

Surface Pro ; Book ; Laptop 2 ; Laptop 1 (256GB/512GB/1TB)	Core Programs			Specialty Programs					Additional Quarterly Promos
	Deal Registration	Bid Grid	Special Pricing	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo
Offer	3% - 5% off Net MSRP	Set discount based on Device and # of units per purchase order. (Qty. 5-499)	Varies (min. 500 devices)	5% off MSRP for qualified EDU customers	5% off MSRP for qualified customers	Varies (min. 1000 units ; 3+ geographies)	Varies	5% off MSRP for qualified customers	\$100 - \$400 discount off MSRP dependent on device. 10/2/2018 - 12/31/2018
Eligibility	Surface authorized resellers: Must submit Deal Registration form and receive approval with CAS#, based on quantity. Minimum of 50 Surface devices.	Surface authorized resellers. Bid Grid cannot be used for reseller internal orders.	Surface Authorized resellers: Must submit Special Pricing form and receive approval with CAS#, not automatically approved for 500+ quantity. Based on quantity and business opportunity	The reseller must provide EDU entity name when requesting the EDU discount.	Must be a qualified Microsoft Surface account eligible to sell NASPO/DIR. Enabled by Microsoft.	Eligible customer opportunities for this program must meet minimum requirements of 1000 units over a 12-month period and be sold in 3 or more geographies. Reseller must submit Special Pricing form and receive	Discount adjustments based on aggregated purchase volumes against the Accelerate Case during the year. Reseller must submit Special Pricing form and receive approval with CAS#.	The reseller must provide proof of end customer non-profit eligibility when requesting non-profit discounts.	Discount off select devices ranging from \$100 - \$400.
Eligible RESELLER Accounts <small>*must be approved Surface Reseller through SYNEX</small>	ALL	ALL	ALL	ALL	Select accounts chosen by MSFT	Select accounts chosen by MSFT	Select accounts chosen by MSFT	ALL	ALL
END CUSTOMER Requirements	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be an EDU entity and must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be a non-profit entity and must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.
Discounts	5%	5-49: 1% 50-99: 1.5% 100-249: 2.5% 250-499: 3.5%	Varies	5%	5%	Varies	Varies	5%	\$100 - \$400

**Combinability**

	Deal Registration	Bid Grid	Special Pricing	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo
Deal Registration	x								
Bid Grid		x							
Special Pricing			x						
EDU				x					
NASPO/DIR					x				
Multi-National						x			
Catalog/Accelerate							x		
Non-Profit								x	
Additional Quarterly Promos									
Autumn Promo									x

Can combine with promo listed in column A and Row 2  
Can NOT combine with promo listed in column A and Row 2

\*Microsoft requires end customer information for ALL promotions. If reseller cannot provide end customer information for an order, the reseller has the potential to be billed back.

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Laptop v1 128GB	Core Programs			Specialty Programs					Additional Quarterly Promos
	Deal Registration	Bid Grid	Special Pricing	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo
Offer	3% - 5% off Net MSRP	Set discount based on Device and # of units per purchase order.	Varies (min. 500 devices)	5% off MSRP for qualified EDU customers	5% off MSRP for qualified customers	Varies (min. 1000 units ; 3+ geographies)	Varies	5% off MSRP for qualified customers	\$200 discount off MSRP. 10/2/2018 - 12/31/2018
Eligibility	Surface authorized resellers: Must submit Deal Registration form and receive approval with CAS#, based on quantity. Minimum of 50 Surface devices.	Surface authorized resellers. Bid Grid cannot be used for reseller internal orders.	Surface Authorized resellers: Must submit Special Pricing form and receive approval with CAS#, not automatically approved for 500+ quantity. Based on quantity and business opportunity	The reseller must provide EDU entity name when requesting the EDU discount	Must be a qualified Microsoft Surface account eligible to sell NASPO/DIR. Enabled by Microsoft.	Eligible customer opportunities for this program must meet minimum requirements of 1000 units over a 12-month period and be sold in 3 or more geographies. Reseller must submit Special Pricing form and receive approval with CAS#.	Discount adjustments based on aggregated purchase volumes against the Accelerate Case during the year. Reseller must submit Special Pricing form and receive approval with CAS#.	The reseller must provide proof of end customer non-profit eligibility when requesting non-profit discounts.	Discount off select devices ranging from \$100 - \$400.
Eligible RESELLER Accounts *must be approved	ALL	ALL	ALL	ALL	Select accounts chosen by MSFT	Select accounts chosen by MSFT	Select accounts chosen by MSFT	ALL	ALL
END CUSTOMER Requirements	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be an EDU entity and must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be a non-profit entity and must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.
Discounts	5%	5-99: 1% 100-449: 1.5%	Varies	5%	5%	Varies	Varies	5%	\$200

