Surface Pro ; Book ;		Core Programs			S	pecialty Programs			Additional Quarterly Promos
Laptop 2; Laptop 1 (256GB/512GB/1TB)	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.	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	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 Surface Reseller through SYNNEX	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
				Combinab	ility				
	Deal Registration	Bid Grid	Special Pricing	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo
Deal Registration	X								
Bid Grid		Х							
Special Pricing EDU			Х						
NASPO/DIR				X	X				
Multi-National					^	X			
Catalog/Accelerate							Х		
Non-Profit								Х	
				Additional Quarter	ly Promos				
Autumn Promo									Х

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

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1 10000		Core Programs			Spec	cialty Programs			Additional Quarterly Promos
Laptop v1 128GB	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) Eligible customer	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.	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	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
				Combinabili	ty				
	Deal Registration	Bid Grid	Special Pricing	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo
Deal Registration	X								
Bid Grid Special Pricing		X	X						
EDU			X	X					
NASPO/DIR				X	Х				
Multi-National						Х			
Catalog/Accelerate							Х		
Non-Profit								Х	
				Additional Quarterly I	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

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Surfa Must s form	3% - 5% off Net MSRP face authorized resellers:	Bid Grid  Set discount based on Device and # of units per purchase order. (Qty. 5-499)  Surface authorized resellers. Bid Grid cannot be used for reseller internal orders.	Varies (min. 500 devices)  Surface Authorized resellers: Must submit Special Pricing form and receive approval with CAS#, not	5% off MSRP for qualified EDU customers	NASPO/DIR  5% off MSRP for qualified customers	Varies (min. 1000 units; 3+ geographies) Eligible customer opportunities for this program must meet	Accelerate Program N/A	Non-Profit  5% off MSRP for qualified customers	Autumn Promo N/A
Surfa Must s form	3% - 5% off Net MSRP  face authorized resellers: t submit Deal Registration rm and receive approval CAS#, based on quantity. Minimum of 50 Surface	and # of units per purchase order. (Qty. 5-499) Surface authorized resellers. Bid Grid cannot be used for	(min. 500 devices)  Surface Authorized resellers: Must submit Special Pricing form and	EDU customers		(min. 1000 units; 3+ geographies) Eligible customer opportunities for this	N/A		N/A
Must s form	t submit Deal Registration rm and receive approval CAS#, based on quantity. Minimum of 50 Surface	Bid Grid cannot be used for	submit Special Pricing form and	The conflict on the continue of		opportunities for this			
Mit C	devices.		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.	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	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 SYNNEX	ALL	ALL	ALL	ALL	Select accounts chosen by MSFT	Select accounts chosen by MSFT	N/A	ALL	N/A
End c	at time of sale. The end	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
				Combinal	bility				
Deal Registration Bid Grid Special Pricing EDU	Deal Registration x	Bid Grid x	Special Pricing x	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo
NASPO/DIR Multi-National Catalog/Accelerate Non-Profit					х	х		X	
Autumn Promo				Additional Quarter	rly Promos				

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

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		Core Programs			Specialty Programs						
TAA Devices	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		
	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	N/A	Discount off select devices ranging from \$100 - \$400.		
Eligible RESELLER Accounts *must be approved Surface Reseller through SYNNEX	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		
				Comb	inability						
Deal Registration	Deal Registration x	Bid Grid	Special Pricing	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo		
Bid Grid		X									
Special Pricing EDU			X	X							
NASPO/DIR Multi-National	-			X							
Catalog/Accelerate							X				
Non-Profit				Additional O	uarterly Promos						
Autumn Promo				Auditional Q	uartory Fromos				X		

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Surface Pro		Core Progran	ns			Additional Quarterly Promos			
LTE	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)		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: 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#.	adjustments based on aggregated purchase volumes against the Accelerate Case during the year.  Reseller must submit	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 SYNNEX	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.	time of sale. The end customer	End customer must be an EDU entity and must be listed at time of sale. The end customer cannot be the same as	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	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		Х							
Special Pricing			X	.,					
EDU NASPO/DIR				X	v				
Multi-National					X	X			
Catalog/Accelerate						^	Х		
Non-Profit								Х	
				Additi	ional Quarterly Promos				
Autumn Promo									

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		Core Programs				Additional Quarterly Promos			
Surface Go	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#.	on aggregated purchase volumes against the	N/A	N/A
Eligible RESELLER Accounts *must be approved Surface Reseller through SYNNEX	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 Pro	omos				
Autumn Promo									

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

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Surface Go		Core Programs	S		Specialty Programs						
EDU	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	ALL	ALL	ALL	ALL	N/A	N/A	N/A	N/A	N/A		
through SYNNEX  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	the reseller.	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		
				Combir	nability						
	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 EDU			X	*** X							
NASPO/DIR				X							
Multi-National											
Catalog/Accelerate											
Non-Profit											
_				Additional Qua	rterly 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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<sup>\*\*\*</sup>Please reach out to microsoftsurface@synnex.com to ensure combinability with other offers in market.

Studio 2		Core Programs	5			Specialty Programs			Additional Quarterly Promos
only	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. (Qtv. 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	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	N/A	N/A	N/A
Eligible RESELLER Accounts *must be approved Surface Reseller through SYNNEX	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
				Coml	oinability				
	Deal Registration	Bid Grid	Special Pricing	EDU	NASPO/DIR	Multi-National	Accelerate Program	Non-Profit	Autumn Promo
Deal Registration	Х								
Bid Grid		X							
Special Pricing			X						
EDU									
NASPO/DIR									
Multi-National Catalog/Accelerate						Х			
Non-Profit									
T.G. Fronc				Additional C	Quarterly Promos				
Autumn Promo					•				

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

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