



North America Sales and Marketing Business Practices

Title: SAN READY HIGH AVAILABILITY STORAGE SOLUTION Issue Date: 01/12/99

MOA Number: 900936

Revision Date:

Scope:

U.S.

Summary:

End User Customer receives a \$3000 instant rebate when they purchase the SAN Ready High Availability Solution.

NOTE: this represent about 7% additional discount.

Program Dates:

Effective date:	Jan. 17, 2000
Last order date:	March 31, 2000
Last ship date:	March 31, 2000

Eligible Model Numbers:

2T-92894-01

*****This is a product built and shipped by CSS**

Limitations:

- Customer's/Partner's discount agreements apply.
- Allowance applies to either List or Standard price.
- This offer **may not** be combined with other programs or allowances without the approval of Account Business Manager.
- This offer **may** be combined with TEI discounts.

Distributor/Reseller Partner participation:

- All partners may participate in this program. Partners may utilize their stock to take advantage of this program.
- Program allowance will always be applied as a credit based on proof of sale of the qualified purchase to the Distributor's customer. Do not apply allowance at time of order to Compaq.
- Distributors will receive credit upon providing Compaq Customer Operations Management (COM) with:
 - a. Copy of Distributor invoice to VAR or End Customer containing eligible model number(s) defined in program.
 - b. Reference MOA 900936
- Partners must request credit for this program within 30 days after the date of transaction or no later than April 31, 2000. Credit requests after this date will not be processed.
- Programs may not be offered directly to or through a Compaq authorized Business Partner for a customer who intends to resell Compaq products but is not a Compaq authorized Tiered VAR.

Direct VAR/End User participation:

- Reference MOA 900936
- Program allowance is 900936

Compaq Customer Operations Management:

- Ensure order or credit transaction complies with program requirements.
- Apply allowance 900936.
- Line Item Pricing Adjustment Reason Code **HJ** in FOCUS and pre-approved Multi-order Allowance #900936 (no further allowance approvals required).

U.S. Federal Government Applicability:

GSA customers are eligible for and may take advantage of Compaq product incentive programs if the program items are on the Compaq GSA Schedule(s) and the program terms can be met. These programs are applicable to other Government Contracts, if defined in the terms and conditions of the specific contract.

For Further Information

Please call your local business contact or:

Marketing & Sales Brian Cranston
Product Operations: (603) 884-0502