

Fujitsu “Buy n’ Try” Mobile Demo Program overview

50% OFF discount program for end user accounts

Get mobile units in the hands of End Users without Eval. restrictions!

WHY/Purpose	End Users need to see, touch and test new devices for qualification purposes.
Transition	Alternative to the traditional Eval. Program: Allowing clients to purchase units at a significant discount for their evaluation purposes.
Program offer	How much can your End-User Client Save? <ul style="list-style-type: none">■ 50% Discount off MAP/unit:<ul style="list-style-type: none">– Core Units ONLY! (accessories, warranties, etc. do not qualify)
Process/Limits	NEW program outlines and processes: <ul style="list-style-type: none">■ Process Flow Chart (attached) for easy 1-to-1 program process requirements.■ CE Quote via eSales:<ul style="list-style-type: none">– BP to provide pricing approval■ MAX 1 Unit/Form Factor/per year: (Fixed Config or CTO)<ul style="list-style-type: none">– 1 each LIFEBOOK® Convertible Tablet PC– 1 each LIFEBOOK Convertible Ultrabook™– 1 each LIFEBOOK Notebook/Ultrabook™– 1 each STYLISTIC® Hybrid/Tablet■ S/OPS Order Processing:<ul style="list-style-type: none">– (TBD), S/OPS to build process for order management, payment, etc.
Requirements	NEW requirements: <ul style="list-style-type: none">■ CE Opportunity Planner: Must be completed and approved by Sales Mgmt.■ \$100K Minimum Opportunity■ iSales Opportunity Entered<ul style="list-style-type: none">– Pipeline Tracking Required