Lenovo when your customer prefers a direct contract or when you're faced with competition.

Note: Direct sales via the Lenovo Fee Offering counts towards a Lenovo Resellers' *PartnerWorld attainment.

Get Started Today

ENROLL... <http://www.pc.ibm.com/partner/us/bpapplic/intro.html>

Note: You may already be enrolled if you have a Lenovo LocID. Send an email to pcbapps@ca.lenovo.com to find out..

ENGAGE... Call your Lenovo Sales Team to determine Sales Rep you'll work with on the opportunity... 1-877-527-8207

PRE-REGISTER... and obtain approval for your new opportunities at <http://www.pcnewcustomerbonus.com>

MARKET... Lenovo Products to your customers & work with your Sales Rep to obtain approved customer pricing.

WIN... Ask your customers to include your LocID on their Purchase Order(s) submitted to Lenovo

REAP REWARDS: Fees are paid in month following invoice month. NCB Bonus paid 4-6 weeks after invoice month.

To access the Lenovo Fee Offering and Lenovo New Customer Bonus Fee Schedules: Sign in using your Lenovo ID/password at <http://www.pc.ibm.com/partner/us> (Lenovo Business Partner Portal). The Lenovo Fee Offering Fee Schedule is listed below for your convenience.

***Lenovo Fee Offering Fee Schedule**

PC Options , ThinkPads, ThinkCentre, ThinkVision and ThinkPlus Services

- Up to 15% Off List Price – 6% Fee
- Greater than 15% Off List Price – 3% Fee

3rd Party Vendor Logo Hardware Options

- Up to 5% off List Price – 3% Fee
- Greater than 5% Off List Price – 1% Fee

Neoware Thin Clients

- Up to 10% Off List Price – 5% Fee
- Greater than 10% Off List Price – 3% Fee

Express Models

- Up to 6% Off List Price – 6% Fee
- Between 7% and 12% Off List Price – 3% Fee
- Express Models greater than 12% off List Price are not eligible for fees

**All offers subject to availability. Lenovo reserves the right to alter product offerings and specifications at any time, without notice. Lenovo is not responsible for photographic or typographic errors. Warranty: For a copy of applicable product warranties, write to: Warranty Information, P.O. Box 12195, RTP, NC 27709, Attn: Dept ZPYA/B676. Lenovo makes no representation or warranty regarding third-party products or services. Available to Resellers who meet certain terms and conditions and sell ThinkPad and ThinkCentre PCs. For the Lenovo Business Partner to be eligible for the maximum earning potential, the Lenovo Business Partner and its' end-user must meet the incentive program's relevant criteria and terms and conditions. Lenovo defines a new customer as any end-user enterprise that has purchased less than \$25K from any authorized source in the last twelve months. The minimum sales requirement to an approved new customer is \$25K. A Lenovo Reseller must EDI or Web-base-report the sale. Lenovo Resellers and Influencers must notify Lenovo at ncbp@tradeonemktg.com when sales using the Lenovo Fee Offering via Lenovo direct have occurred. Trademarks: The following are trademarks of Lenovo: ThinkCentre, ThinkPad and ThinkPlus. IBM, the IBM Logo, and PartnerWorld are registered trademarks of IBM and are used under license. Other company product and service names may be trademarks or service marks of others. 2005 Lenovo. All rights reserved. *Eligibility requirements & terms & conditions apply to the programs and incentives referenced. This summary does not change the terms of the Lenovo announcement letters for the programs and incentives. Refer to the program announcement letters below for complete details.*

Lenovo Fee Offering Program for Influencers (LEN 05-244)
 Lenovo Fee Offering Program for Resellers (LEN 5-245)
 Lenovo Enhanced New Customer Bonus Program
 (LEN 05-251 & LEN 05-252)