

The Future of Productivity





Starts Today >>

Leap Ahead with Microsoft®

Microsoft® deeply values its partner relationships, which have played an essential role in our continued efforts to develop and invest in the advanced technology needed to grow our businesses together. To help you generate new revenue streams and deepen customer relationships, we're now offering great new partner and customer incentives across a range of Microsoft products. With these incentives, you can add value to your service and create, upsell, and cross-sell opportunities across the Microsoft Products range while your customers gain simple, quick to deploy, intuitive, affordable business insight solutions that help them stand out in the crowd.

To help you, open new pipelines, create more opportunities and reach even higher sales goals, we are offering a suite of incentives on sales of Office 2010, Windows Server® 2008 R2, SQL Server 2008 R2, Exchange Server 2010, Microsoft Online Services, and MSDN.

Register your pipeline from **January 16 – March 31, 2012** at <https://partner.microsoft.com/HK/40078280> now!

Product	Pricing Level	Edition	Customer Offer/ Purchase Incentive	Partner Offer/ Sales Incentive
Office 2010	Open	Standard or Pro Plus	<p>15% Discount on Office Pro Plus for purchasing 10-100 licenses¹</p> <p>* Discount offer starts now and closes on 31st March, 2012.</p> <p>Get HK\$500 shopping coupons for purchase of Standard license (ERP) totaling US\$5,000 or above</p>	<p>First 40 salespeople will each get HK\$50 shopping coupons for each Office 2010 Professional or Standard sold for sales of license (ERP) totaling US\$3,000 or above</p> <p>Max cap. \$2,000 shopping coupons per customer order²</p>
Windows 7 - Get Genuine Windows Agreement (GGWA)	Open	Microsoft Windows 7 Professional	No Offer	<p>Offering date 1st Mar, 2012 – 31st Mar, 2012</p> <p>Get HK\$500 shopping coupons for selling 1 single GGWA³ with 15 or more PCs</p> <p>OR</p> <p>every 3 GGWA³ deals (each with less than 14 PCs) in the same month</p> <p><i>Totals will be reset in each month</i></p>
Windows Server 2008 R2 SQL Server 2008 R2	Open	Standard or Enterprise	<p>Get a Plantronics M155 Bluetooth Headset for purchase of Windows Server or SQL Server (ERP) totaling US\$1,300 or above (excluding CALs)⁴</p> 	<p>Server Incentive Program⁵</p> <p>Prerequisite: Each salesperson must have sold a minimum of :</p> <ul style="list-style-type: none"> • 6 Windows Server licenses and; • 4 SQL Server licenses <p>Prizes – The first 10 salespeople will each get a Nokia Lumia 800 or Nikon 1 J1 Interchangeable Single Lens Digital Camera</p>  <p>OR</p> <p>Prerequisite: Each salesperson must have sold Windows Server or SQL Server (accumulative) at total (ERP) of US\$2,000 or above</p> <p>Prizes – The first 20 salespeople will each get HK\$1,000 shopping coupons</p>
Exchange Server 2010	Open	Standard or Enterprise	<p>Get a Nokia Lumia 710⁶ for purchase of license (ERP) totaling US\$5,000 or above (including CALs)</p> 	<p>Get HK\$1,000 shopping coupons for sales of license (ERP) totaling US\$5,000 or above (including CALs)</p>
Microsoft Online Services	Any Type	Office 365 ⁷ or, Exchange Online or, Windows Intune or Dynamics CRM online	<p>Get a Plantronics M155 Bluetooth Headset for purchase of 25 users or above per subscription of Microsoft Cloud Services⁸</p> 	No Offer
MSDN	Open	Any MSDN edition or Team Foundation Server	<p>Get HK\$500 shopping coupon and 2 free seats of "Software Project Management Workshop for Developer" for purchase of licenses (ERP) totaling US\$5,000 or above⁹</p>	<p>Get HK\$2,000 shopping coupon for sales of license (ERP) totaling US\$5,000 or above¹⁰</p>

Limited Time Offer¹¹

- 35% discount on Visual Studio Professional with MSDN
- 15% discount on Visual Studio Premium with MSDN

