

# Lenovo Announcement Letters

## 1Q 2007 Lenovo Products Technology Access Program

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### OVERVIEW

Lenovo(TM) is pleased to announce the 2007 1Q Lenovo Products Technology Access Program (TAP) for Lenovo Solution Partners, effective January 1, 2007 through March 31, 2007. This program offers all Lenovo Solution Partners the opportunity to purchase eligible products at aggressive discounts from the published Lenovo web price for internal business use, demonstration or development purposes.

#### Eligible Solution Partners

- Authorized Lenovo Solution Partners - Resellers & Influencers

#### Eligible products

- ThinkPad(R) Notebooks
- ThinkCentre(R) Desktops
- 3000 Notebooks
- 3000 Desktops

### MARKETING INFORMATION

The 1Q 2007 Lenovo Products Technology Access Program offers Lenovo Solution Partners the ability to purchase ThinkPad notebooks, ThinkCentre desktops, 3000 notebooks, and 3000 desktops with 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 and 3000 notebook units are not eligible to receive a discounted monitor as an eligible option. No separate options orders will be eligible for rebates. All Authorized Lenovo Solution Partners (Resellers and Influencers) will be allowed to participate in the 1Q 2007 Lenovo products

Technology Access Program through Lenovo PartnerChoice. Additionally, Authorized Lenovo Solution Partners with a valid Lenovo Location ID (LOCID), may purchase from either Lenovo PartnerChoice or through an authorized Lenovo Distributor when participating and purchasing eligible products for internal use.

#### **ADMINISTRATIVE INFORMATION**

Discount information

Authorized Lenovo Solution Partners can purchase up to 8 ThinkPad Notebooks, ThinkCentre desktops, 3000 Notebooks, and 3000 Desktops under the 1Q 2007 Lenovo Products Technology Access Program.

	Corporate Think Models	TopSeller Think & 3000 Models
Qty. 1 to 8	30% Discount	20% Discount

Authorized Lenovo Solution Partners should select from the following ordering processes. All participants in the 1Q 2007 Lenovo Technology Access Program must be an authorized Solution Partner, and will be required to provide their Location ID number (LOCID) when placing an order.

Order Process

If you are an Authorized Lenovo Solution Partner, you may participate in the 1Q 2007 Lenovo Products Technology Access Program by purchasing through Lenovo PartnerChoice or through an authorized Lenovo Distributor as follows:

From Lenovo PartnerChoice:

If you already have an account number, call PartnerChoice directly at 1-877-536-9955 (option 3). Have your account number and LOCID available.

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.

Call PartnerChoice at 1-877-536-9955 (option 3) to speak to a PartnerChoice representative directly. Have your account number and LOCID available.

For authorized Lenovo Solution Partners purchasing from 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 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 1Q 2007 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 Solution Partner

within 6-8 weeks of receipt and approval of the Technology Access Request Form.

For questions regarding the 1Q 2007 Lenovo Products Technology Access Program claim process, please contact Program Headquarters at: 1-800-492-8595.

#### 1Q 2007 TECHNOLOGY ACCESS PROGRAM DETAILS AND ELIGIBLE PRODUCTS

##### Eligible products

- ThinkPad Notebooks
- ThinkCentre Desktops
- 3000 Notebooks
- 3000 Desktops

o ThinkPad Notebooks, ThinkCentre Desktops, 3000 Notebooks, 3000 Desktops

A maximum of eight (8) ThinkPad notebooks and/or ThinkCentre desktops, per LOCID are eligible for the 30% rebate (20% rebate for Lenovo TopSeller models).

A maximum of 5 options\* per system are entitled to the same 30% rebate (20% rebate when attached to Lenovo TopSeller models). ThinkPad and 3000 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.

Partners with multiple LOCIDs can not exceed twenty (20) ThinkPad notebooks and/or ThinkCentre desktops per ENTERPRISE at the 30% rebate (20% for Lenovo TopSeller Models).

#### **TERMS AND CONDITIONS**

o Qualifying products must be purchase Invoice(s) for purchased product and must be dated between January 1, 2007 and March 31, 2007. Request Forms must be submitted by April 30, 2007.

o System units, monitors and options are not eligible for price protection.

- o System units, monitors and options are not to be combined with any other  
Lenovo special pricing or rebate programs.
- o System units, monitors and options are to be shipped to the Solution Partner  
LOCID address that has been used to place the order. Lenovo will not ship  
product to third party end-user in behalf of a Lenovo Solution Partner.
- o System units and options may not be returned to Lenovo or the distribution  
channel.
- o 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 Solution Partner is responsible for complying with  
all laws and regulations governing the sale of such used equipment.
- o This promotion is subject to modification or withdrawal at any time without  
prior notice by Lenovo.
- o Offer is subject to availability of products.
- o Only currently marketed Lenovo system units and options are eligible for  
this program.
- o Only authorized Lenovo Solution Partners may participate in this program.
- o 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.
- o Lenovo may request additional information from a Lenovo Solution Partner to  
verify compliance with its program.

#### Trademarks

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**