

DYNABOOK

PARTNER PROGRAM

It pays to belong.



WELCOME TO THE DYNABOOK PARTNER PROGRAM.

Built on decades of experience, the Dynabook Partner Program (DPP) is simple and straightforward, created to empower your sales team with the essential tools needed to provide a competitive advantage with every opportunity. At Dynabook, we value your partnership and look forward to helping you succeed in reaching your business goals today and for years to come.

GETTING STARTED IS EASY

We've made it easy to join, just visit the portal at dynabookpartnerprogram.com and sign up with basic information. Once a member, you'll have 24/7 access to product details, program elements, our library of assets and more, all designed to build your business.

MEMBERSHIP LEVELS

The Dynabook Partner Program has three levels of membership: Silver, Gold and Platinum. As your annual purchase revenue goes up, so does your membership level, as well as your benefits. So the more you sell, the more rewards and benefits you earn.

SILVER MEMBERSHIP

Annual purchase revenue of up to \$500k

GOLD MEMBERSHIP

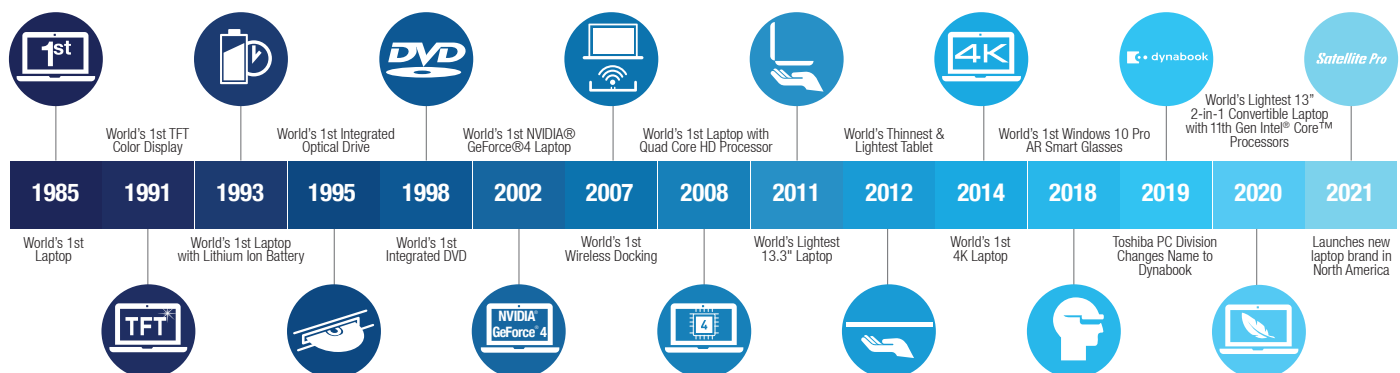
Annual purchase revenue of \$500k to \$1M

PLATINUM MEMBERSHIP

Annual purchase revenue of \$1M or more

A PROUD HISTORY OF INNOVATION

Dynabook laptops are rooted in a rich history of world-first breakthroughs, and with our continued investment in research and development, we are committed to delivering top tier, highly competitive products that are infused with the latest cutting-edge technology and built into stylish and durable designs.



PARTNER PROGRAM ELEMENTS: FINANCIAL

The Dynabook Partner Program (DPP) offers a wide range of program elements designed to enhance profitability and reward sales performance.

SILVER MEMBERSHIP	GOLD MEMBERSHIP	PLATINUM MEMBERSHIP
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Membership Level Rebates

Hard work deserves to be rewarded, and this program delivers. As a Dynabook Partner, you'll immediately qualify to earn healthy front-end rebates based on your Dynabook Partner Program membership level. This earned reward increases when you reach \$500K in annual sales of eligible Dynabook products. In addition, you can earn additional rewards on accessory sales.

Satellite Pro™	1%	2%	3%
Portégé®	2%	3%	4%
Tecra®	2%	3%	4%
Dynabook (Toshiba) Branded Laptop Accessories	2%	3%	4%

Dynabook Debit Card Rewards

It's not just about the SPIFs, it's about how quickly you'll get them. SPIFs are now being delivered directly to you via Dynabook-branded Visa debit cards. Additionally, these debit cards are reloadable by Dynabook every time you earn a new reward.

