



**DYNABOOK AMERICAS, INC.  
DYNABOOK PARTNER PROGRAM – DEMO DISCOUNT PROGRAM  
DISTRIBUTOR CHANNEL COMMUNICATION**

**OVERVIEW**

We are proud to announce the Dynabook Partner Program – Demo Discount Program available on select laptops. With Authorized Distributor’s participation, approved Dynabook Partner Program Resellers (“DPP Resellers”) will be eligible to receive the stated Demo Discount on their laptop purchase based on the DPP Resellers’ Membership level within the Dynabook Partner Program. Demo Discount calculation is determined by the Dynabook MSRP pricing at the time of DPP Reseller’s purchase from Authorized Distributor multiplied by the applicable Demo Discount Benefit Rate shown below.

**ELIGIBILITY**

(1) DPP Reseller must purchase Dynabook laptops from an Authorized Distributor, (2) DPP Reseller must be authorized to purchase the ELIGIBLE PRODUCTS (see below) on the date of the purchase from Authorized Distributor, (3) DPP Reseller may purchase up to a maximum of (3) three units of any ELIGIBLE PRODUCT in a single transaction during a calendar year, and (4) Authorized Distributor must report the DPP Reseller purchase using a Dynabook approved reporting method. Any DPP Reseller listed on Dynabook’s official Partner Program Registration file on the date of purchase will be deemed to be authorized to purchase the ELIGIBLE PRODUCTS from Authorized Distributor on such date. The Registration file is communicated to Authorized Distributor on a daily basis and it is Authorized Distributor’s responsibility to confirm DPP Reseller’s authorization prior to applying the Demo Discount Rebate Benefit for any transaction. This Demo Discount Rebate Benefit offer is not valid and may not be combined with any other Dynabook or channel discounts or rebates unless otherwise agreed by Dynabook in writing.

**ELIGIBLE PRODUCTS/ DEMO DISCOUNT RATE (per unit)**

	Silver Membership Level Demo Discount Rate	Gold Membership Level Demo Discount Rate	Platinum Membership Level Demo Discount Rate
<b>Dynabook Branded Laptops:</b>	Up to Three (3) Units in Any Calendar Year at Time of Purchase		
<b>Satellite Pro™, Portégé®, Tecra®</b>	15%	20%	25%

Note: BTO, CTO, and Refurbished, used or “B” stock products are not eligible

**DEMO DISCOUNT RATE DISBURSEMENT**

Authorized Distributor must compute and apply the front-end Demo Discount Rebate Benefit to any applicable DPP Reseller transaction at time of purchase. At the end of each month, Dynabook will utilize EDI sales-out reporting to audit Authorized Distributor’s sale total. To participate in this Program, Authorized Distributor must submit weekly sales out reporting to Dynabook. Any alternative method of sales-out reporting must be approved by Dynabook’s finance department prior to participation in this Program. Upon Dynabook’s verification of Authorized Distributor’s sales information and reports and the receipt of an appropriate claim, Demo Discount rebate amounts will be calculated, verified, and issued by credit memo to Authorized Distributor. Debits or “invoice offsets” may not be taken in advance.

**GENERAL**

Dynabook reserves the right to alter, amend or cancel this Program at any time. However, such alteration or cancellation will not affect any funds earned prior to such announcement. Any credit or rebate issued, reflected by, or arising under this Program is not redeemable in cash or cash equivalents. The claim for credit or rebate is not transferable or assignable. Dynabook is not responsible for eligible product availability. All reporting is subject to verification and audit. Noncompliance with rules or inaccurate reporting may lead to disqualification from the program. Dynabook may also allocate products in its sole discretion. Dynabook reserves the right to interpret the rules of this Program at its sole discretion. All decisions made by Dynabook are final. Program is only valid in U.S. and on products purchased and sold in the U.S. Void where prohibited by law. Dynabook and its affiliates are not responsible for any damages, taxes, or expenses incurred as a result of this promotion. All contracts and amendments with Dynabook must be current to qualify for this Program.