**Combinability**

	Deal Registration	Bid Grid	Special Pricing	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo
Deal Registration	x								
Bid Grid		x							
Special Pricing			x						
EDU				x					
NASPO/DIR					x				
Multi-National						x			
Catalog/Accelerate							x		
Non-Profit								x	
<b>Additional Quarterly Promos</b>									
Autumn Promo									x

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Surface Pro M Sku	Core Programs			Specialty Programs					Additional Quarterly Promos
	Deal Registration	Bid Grid	Special Pricing	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo
Offer	3% - 5% off Net MSRP	Set discount based on Device and # of units per purchase order. (Qty. 5-499)	Varies (min. 500 devices)	5% off MSRP for qualified EDU customers	5% off MSRP for qualified customers	Varies (min. 1000 units ; 3+ geographies)	N/A	5% off MSRP for qualified customers	N/A
Eligibility	Surface authorized resellers: Must submit Deal Registration form and receive approval with CAS#, based on quantity. Minimum of 50 Surface devices.	Surface authorized resellers. Bid Grid cannot be used for reseller internal orders.	Surface Authorized resellers: Must submit Special Pricing form and receive approval with CAS#, not automatically approved for 500+ quantity. Based on quantity and business opportunity	The reseller must provide EDU entity name when requesting the EDU discount	Must be a qualified Microsoft Surface account eligible to sell NASPO/DIR. Enabled by Microsoft.	Eligible customer opportunities for this program must meet minimum requirements of 1000 units over a 12-month period and be sold in 3 or more geographies. Reseller must submit Special Pricing form and receive approval with CAS#	N/A	The reseller must provide proof of end customer non-profit eligibility when requesting non-profit discounts.	N/A
Eligible RESELLER Accounts *must be approved Surface Reseller through SYNEX	ALL	ALL	ALL	ALL	Select accounts chosen by MSFT	Select accounts chosen by MSFT	N/A	ALL	N/A
END CUSTOMER Requirements	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be an EDU entity and must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	N/A	End customer must be a non-profit entity and must be listed at time of sale. The end customer cannot be the same as the reseller.	N/A
Discounts	5%	5-99: 1% 100-449: 1.5%	Varies	5%	5%	Varies	N/A	5%	N/A

**Combinability**

	Deal Registration	Bid Grid	Special Pricing	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo
Deal Registration	x								
Bid Grid		x							
Special Pricing			x						
EDU				x					
NASPO/DIR					x				
Multi-National						x			
Catalog/Accelerate									
Non-Profit								x	
<i>Additional Quarterly Promos</i>									
Autumn Promo									

Can combine with promo listed in column A and Row 1  
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TAA Devices	Core Programs			Specialty Programs				Additional Quarterly Promos	
	Deal Registration	Bid Grid	Special Pricing	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo
Offer	3% - 5% off Net MSRP	Set discount based on Device and # of units per purchase order. (Qty. 5-499)	Varies (min. 500 devices)	5% off MSRP for qualified EDU customers	N/A	N/A	Varies	N/A	\$100 - \$400 discount off MSRP dependent on device. 10/2/2018 - 12/31/2018
Eligibility	Surface authorized resellers: Must submit Deal Registration form and receive approval with CAS#, based on quantity. Minimum of 50 Surface devices.	Surface authorized resellers. Bid Grid cannot be used for reseller internal orders.	Surface Authorized resellers: Must submit Special Pricing form and receive approval with CAS#, not automatically approved for 500+ quantity. Based on quantity and business opportunity	The reseller must provide EDU entity name when requesting the EDU discount	N/A	N/A	Discount adjustments based on aggregated purchase volumes against the Accelerate Case during the year. Reseller must submit Special Pricing form	N/A	Discount off select devices ranging from \$100 - \$400.
Eligible RESELLER Accounts *must be approved Surface Reseller through SYNEX	ALL	ALL	ALL	ALL	N/A	N/A	Select accounts chosen by MSFT	N/A	ALL
END CUSTOMER Requirements	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be an EDU entity and must be listed at time of sale. The end customer cannot be the same as the reseller.	N/A	N/A	End customer must be listed at time of sale. The end customer cannot be the same as the	N/A	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.
Discounts	5%	5-49: 1% 50-99: 1.5% 100-249: 2.5% 250-499: 3.5%	Varies	5%	N/A	Varies	Varies	N/A	\$100 - \$400

