

A background image of a business meeting in a bright, modern office. A woman with curly hair and glasses stands and presents to a group of people seated around a table. One person is using a laptop with the Dynabook logo on it.

# Dynabook Partner Program

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# Unlock the Benefits of Membership

*Incentives and Rewards*

*Rebates*

*Special Bid Support*

*Sales & Marketing Tools & Resources*

*Demo Programs*

*Dynabook Partner Support*

*Other Membership Benefits*



# Membership Levels



**\$0-\$500,000\***



**\$500,000 - \$1,000,000\***



**\$1,000,000+\***

- Annual Revenue Requirements
- Dynabook Partner Membership Levels are updated twice a year
  - January 1
  - July 1
- Dynabook will evaluate Reseller benefits during January and/or July of each calendar year (“Evaluation”) to determine if Reseller’s Membership status would need to be adjusted in accordance with the Qualifying Revenue tiers as defined in Schedule A of the Dynabook Partner Program Terms and Conditions. Upon Evaluation, Resellers will commence their new Membership Level beginning the month of Evaluation for a period of twelve (12) calendar months. Dynabook may in its sole discretion, commence a new Evaluation of any Reseller prior to the end of Reseller’s current Membership term at any time, for the purpose of promoting the Reseller to the next Membership level.

# Benefits that Grow with You



BENEFITS		SILVER (\$0 - \$500,000)*	GOLD (\$500,000 - \$1,000,000)*	PLATINUM (\$1,000,000+)*
FINANCIAL	Membership Level Rebate**			
	Satellite Pro	1%	2%	3%
	Portege	2%	3%	4%
	Tecra	2%	3%	4%
	Dynabook Accessories	2%	3%	4%
	Dynabook Debit Card Rewards	•	•	•
	Product Exclusive Instant Rebate	•	•	•
	First Purchase Rebate	1%	N/A	N/A
TOOLS	Special Bid Program	•	•	•
	Deal Registration Program	•	•	•
	Demo Discount Program – Satellite Pro, Tecra, Portege	15%	20%	25%
	Try Before Buy Demo Program	•	•	•
	Build-to-Order Configurator	•	•	•
	Lead Generation Program (Candidate)		•	•
	Platinum Presidential Welcome Kit – 3 Laptops & 1 Dock			•
RESOURCES	Dynabook Partner Portal (dynabookpartnerprogram.com)	•	•	•
	Marketing Collateral	•	•	•
	Dynabook Advisory Council (Candidate)	•	•	•
	Dynabook Partner Support Team	•	•	•
	Dynabook Field Support		•	•
	Joint Business Planning		•	•

\*Annual Purchase Revenue Requirement

\*\*Excludes Education SKUs

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# Membership Level Rebate Program



**Healthy frontend rebates based on sales of laptops and accessories when purchased from an authorized distributor. Earn more as you sell more!**

	SILVER Rebate Benefit Rate	GOLD Rebate Benefit Rate	PLATINUM Rebate Benefit Rate
<b>Dynabook Branded Laptops:</b>			
Portégé (Excludes Education SKUs)	2%	3%	4%
Tecra (Excludes Education SKUs)	2%	3%	4%
Satellite Pro	1%	2%	3%
<b>Dynabook (Toshiba) Branded Accessories</b>	2%	3%	4%



## How it works:

1. These are instant rebates based off your membership level.
2. Rebate Benefit calculation is determined by the standard Dynabook pricing (PC1) at the time of DPP Reseller's purchase from Authorized Distributor multiplied by the applicable Rebate Benefit Rate.
3. Your purchase revenue is tracked to ensure you advance to the next level

# New Exclusive - Dynabook Debit Card Rewards



**Applies to sales of select Dynabook products. Rewards (SPIFs) will now be delivered via a Dynabook branded, reloadable Visa Award Card for quicker, more direct payment!**



## **How it works:**

1. Reseller Sales Rep must claim Reward using the [DPP Online Reward Claim Form](#)
  - a. A unique claim form must be submitted for each qualified end user sale
2. Once submitted, claims will be verified and managed by the DPP Admin Team, available at [admin@dynabookpp.com](mailto:admin@dynabookpp.com)
3. Claims will be matched with monthly sales reports and awarded directly via reloadable Visa award cards (card ships within 5-7 business days after review process)
4. Once a sale is claimed, no further claims will be allowed on that sales transaction thus providing protection against multiple claims for a single sale



# Product Exclusive Rebate



Throughout the year, Dynabook may run instant rebates (dollars off) on select strategic laptop models when purchased from an authorized distributor.

Rebate programs go live throughout the year and run for a specific time periods. Check your email and the [DPP portal](#) for the latest rebate information.