Remark: Discount Offer has applicability to Select Plus, Open, Open Value and EA agreement

Remarks:

1. This is part of the Microsoft corporate program offer. Discount offer only applies to the Microsoft Office Professional 2010 through the Microsoft Open License Program and is limited to 10 to 100 licenses per agreement. Discount offer commences on 1 January 2012 and closes on 28 February 2012. Discount is based on Estimated Retail Price (hereafter referred to as "ERP"). Actual pricing and discounts may vary by reseller. Discount is administered via reseller and final product price will be determined by reseller. Please enquire with your reseller for details.
2. The first 40 salespeople who have sold over US\$3,000 worth per order at ERP will be eligible to the Partner Offer. Each salesperson can redeem a maximum of HK\$2,000 shopping coupons per customer order during the Promotion Period.
3. The Get Genuine Windows Agreement (GGWA) is a new solution available through Volume Licensing (VL) for Microsoft's reseller channel to offer customers who want to correct licensing deficiencies of Windows operating systems on their desktops. GGWA provides a full Windows 7 Professional operating system license with downgrade rights. To learn more about GGWA, please visit: <http://www.microsoft.com/piracy/knowthefacts/legalization.aspx> or contact your software reseller.
4. Each customer must order over US\$1,300 per order at ERP of any versions of Windows Server 2008 R2 or SQL Server 2008 R2 (excluding CALs) to be eligible to receive a Plantronics M155 Bluetooth Headset. A comparable product will be given when the headset is out of stock.
5. For the Server Incentive Program, participating Partners must nominate its individual salesperson to register his/her pipeline. The first 10 salespeople who have achieved the sale of 6 Windows Server and 4 SQL Server licenses accumulatively during the Promotion Period will be eligible to receive a Nokia Lumia 800 ("Windows Phone") or Nikon 1 J1 Interchangeable Single Lens Digital Camera with 4GB SD card ("NikonCamera"). Windows Phone and NikonCamera are given in different colors subject to stock availability. Windows Phone and NikonCamera are in limited supply and are available for partner redemption on a first-come-first-served basis. Microsoft representative will contact winning salespeople to inquire their preferred gift. If salespeople cannot meet the prerequisite to get the Windows Phone or NikonCamera, they may have another chance to receive HK\$1,000 shopping coupons for selling any versions of Windows Server 2008 R2 or SQL Server 2008 R2 (accumulative) at total (ERP) US\$2,000 or above. Only the first 20 salespeople who meet the criteria will receive HK\$1,000 shopping coupons. The Server Incentive Program is not applicable to CAL order. Each salesperson may elect to receive the Windows Phone or the NikonCamera or the \$1,000 shopping coupon but not both. Not more than two salespeople from each Partner are entitled to receive incentive from each tier of the Server Incentive Program on a first-come-first-served basis. Winning salespeople will be notified around 6-8 weeks after the end of the Promotion Period.
6. Nokia Lumia 710 Windows phones are given in different colors subjects to stock availability. A comparable product will be given when the phone is out of stock.
7. All Office 365 suite or individual plan are included.
8. Customer must subscribe 12 months online services to be eligible to receive a Plantronics M155 Bluetooth Headset. A comparable product will be given when the headset is out of stock.
9. The workshop will cover Visual Studio tips and tricks on Application Lifecycle Management. Workshop schedule will be announced in March 2012. Workshop will be conducted in Hong Kong by MSHK or its vendor/ partner. Customer must make reservation at PPM Concepts Ltd (hotline: 2806 2208) on/ before April 13, 2012. Each Customer can redeem two training seats during the Promotion Period.
10. Only the first 10 completed orders captured in MS Sales are eligible.
11. This is part of the Microsoft corporate program offer. Discount is based on estimated retail price. Actual pricing and discounts may vary by reseller. Discount is administered via reseller and final product price will be determined by reseller. For more details, please visit <http://www.microsoft.com/hk/technet/msdn/promotion> or email us at msdnhk@microsoft.com or contact your reseller.
12. All photos above are for reference only.