**Combinability**

	Deal Registration	Bid Grid	Special Pricing	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo
Deal Registration	x								
Bid Grid		x							
Special Pricing			x						
EDU				x					
NASPO/DIR									
Multi-National									
Catalog/Accelerate							x		
Non-Profit									
<b>Additional Quarterly Promos</b>									
Autumn Promo									x

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Surface Pro LTE	Core Programs			Specialty Programs					Additional Quarterly Promos
	Deal Registration	Bid Grid	Special Pricing	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo
Offer	3% - 5% off Net MSRP	Set discount based on Device and # of units per purchase order. (Qty. 5-499)	Varies (min. 500 devices)	5% off MSRP for qualified EDU customers	5% off MSRP for qualified customers	Varies (min. 1000 units ; 3+ geographies)	Varies	5% off MSRP for qualified customers	N/A
Eligibility	Surface authorized resellers: Must submit Deal Registration form and receive approval with CAS#, based on quantity. Minimum of 50 Surface devices.	Surface authorized resellers. Bid Grid cannot be used for reseller internal orders.	Surface Authorized resellers: Must submit Special Pricing form and receive approval with CAS#, not automatically approved for 500+ quantity. Based on quantity and business opportunity	The reseller must provide EDU entity name when requesting the EDU discount	Must be a qualified Microsoft Surface account eligible to sell NASPO/DIR. Enabled by Microsoft.	Eligible customer opportunities for this program must meet minimum requirements of 1000 units over a 12-month period and be sold in 3 or more geographies. Reseller must submit Special Pricing form and receive approval with CAS#.	Discount adjustments based on aggregated purchase volumes against the Accelerate Case during the year. Reseller must submit Special Pricing form	The reseller must provide proof of end customer non-profit eligibility when requesting non-profit discounts.	N/A
Eligible RESELLER Accounts *must be approved Surface Reseller through SYNEX	ALL	ALL	ALL	ALL	Select accounts chosen by MSFT	Select accounts chosen by MSFT	Select accounts chosen by MSFT	ALL	ALL
END CUSTOMER Requirements	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be an EDU entity and must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be a non-profit entity and must be listed at time of sale. The end customer cannot be the same as the reseller.	N/A
Discounts	5%	5-49: 1% 50-99: 1.5% 100-249: 2.5% 250-499: 3.5%	Varies	5%	5%	Varies	Varies	5%	N/A
Combinability									
	Deal Registration	Bid Grid	Special Pricing	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo
Deal Registration	x								
Bid Grid		x							
Special Pricing			x						
EDU				x					
NASPO/DIR					x				
Multi-National						x			
Catalog/Accelerate							x		
Non-Profit								x	
Additional Quarterly Promos									
Autumn Promo									

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Surface Go	Core Programs			Specialty Programs					Additional Quarterly Promos
	Deal Registration	Bid Grid	Special Pricing	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo
Offer	3% - 5% off Net MSRP	Set discount based on Device and # of units per purchase order. (Qty. 5-499)	Varies (min. 500 devices)	Doesn't qualify - use Surface Go EDU skus	N/A	Varies (min. 1000 units ; 3+ geographies)	Varies	N/A	N/A
Eligibility	Surface authorized resellers: Must submit Deal Registration form and receive approval with CAS#, based on quantity. Minimum of 50 Surface devices.	Surface authorized resellers. Bid Grid cannot be used for reseller internal orders.	Surface Authorized resellers: Must submit Special Pricing form and receive approval with CAS#, not automatically approved for 500+ quantity. Based on quantity and business opportunity	Doesn't qualify - use Surface Go EDU skus	N/A	Eligible customer opportunities for this program must meet minimum requirements of 1000 units over a 12-month period and be sold in 3 or more geographies. Reseller must submit Special Pricing form and receive approval with CAS#.	Discount adjustments based on aggregated purchase volumes against the Accelerate Case during the year. Reseller must submit Special Pricing form	N/A	N/A
Eligible RESELLER Accounts *must be approved Surface Reseller through SYNEX	ALL	ALL	ALL	Doesn't qualify - use Surface Go EDU skus	N/A	Select accounts chosen by MSFT	Select accounts chosen by MSFT	N/A	N/A
END CUSTOMER Requirements	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	Doesn't qualify - use Surface Go EDU skus	N/A	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the	N/A	N/A
Discounts	3%	5-49: 1% 50-99: 1.5% 100-249: 2.5% 250-499: 3.5%	Varies	Doesn't qualify - use Surface Go EDU skus	N/A	Varies	Varies	N/A	N/A
Combinability									
	Deal Registration	Bid Grid	Special Pricing	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo
Deal Registration	x								
Bid Grid		x							
Special Pricing			x						
EDU									
NASPO/DIR									
Multi-National						x			
Catalog/Accelerate							x		
Non-Profit									
Additional Quarterly Promos									
Autumn Promo									