## How it works:

1. These are instant rebates offered on select models for a specific time period
2. The rebate amount will be automatically discounted at time of purchase at distribution
3. Partner Exclusive Rebate(s) are stackable with Membership Level Rebates





# First Purchase Rebate



**With the First Purchase Rebate, new members (Silver Membership Level) are eligible for a 1% instant rebate on their first order from an authorized distributor.**

**Silver Members who have not purchased Dynabook products in the previous 180 days are also eligible for their next purchase of Dynabook products.**



## **How it works:**

1. Enroll in the Dynabook Partner Program
2. Distributor will verify that Dynabook products have not been purchased in the previous 180 days.
3. If eligible, Rebate Benefit calculation is determined by the standard Dynabook pricing (PC1) at the time of DPP Reseller's purchase from Authorized Distributor multiplied by the applicable Rebate Benefit Rate
4. First Purchase Rebates are stackable with Membership Level Rebates

# Deal Registration



**Larger deals require offering more, which is where the Deal Registration Program comes in. Get the advantage you need with access to the exclusive bid service, enabling opportunities that require special discounts on Dynabook products.**



## **How it works:**

1. The Deal Registration process is intended to record the Reseller who first identifies and obtains an approval for a specific end user bid project (25+ units for Tecra & Portege, 1000+ for Satellite Pro)
2. The approval for Deal Registration protection will be identified on a Channel Bid Letter
  - a. There will only be one (1) approved Deal Registration per approved end user bid project (unless the end user customer requests more than one)
3. The min 4% discount (MSRP) will be included in the stated Channel Bid Price
4. This offer is not valid, and may not be combined with, any other Dynabook discounts or rebates outside of the Channel Bid Letter
5. Dynabook authorized retailers, brokers and distributors are NOT eligible to participate in this Program.

# Demo Discount Program



*A Demo is worth a thousand words.*

*Up to **25% off MSRP** for up to three laptops per calendar year.*

	SILVER Demo Discount	GOLD Demo Discount	PLATINUM Demo Discount
Satellite Pro, Portege, Tecra	15%	20%	25%



## How it works:

1. As a Dynabook Partner Program member, you must purchase Dynabook laptops from an Authorized Distributor.
2. Identify up to (3) three laptops you are purchasing as Demo Discount units and notify your Distributor Sales Rep at time of purchase.
3. The up to 25% off MSRP discount depends on the Membership Level within the Partner Program and discount will be given at time of purchase for up to three laptops.
4. Demo laptops must be purchased at the same time on the same order.
5. The Demo Discount program may not be combined with any other Dynabook or channel discounts or rebates unless otherwise agreed by Dynabook in writing.

# Try Before Buy Demo Program



## Pool of Satellite Pro, Tecra and Portege products

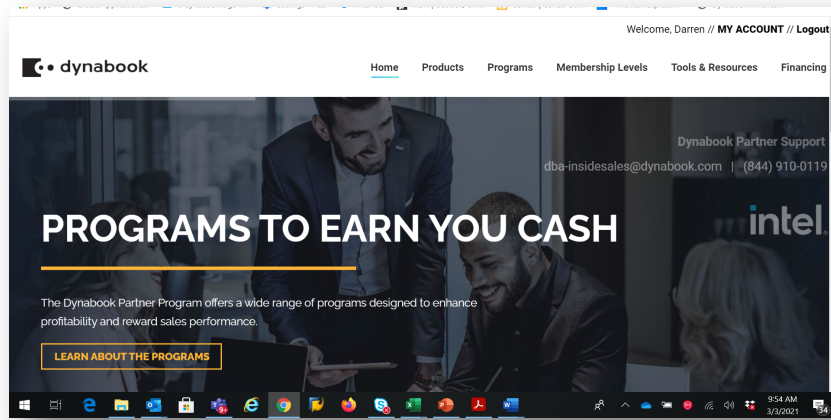
BRAND	Model	PART NUMBER	CPU	HDD	LCD	Memory Slot1	Memory Slot2	Mini-PCI	OS		
TECRA	A40-G1420	PMZ20U-009006	Intel Core i5-10210U(BGA)	M.2 PCIe 256G SSD(Value)	14.0 FHD 220 AG	DDR4 2666 8GB OnBoard	None	Intel 11ax+acagn+BT-M.2(2x2)Gigabit-CcP2-Non VPro	MS Win10 Pro 64Bit		
TECRA	A50-F1520	PT5B1U-01E006	Intel Core i5-8265U(BGA)	M.2 256G SSD	15.6 HD 200 LD-Flat eDP	DDR4 2400 8GB	None	Intel 11ax+acagn+BT-M.2(2x2)Gigabit-CcP2-Non VPro	MS Win10 Pro 64Bit		
SATELLITE PRO	C50-H15200	PYS33U-01Q022	Intel Core i3-1005G1(BGA)	M.2 256G SSD	15.6 FHD 250 WV LD-Flat eDP	DDR4 3200 8GB	None	Intel 11ac+agn+BT-M.2(1x1)Gigabit-JfP1-NonVPro	MS Win10 Pro 64Bit		
SATELLITE PRO	C50-H15120	PYS33U-013023	Intel Core i5-1035G1(BGA)	M.2 256G SSD	15.6 HD 220 eDP	DDR4 3200 8GB	None	Intel 11ac+agn+BT-M.2(1x1)Gigabit-JfP1-NonVPro	MS Win10 Home 64Bit		
SATELLITE PRO	L50-G15250	PBS22U-02E01R	Intel Core i7-10510U(BGA)	512GB PCIe SSD	15.6 FHD 250 WV LD-Flat eDP	DDR4 2666 8GB	DDR4 2666 8GB	Non Intel 11ac+agn+BT-M.2(1x1)433Mbps	MS Win10 Pro 64Bit		
SATELLITE PRO	C40-H14200	PYS36U-00Y03R	Intel Core i3-1005G1(BGA)	M.2 256G SSD	14.0 FHD 250 WV LD-Flat eDP	DDR4 3200 8GB	None	Intel 11ac+agn+BT-M.2(1x1)Gigabit-JfP1-NonVPro	MS Win10 Pro 64Bit		
SATELLITE PRO	C40-H14210	PYS36U-00K03R	Intel Core i5-1035G1(BGA)	M.2 256G SSD	14.0 FHD 250 WV LD-Flat eDP	DDR4 3200 8GB	None	Intel 11ac+agn+BT-M.2(1x1)Gigabit-JfP1-NonVPro	MS Win10 Pro 64Bit		
PORTEGE	X40-J1431	PPH11U-006001	Intel Core i5-1135G7(BGA)	M.2 PCIe 256G SSD	14.0 FHD 250 WV LD-Flat eDP	None	DDR4 3200 8GB OnBoard	Intel 11ax+acagn+BT-M.2(2x2)Gigabit-HsP2-Non Vpro	MS Win10 Pro 64Bit		
PORTEGE	X30L-J1331	PCR10U-001002	Intel Core i5-1135G7(BGA)	M.2 PCIe 256G SSD-OPAL2.0	13.3 FHD 470 WV LD-Flat Slim eDP1.4	DDR4 3200 8GB OnBoard	None	Intel 11ax+acagn+BT-M.2 1216(2x2)-HsP2-Non Vpro	MS Win10 Pro 64Bit		
PORTEGE	X30W-J3132	PDA11U-01W00W	Intel Core i5-1135G7(BGA)	M.2 PCIe 256G SSD	13.3 FHD WV LD-Flat Bent eDP1.4 w/ Touch	LPDDR4X 4266 8GB OnBoard		0 Intel 11ax+acagn+BT-M.2 1216(2x2)-HsP2-Non Vpro	MS Win10 Pro 64Bit		



