

Smarter technology for all

Think Big+!

HX Promotion for resellers - EXTENDED

Earn up to €3000 for Lenovo HX deals closed by September 30, 2020

Lenovo

Earn BIG rewards when you sell eligible HX Solutions

- 1 Identify a customer that wants to accelerate their Data Center transformation with a Lenovo HX solution
- 2 Register your HX opportunity in LBP & Complete a simple Online form at www.thinkbighx.com
- 3 Close the deal by **September 30, 2020** and earn up to €3000 in gift cards or a pre-paid Mastercard
- 4 Lenovo will validate & confirm back your eligibility for the promotion



The banner features the ThinkAgile logo at the top left. Below it, the text reads 'THINK BIG+ EARN UP TO €3000*'. Underneath this, smaller text states 'per registered HX deals closed by 30 Sept 2020. Freedom to build Nutanix with Lenovo. Terms apply'. On the right side, there is a collage of gift cards including a red Ledger card, an Amazon card, and a ZARA card. A green circular badge with white text says 'UP TO €3000*'. The Lenovo logo is on the far right.

ThinkAgile
THINK BIG+
EARN UP TO €3000*
per registered HX deals closed by **30 Sept 2020**.
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+ Terms & Conditions

- The promotion offers resellers a variable reward amount based on the total deal size as follows:-
 - Lenovo HX Deal Value of €75K – 150K pays €1,000 per deal in gift cards or pre-paid Mastercard
 - Lenovo HX Deal Value of €150K - 200K pays €2,000 per deal in gift cards or pre-paid Mastercard
 - Lenovo HX Deal Value of €200K+ pays €3,000 per deal in gift cards or pre-paid Mastercard
 - Deal value will be based on net sales out revenue as reported by your distributor
- In order to qualify for the promotion, eligible opportunity must involve the sale of at least 1 qualifying HX appliance or certified node
- All Lenovo HX appliances and certified nodes are eligible for the promotion. Only HX appliance/certified hardware, software (including Nutanix Capacity Based Licenses when purchased from Lenovo or a Lenovo authorized distributor) and associated services counts towards the qualifying deal revenue.
- On successful closure of the deal, the reseller can submit a claim form available via www.thinkbighx.com. The reseller contact will be able to specify his choice of gift card or pre-paid Mastercard.
- Once Lenovo has validated the request and confirm its eligibility, the reseller sales representative will be contacted directly to confirm that the deal is eligible for this promotion
- Deals must be closed by September 30, 2020 to qualify for this promotion
- Lenovo reserves the right to withdraw the promotion at any time
- This promotion is available in all EMEA markets



+ FAQs



Q. What customer segments are eligible for this promotion?

- A. All Lenovo customer segments are eligible for this promotion. When requesting a Deal Registration, resellers (or their distributor) should select the *Nutanix or Nutanix SMB* categories in LBP.

Q. Can I still Deal Register my HX opportunity even if it does not meet the criteria for this promotion?

- B. Yes. The Deal Registration approver will approve or reject all such requests on their merits. Lenovo will then further validate all approved ThinkAgile HX registration requests for promotion eligibility.

Can I still claim LEAP points on these deals?

- A. Yes. This promotion does not depend on membership of the LEAP program. However, selected models of HX are eligible for LEAP points and can be claimed using the standard claiming process.

Q. The promotion refers to HX models only. What about other members of the ThinkAgile family. Are they eligible?

- A. No. This promotion is specific to ThinkAgile HX offerings.

The banner features the ThinkAgile logo on the left. In the center, it reads 'THINK BIG+ EARN UP TO €3000*' in large, bold letters. Below this, smaller text states 'per registered HX deals closed by 30 Sept 2020. Freedom to build Nutanix with Lenovo. Terms apply'. On the right side, there is a green circular badge with 'UP TO €3000*'. The background shows a person climbing a structure, with floating images of a red Ledger card, an Amazon card, and a Zara card.

thanks.

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