



DYNABOOK AMERICAS, INC.

**DYNABOOK PARTNER PROGRAM – PRODUCTS & MEMBERSHIP LEVEL REBATE BENEFIT RATES
DISTRIBUTOR CHANNEL COMMUNICATION**

CANCELLATION NOTICE

Effective October 1, 2023 the Dynabook Preferred Partner Rebate will be cancelled. We will honor Sales from Existing Bids thru 10/31/23. All Rebate Claims must be submitted by 11/30/23.

OVERVIEW

The Dynabook Partner Program – Products and Membership Level Rebate Benefit Rates available on select laptops. With Authorized Distributor’s participation, approved Dynabook Partner Program Resellers (“DPP Resellers”) will be eligible to receive the stated front-end rebate discount on their laptop purchases based on the DPP Resellers’ Membership level within the Dynabook Partner Program.

The Rebate Benefit calculation is determined by the standard Dynabook pricing (PC1) if no special bid exists. If a Special Bid Letter exists, the Rebate Benefit will be calculated based the NET Pricing specified on the Dynabook Quote. . This Rebate Benefit Calculation is based at the time of DPP Reseller’s purchase from Authorized Distributor multiplied by the applicable Rebate Benefit Rate shown below.

Additionally, there is a 1% rebate for the first purchase for new Resellers. (A new Reseller is defined as one that has not purchased Dynabook in the past 180 days). This rebate calculation is determined by the standard Dynabook pricing (PC1) if no special bid exists. If a Special Bid Letter exists, the Rebate Benefit will be calculated based the NET Pricing .

This program is effective July 1, 2023 thru December 2023.

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, and (3) 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 monthly basis and it is Authorized Distributor’s responsibility to confirm DPP Reseller’s authorization prior to applying the Rebate Benefit for any transaction.

ELIGIBLE PRODUCTS/ REBATE BENEFIT RATE (per unit)

Dynabook Branded Laptops:	Silver Membership Level	Gold Membership Level	Platinum Membership Level
Portege Feature SKUs	2%	3%	4%
Portege BTO SKUs	2%	3%	4%
Tecra Feature SKUs	2%	3%	4%
Tecra BTO SKUs	2%	3%	4%
Satellite Pro Feature SKUs	1%	2%	3%
Satellite Pro BTO SKUs	1%	2%	3%
Dynabook E10	N/A	N/A	N/A

BENEFIT RATE DISBURSEMENT

Authorized Distributor must compute and apply the front-end 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 sales totals (units sold out net of returns). To participate in this Program, Authorized Distributor must submit monthly 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, 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 this 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.