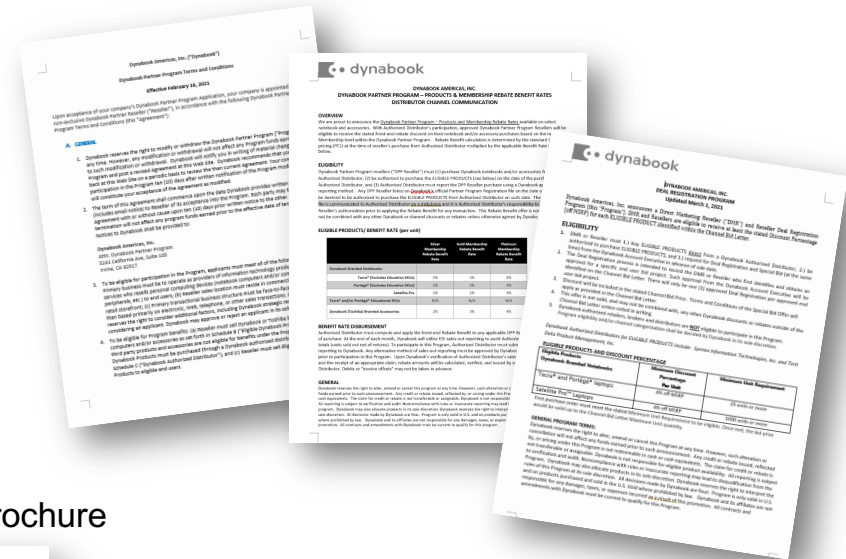
### How it works:

1. Select Model and Part Number from Try Before Buy Demo Pool file and check availability (Try Before Buy Inventory).
2. Submit request to Dynabook Channel Sales Manager using the Evaluation Try Before Buy Program Request Form
3. System(s) releases 1-2 business days after Channel Sales Manager Approval
4. Tracking is sent to originator, Dynabook Partner Support Manager, and Dynabook Channel Sales Manager
5. Return of unit(s) should be within 30 – 45 days; FedEx return label can be requested by Dynabook Channel Marketing – label is sent by FedEx Systems

# Dynabook Partner Program – Resources Items



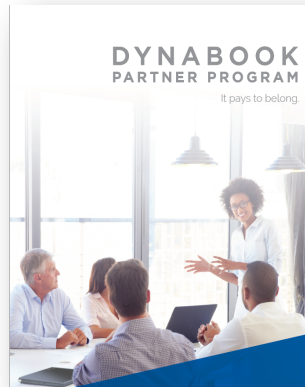
Partner Program Portal



Partner Program Brochure



Partner Program Presentation



Partner Program Terms and Conditions