Terms and Conditions

Eligibility

- This program is only open to Hong Kong and Macau corporate partners or its salesmen of at least 18 years of age with an account on the Microsoft "Get More With Less" portal ("**Partners**") and to customers of Microsoft Hong Kong Ltd ("**MSHK**") and Microsoft Macau Ltd ("**MSMacau**"). **Customers at Level C pricing, Academic, Charity, Government sector customers, and sales to these customers are not eligible to enter this program.** By entering this program, each partner and customer agrees it has read, agrees to, accepts, and will be unconditionally bound by, these Terms and Conditions. Employees and agents of MSHK and MSMacau and its respective affiliates and divisions, and those involved in the administration of this program and their immediate family members are not eligible to enter this program. The purchase price for the relevant Microsoft Products applicable in this program is based on the Estimated Retail Price (ERP) for the Purchase Incentive.

Partner Incentives

- Partners must register on the "Leap Ahead with Microsoft" portal located at <https://partner.microsoft.com/HK/40078280> between January 16 to March 31, 2012 ("**Promotion Period**"). Following registration, Partners must log-in and provide details of potential customers of Microsoft Products ("**Customers**") on the "Get More With Less" portal. Partners that fail to log-in and provide details of Customers will not be eligible for any Sales Incentives provided under this program.
- Unless otherwise specified, the Sales Incentives are awarded to Partners on a per company basis. For salesperson entering the Office Incentives Program or Server Incentives Program, each salesperson warrants and represents to MSHK and MSMacau that s/he has obtained the necessary approval from the partner company to enter the program and to receive the Server Incentives on a personal basis.
- Partners must successfully make and complete sales of any of the relevant Microsoft Products detailed in the Incentive Guide above to the Customer during the Promotion Period. Partner must register the pipeline at least 2 working days prior to closing the pipeline at "Leap Ahead with Microsoft" portal and placing order to distributors in order to be eligible to the program offers. The sales of the relevant Microsoft Products must be made on the terms of respective product license type and of the sufficient quantity or United States dollar value, if any, to qualify for the relevant sales incentive, in accordance with the Incentive Guide ("**Sales Incentives**"). MSHK and MSMacau will regard records of MS Sales database as final and conclusive evidence of sales for determining the payout of Sales Incentives. Full details of qualifying license types, quantities and/or monetary values of the Microsoft Products required for various Sales Incentives under this program are specified in the sections "Partner Offer" and "Pricing Level" in the Incentive Guide, which forms part of these Terms and Conditions.
- Partners with successful sales of relevant Microsoft Product shall be eligible to receive the corresponding Sales Incentive detailed in the Incentive Guide. Each Partner can only be awarded no more than one (1) Sales Incentive per product category within the Promotion Period unless otherwise stated.
- Each Sales Incentive supplied is subject to the standard manufacturer/ service provider warranty terms accompanying that incentive and to the maximum extent permitted by law, MSHK and MSMacau and its third party distributors give no warranty in respect of them.
- If Partners purchase the relevant Microsoft Products for their own internal use, Partners can only be awarded Purchase Incentive not Sales Incentive.

Customer Incentives

- By entering this program, Customers agree to allow Partners to transfer their contact information to MSHK or MSMacau in relation to this program and to receive promotional information and materials about Microsoft products and services from MSHK and MSMacau and/or its affiliates. Customers that purchase Microsoft Product during the Promotion Period shall be eligible for Purchase Incentives as detailed in the Incentive Guide under this program. The purchase of Microsoft Products must be made on the terms of respective product license type and of the specified quantity or United States dollar value, if any, to qualify for relevant Purchase Incentives, in accordance with the Incentive Guide ("**Purchase Incentives**"). Full details of qualifying license types, quantity and /or monetary values of the Microsoft Product required for various Purchase Incentives under this program are specified in the sections "Customer Offer" and "Pricing Level" in the Incentive Guide. Each Customer can only be awarded no more than one (1) Purchase Incentive per product category within the Promotion Period.
- Customer's Purchase Incentives will be fulfilled by PPM Concepts Ltd. Each Purchase Incentive supplied is subject to the standard manufacturer/ service provider warranty terms and to the maximum extent permitted by law, MSHK and MSMacau and its third party distributors give no warranty in respect of them.
- MSHK or MSMacau will reference the sales records relating to purchase of the Microsoft Software for each Customer obtained from its MS Sales database as final and conclusive evidence of purchase for determining the award of Purchase Incentives to the Customer.
- To claim its Purchase Incentive, Customer must register its successful purchase of the relevant Microsoft Product by providing a copy of the respective invoice and contacting Ms. Cathy Lee at (852) 2806 2208 or by fax with their contact information to (852) 2806-2658 on or before April 13, 2012 ("**Redemption Deadline**"). Normally each Customer Incentive will be supplied by normal post within sixty (60) days from successful registration by the Customer. Microsoft will not be responsible for late deliveries.

