



DYNABOOK AMERICAS, INC.
DEAL REGISTRATION PROGRAM
Effective January 1, 2024 thru December 31, 2024

Dynabook Americas, Inc. announces a DMR and Reseller Deal Registration Program. DMR and Resellers are eligible to receive the Deal Registration price for each ELIGIBLE PRODUCT identified on the Channel Bid Letter.

ELIGIBILITY

1. DMR or Reseller must 1.) buy ELIGIBLE PRODUCTS direct from a Dynabook Authorized Distributor, 2.) be authorized to purchase ELIGIBLE PRODUCTS, and 3.) request for Deal Registration and Special Bid (at the same time) to Dynabook territory Account Executive in advance of sale date.
2. The Deal Registration process is intended to record the DMR or Reseller who first identifies and obtains an approval for a specific end user bid project. Such approval from the Dynabook Account Executive will be identified on the Channel Bid Letter. There will only be one (1) approved Deal Registration per approved end user bid project.
3. To qualify for deal registration the DMR / Reseller salesperson will be required to do a joint sales call with a Dynabook salesperson. This can be in the form of a face-to-face meeting, Teams/Zoom Call or phone call. When submitting the deal registration, the comments section must include the following statement: Conduct a joint sales call with Contact Name, Title and Account Name with the name of DBA Sales Rep on a specific date and time.
4. There is a 7-day window for completing the meeting or call from the time that deal registration is issued, once that window passes, deal registration is no longer valid.
5. A discount will be included in the stated Channel Bid Price. The Terms and Conditions of the Special Bid Offer will apply as provided in the Channel Bid Letter.
6. This offer is not valid, and may not be combined with, any other Dynabook discounts or rebates outside of the Channel Bid Letter.
7. Dynabook authorized retailers, brokers and distributors are **NOT** eligible to participate in this Program. Program eligibility and/or channel categorization shall be decided by Dynabook in its sole discretion.

Dynabook Authorized Distributors for ELIGIBLE PRODUCTS include D&H Distributing Company and TD Synnex.

ELIGIBLE PRODUCTS AND DISCOUNT PERCENTAGE

Eligible Products	Deal Registration Percentage Per Unit	Minimum Unit Requirement
Dynabook Branded Notebooks		
Dynabook E11	4%	25 units or more
Satellite Pro	6%	25 units or more
Tecra and Portege	10%	25 units or more

The first purchase order must meet the stated Minimum Unit Requirement to be eligible. Once met, the bid price would be valid up to the Channel Bid Letter Maximum Unit quantity.

GENERAL PROGRAM TERMS:

Deal Registration Program:

1. Valid for 90 days and can be extended once by the holding reseller.
2. Will only be offered on net new deals.
3. Must be submitted at least 30 days prior to the first expected shipment date.
4. Will not be offered on Public RFPs.

Dynabook reserves the right to alter, amend or cancel this Program at any time. However, such alteration, amendment or cancellation will not affect any program funds earned prior to such an 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 this Program. Dynabook may also allocate products in its sole discretion. Dynabook reserves the right to interpret the Program requirements and any Program rules at its sole discretion. All decisions made by Dynabook are final. This Program is valid in the 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 Program. All contracts and amendments with Dynabook must be current to qualify for this Program.