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Product Exclusive Instant Rebate

This program is designed to deliver instant rebates to maximize your profit margins in a simple, straightforward structure and is available to all members, making it more attractive than ever to sell Dynabook laptops. These rebates are available throughout the year and run for a specific period of time, so make sure you check out the Dynabook Partner Program portal for the latest information.

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First Purchase Rebate

Under this program, Silver members who have not purchased Dynabook products in the previous 180 days are eligible for an additional rebate benefit on their first order purchased from an authorized distributor.

1%		
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PARTNER PROGRAM ELEMENTS: TOOLS

The Dynabook Partner Program (DPP) provides you with all the right tools to ensure your success. This includes volume discounts, demo opportunities, and lead generation opportunities.

	SILVER MEMBERSHIP	GOLD MEMBERSHIP	PLATINUM MEMBERSHIP
Special Bid Program As a Dynabook Partner you can access our special bid service, enabling you to receive special discounts when you buy Dynabook products in large quantities.	•	•	•
Deal Registration Program Resellers understand the bigger the deal, the greater the competition, which is why the Deal Registration Program empowers you with the advantage you need when bidding on those large deals.	•	•	•
Demo Discount Program Demonstrate legendary Dynabook quality and innovation with a big discount off the MSRP on up to three of our industry-leading laptops per calendar year.	15%	20%	25%
Try Before Buy Demo Program Need a quick test drive to ensure what we have will fit your clients' needs? No problem, contact your Dynabook Account Manager for a quick spin.	•	•	•
Build-to-Order Configurator You're empowered to build custom product configurations, providing you with the flexibility and responsiveness required to successfully compete on every bid opportunity.	•	•	•
Lead Generation Program Dynabook's lead generation programs are running constantly, and we're always looking to pass them on to the best to close the deal.		•	•
Platinum Welcome Kit Platinum members will have the luxury of receiving a Demo Kit, free of charge, consisting of a Tecra®, Portégé® and Satellite Pro™ laptop, with a docking station for each. Kits can be requested from the DPP site, and Dynabook Marketing will handle the rest.			•

PARTNER PROGRAM ELEMENTS: RESOURCES

With the arsenal of assets Dynabook has to offer, you have everything you'll ever need to sell some of the world's most powerful laptops, right at your fingertips.

	SILVER MEMBERSHIP	GOLD MEMBERSHIP	PLATINUM MEMBERSHIP
Dynabook Partner Portal The Dynabook Partner Program (DPP) empowers you and your team with resources to give you every advantage over your competitors.	•	•	•
Marketing Collateral From fliers to spec sheets, videos, and more, the DPP portal maintains the most updated content to ensure you have all the latest information to share.	•	•	•
Dynabook Advisory Council Dynabook's advisory council strives to understand our future and get ahead of it. Our leadership team, thought leaders, and partners get together to help design programs that will move us forward, addressing market directions, technology trends and more, shaping what our tomorrow will look like.	•	•	•
Dynabook Partner Support Team At Dynabook, we believe in surrounding our partners with the best, like a support team for inside sales, available to answer your questions and help in any way they can.	•	•	•
Dynabook Field Support Our service and support doesn't stop with remote contact. When you need next-level technical assistance, including on-site visits, Dynabook has you covered.		•	•
Joint Business Planning Get together with Dynabook experts to help focus on your strengths and our products to grow your business to new levels.		•	•

AWARD-WINNING PORTFOLIO OF INNOVATION

Focusing exclusively on mobility for 35 years, we are the mobile computing experts and we understand market needs. We offer a wide-ranging portfolio of laptops from entry-level to premium, traditional clam shell to multi-function convertibles. Our relentless pursuit of excellence shows in our cutting-edge mobile solutions that help mobile professionals excel where, when and how they want.