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Can NOT combine with promo listed in column A and

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Surface Go EDU	Core Programs			Specialty Programs					Additional Quarterly Promos
	Deal Registration	Bid Grid	Special Pricing	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo
Offer	3% - 5% off Net MSRP	Set discount based on Device and # of units per purchase order.	Varies (min. 500 devices)	Already applied to pricing	N/A	N/A	N/A	N/A	N/A
Eligibility	Surface authorized resellers: Must submit Deal Registration form and receive approval with CAS#, based on quantity. Minimum of 50 Surface devices.	Surface authorized resellers. Bid Grid cannot be used for reseller internal orders.	Surface Authorized resellers: Must submit Special Pricing form and receive approval with CAS#, not automatically approved for 500+ quantity. Based on quantity and business opportunity	Already applied to pricing	N/A	N/A	N/A	N/A	N/A
Eligible RESELLER Accounts *must be approved Surface Reseller through SYNEX	ALL	ALL	ALL	ALL	N/A	N/A	N/A	N/A	N/A
END CUSTOMER Requirements	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be an EDU entity and must be listed at time of sale. The end customer cannot be the same as the reseller.	N/A	N/A	N/A	N/A	N/A
Discounts	3%	5-49: 1% 50-99: 1.5% 100-249: 2.0% 250-499: 2.5%	Varies	N/A	N/A	N/A	N/A	N/A	N/A
Combinability									
	Deal Registration	Bid Grid	Special Pricing	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo
Deal Registration	x			***					
Bid Grid		x		***					
Special Pricing			x	***					
EDU				x					
NASPO/DIR									
Multi-National									
Catalog/Accelerate									
Non-Profit									
Additional Quarterly Promos									
Autumn Promo									

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 Can NOT combine with promo listed in column A and Row 2  
 \*\*\* = discount already applied to pricing

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Studio 2 only	Core Programs			Specialty Programs					Additional Quarterly Promos
	Deal Registration	Bid Grid	Special Pricing	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo
Offer	3% - 5% off Net MSRP	Set discount based on Device and # of units per purchase order. (Qty. 5-499)	Varies (min. 500 devices)	N/A	N/A	Varies (min. 1000 units ; 3+ geographies)	N/A	N/A	N/A
Eligibility	Surface authorized resellers: Must submit Deal Registration form and receive approval with CAS#, based on quantity. Minimum of 25 Studio devices.	Surface authorized resellers. Bid Grid cannot be used for reseller internal orders.	Surface Authorized resellers: Must submit Special Pricing form and receive approval with CAS#, not automatically approved for 500+ quantity. Based on quantity and business opportunity	N/A	N/A	Eligible customer opportunities for this program must meet minimum requirements of 1000 units over a 12-month period and be sold in 3 or more geographies. Reseller must submit Special Pricing form and receive approval with CAS#	N/A	N/A	N/A
Eligible RESELLER Accounts *must be approved Surface Reseller through SYNEX	ALL	ALL	ALL	ALL	N/A	Select accounts chosen by MSFT	N/A	N/A	N/A
END CUSTOMER Requirements	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	N/A	N/A	End customer must be listed at time of sale. The end customer cannot be the same as the reseller.	N/A	N/A	N/A
Discounts	3%	5-499: 1%	Varies	N/A	N/A	Varies	N/A	N/A	N/A
Combinability									
	Deal Registration	Bid Grid	Special Pricing	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo
Deal Registration	x								
Bid Grid		x							
Special Pricing			x						
EDU									
NASPO/DIR									
Multi-National						x			
Catalog/Accelerate									
Non-Profit									
Additional Quarterly Promos									
Autumn Promo									

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