Miscellaneous Provisions

- Each eligible customer or partner may only claim each Customer Offer or Partner Offer once during Promotion Period unless otherwise stated. Stocks of Sales Incentives and Purchase Incentives are limited and provided on a first-come-first-served basis. When such stocks have been depleted then MSHK or MSMacau will have no obligation to supply additional or alternative incentives and shall not be liable for any failure to do so. Cash or credit alternatives to incentives will not be offered.
- By participating in this program, Partners expressly agree to allow Microsoft, at its sole discretion, to issue marketing, promotional materials and /or directly contact their Customers with promotional details of Microsoft Products and other offerings. With Customer's consent, Partners may nominate Customers to receive information on Software Asset Management (SAM) practices by MSHK and MSMacau. MSHK and MSMacau have the right, at any time at its discretion and without any notification, to change these Terms and Conditions and/or the program and discontinue any aspect of them without cost or liability to any Partner and/or Customer. Any change or discontinuation will take effect from the date it is communicated. Microsoft reserves the right in its sole and absolute discretion to amend, modify, cancel or terminate this program if it believes that a Partner and/or Customer has breached any of these Terms and Conditions. In the event of any dispute arising in relation to: the program, eligibility for it, the incentives offered or interpretation of these Terms and Conditions, the decisions of Microsoft shall be final and binding on all Partners and Customers. Each Partner and/or Customer shall be responsible for any taxes connected to its receipt of incentives and Microsoft and its third party distributors shall not be liable for these.
- Since the program is an incentive scheme that operates at the discretion of Microsoft each Partner and/or Customer agrees that to the maximum extent permitted by law: (i) Microsoft shall not be liable for any indirect, special or consequential loss or damage that Partners and/or Customers may suffer in connection with the program or any of the matters detailed in these Terms and Conditions; and (ii) Microsoft's liability to each Partner and/or Customer in connection with the program and these Terms and Conditions shall be limited to, and shall in no event exceed, HKD 1,000.
- Microsoft's Privacy Policy located at <http://privacy.microsoft.com/en-us/default.aspx> will apply to this program and to all personal information that it receives in connection with a Partner's and Customer's participation. Partner should read the Privacy Policy before participating and ensure that all personal information of customers and potential customers that it submits to Microsoft in connection with the program ("Customer Details") has been obtained in accordance with the Privacy Policy and with the explicit consent of those customers for it to be provided to Microsoft. By accepting these Terms and Conditions Partners are also accepting the terms of the Privacy Policy and warranting and representing that all Customer Details have been obtained in compliance with, and subject to, it. If any provision of these Terms and Conditions shall be held to be unlawful, void or unenforceable, then such provision shall be replaced with terms that most closely match the intent of Microsoft and the remainder of the Terms and Conditions shall continue in full force and effect.
- These Terms and Conditions constitute the entire agreement with Partners and/or Customers in relation to the program and they shall be governed and construed in accordance with the laws of the Hong Kong SAR and Macao SAR. Each Partner and/or Customer must comply with all applicable laws and regulations, including without limitation the Prevention of Bribery Ordinance, the Personal Data (Privacy) Ordinance and the Unsolicited Electronic Messages Ordinance. The program is operated by Microsoft Hong Kong Ltd. of 13/F, Cyberport 2, 100 Cyberport Road, Hong Kong and Microsoft Macau Limited of 32nd Floor Flat B, Edf. Banco da China, 323 Avenida Doutor Mario Soares, Macau SAR.