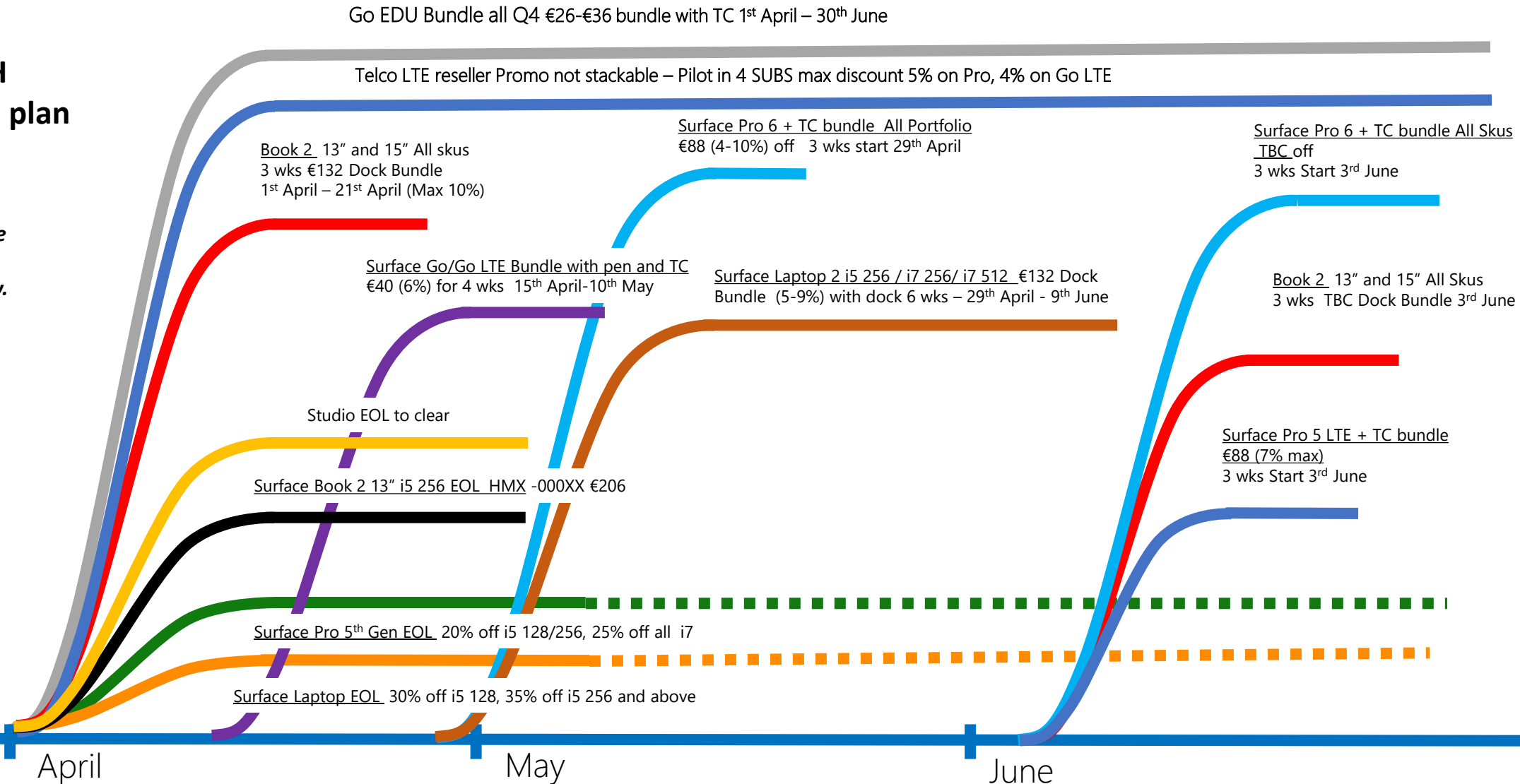


WE | Surface PC Promos & incentive plan | Q4 April 2019 – June 2019

AT/CH DACH plan

Book 2 and S Pro 6 June Discounts will not be finalised until 22nd May.



8th April – 30th June - BID GRID BOOSTER 5-49 units only additional 2% discount **TBC**

1st April – 30th June - ACCELERATE PRICING BOOSTER– Tiering Step Up promo (Tier 1 goes to Tier 2 discount etc.)

LAPTOP GROWTH INCENTIVE – 2% rebate, baseline Q219 performance, or if no baseline ADR \$60K, ADD \$120 K

Q4