SATELLITE PRO™ | No-Compromise Style, Productivity and Value

The Satellite Pro is a family of laptops with modern designs and all-round computing capabilities that deliver exceptional value ready for the most demanding tasks required by today's workers and students.

TECRA® | Performance Laptops that Mean Serious Business

A collection of productivity workhorses, the Tecra family of laptops offer everything a professional user could want to succeed in any computing environment. Featuring powerful processors, robust connectivity and enterprise-grade security, the Tecra portfolio will not disappoint.

PORTEGE® | A Showcase of Technology for the Ultimate in Mobility

Designed for those who demand the thinnest & lightest, the Portégé delivers the latest in design and innovation, such as the world's lightest 13.3-inch laptop*, award-winning 2-in-1 computing solutions and an extensive collection of Windows Secured-core PCs, the most secure Windows devices available today.

ACCESSORIES

Dynabook offers a collection of productivity enhancing accessories designed to simplify and streamline a mobile user's workflow no matter where the office is. Dynabook accessories boast universal compatibility with a wide range of the Windows-based computers in addition to the Dynabook family of laptops.

THE IN-HOUSE ADVANTAGE

Dynabook products are meticulously designed and rigorously engineered to deliver a superior level of quality and reliability. We continue to be the only major PC vendor to employ an in-house approach to designing, engineering, manufacturing and testing our products to enhance our ability to deliver superior quality and reliability.

With every product we bring to market we apply our unmatched knowledge base and customer feedback in virtually every phase of the process. This unrelenting commitment to delivering the best is found in every element of our professional-grade laptops and results in some of the industry's lowest failure rates.

DYNABOOK WARRANTY & SERVICE PLANS

Dynabook laptops are designed to high quality standards for excellent long-term performance. However, in an unlikely mishap, we have you covered with our One-, or Three-Year Standard Limited Warranties and/or optional Service Plans, which include:

- Accidental Damage (if selected)
- Complete Coverage
- Technical Support
- On-Site Service (if selected)
- Day-1 Coverage

Visit support.dynabook.com/warranty
or call 800-705-2397 to check your
warranty coverage.

+care

+Care Service® Warranty

Offered on select Dynabook-branded laptops, +Care Service® warranty with On-Site is available for three years on feature configurations and four years on Build-to-Order models. In addition to multi-year warranties, Dynabook customers also get access to the organization's service and support network should you ever need it, such as:

- Technical Phone Support Service
- Depot Repair Service
- Carry-in Service (U.S. and International)
- On-Site Service
- Customer Replacement Parts

Visit us.dynabook.com/pluscare or
call 800-457-7777 for more information.



CREDIT & FINANCING OPTIONS

Below are some typical financial program options offered by Dynabook Authorized Distributors. Contact your Distributor Representative for additional details.

ASSIGNMENT OF PROCEEDS (AOP)

Finance larger orders by having your customer pay Tech Data directly.

RSA PROGRAM

Extend your credit reach by utilizing our transaction-based, end-to-end solution that can be transparent to your end users.

ESCROW PROGRAM

Escrow agreements are a versatile tool for assuring the safe, fair and efficient completion of your large orders.

THIRD-PARTY FINANCING

This type of financing, also known as “floor-planning,” provides you with an additional credit line and free financing, with free extended terms being offered on select products.

LEASING

Obtain additional credit and rebate incentives while providing your customers with a low monthly payment option.

Contact your authorized distributor for more information.

READY TO BUY? YOU CHOOSE THE WAY.

In keeping with our goal to simplify your sales efforts and enable you to be responsive to your customers' needs, we've set up our program to give you two purchase options. You can purchase directly from Dynabook or through one of our Authorized Distributors. The choice is yours.

DYNABOOK
AUTHORIZED DISTRIBUTORS:

SYNNEX Corporation
(800) 756-1888

Tech Data Corporation
(800) 237-8931

GOT QUESTIONS? GET ANSWERS FAST.

Our Partner Program has so much to offer that we understand you might have questions or need further help. No problem. Our Partner Support Team is available to help you get started and keep you moving forward.

CALL: (844) 910-0119

EMAIL: dba-insidesales@dynabook.com

