

## **Terms & Conditions**

### **Lenovo – Microsoft CSP Promotions**

#### **FREE COST OPTIMIZATION WORKSHOP**

Free Hybrid Cloud workshop with a Lenovo expert and Microsoft Tools to help you understand operations, security, compliance, & Infrastructure requirement with clear cloud strategy recommendations.

#### **T&Cs**

1. Offer available from November 1 – December 31, 2021
2. Prerequisites for the optimization workshop are:
  - Admin access to customer environment
  - Current infrastructure information from customer
  - Licensing information from customer
3. Lenovo will designate a primary contact that will be the end user focal point for all communications related to the service and will have the authority to act on behalf of Lenovo in all matters regarding provision of the service.
4. Lenovo will provide the service online via Microsoft Teams during normal business hours, 8:30 AM to 5:30 PM, local time, Monday through Friday, except holidays.
5. Either party may terminate the agreement if the other party fails to comply with any material terms, provided the party alleged not to be complying is provided with written notice and a reasonable time to comply.

## **PARTNER INCENTIVE WITH LEAP**

LEAP points reward for every new account onboarded with Lenovo CSP:

- Windows Server, SQL Server 2019:
  - 5k per/month = \$100
- Azure Services:
  - 2k per/month = \$100
  - 5k per/month = \$250
  - 10k per/month = \$500
  - 50k per/month = \$1000

### **T&Cs**

1. Offer available from November 1 - December 31, 2021.
2. The following are eligible to participate in LEAP:
  - Employees of resellers who acquire Lenovo ISG products directly from Lenovo CSP for their end customers

Provided that those resellers are authorized to remarket Lenovo ISG CSP products as notified by Lenovo to end customer and resellers. Each employee meeting the above criteria being an “eligible participant”.

3. The LEAP rewards will be verified after claim submission with the sales report provided by Microsoft. Lenovo will upload applicable LEAP points to the nominated reseller salesperson based on the information in the report. The rewarding of LEAP points for this promotion will be made within 45 days of the month it was entered.
4. To receive the rewards, reseller salesperson must be a member of LEAP.
5. This promotion is only available for business partners in France, Germany, and United Kingdom. All figures are approximations and in USD.
6. Lenovo reserves the right to correct any errors, inaccuracies, or omissions and to change or update information at any time, without prior notice.
7. Lenovo reserves the right to withdraw incentive or alter product offerings and specifications at any time without notice.
8. End user details must be provided in order to validate the promotional pricing. Lenovo reserves the right to reject the order if no end user details are provided or if they think that the order is not legitimate.

### **30% CREDIT BACK ON 1<sup>ST</sup> MONTH REVENUE**

Get 30% credit back on 1st month's Azure and MS licensing revenue for every new account onboarded with Lenovo CSP

#### **T&Cs**

1. Offer available from November 1 – December 31, 2021
2. Lenovo will offer a 30% credit with maximum cap to \$10,000USD for the first month's invoice value for every new cloud end customer transacted in the Lenovo Cloud Marketplace for both Microsoft Azure and Microsoft License (Windows Server and SQL Server).
3. Incentive will be calculated at 30% of the first month's invoice value for each new end customer transacted in the Lenovo Cloud Marketplace during the promotional period.
4. A minimum of \$10,000USD total turnover threshold for the first month has to be reached to access to the incentive
5. Any License revenue must be linked to an Active Azure Plan taken out through Lenovo that has a minimum spend of \$3,000USD per month
6. Offer is applicable to transaction involving new customers, those being end customers that have not been the subject to a Lenovo Cloud Marketplace transaction in the preceding twelve months
7. Limit one (1) credit per end customer
8. The promotion is open to Lenovo Platinum, Gold and Silver managed business partners and selected authorized business partners in Germany, France, and United Kingdom only
9. This offer may not be combined with any bundle or other promotion (including, but not limited to, bulk discounted pricing)
10. Provided that the terms and conditions of this promotions have been met, an invoice shall be raised by the business partner to claim the amount. The credit will be issued to the account within 60 business days of the conclusion of the applicable calendar month following confirmation of a valid claim
11. Lenovo is not responsible for any technical, hardware, software, server, website or other failure or damage of any kind to the extent that this prevents the participant from or otherwise obstructs him/her in participating in the promotion