

All promotions listed below cannot be used in conjunction with any other promotional pricing, rebates, meetcomps or any exception pricing programs. Other restrictions may apply. See specific promotion for details.

PROMOTIONS SUMMARY/QUICK REFERENCE

GENERIC PROGRAMS (PAGE 2)

3Com Product	Rebate Amount	Process
Focus Partner Demo Program	Special Offer	Front -End SPQ
★ 3Com LAT Update Your Network Program	Special Discount	Front -End SPQ
★ LAT Education & Government Incentive Program	Special Discount	Front -End SPQ

PRODUCT PROMOTIONS (PAGE 3)

3Com Product	Instant Rebate Amount	Process
Brazil Exclusive SMB Promotion	\$10 - \$18	Front-End Discount

For full details on any of these promotions, visit <http://lat.3com.com/br/partners/3promos.html>

SEPTEMBER 2008 / VERSION 1

GENERIC PROGRAMS**Focus Partner Demo Program****Valid in Following Country: BRAZIL**

September 1, 2008 – November 28, 2008

Order 3Com Demo Kits at a discount. Resellers that have accepted the Focus & Specialization agreement as well as passed the Sales Training test, can purchase the demo kits to set up demo rooms or training labs in order to meet Technology Specialization requirements.

This is a great opportunity for resellers to get hands-on experience so they can recommend 3Com products with confidence to their customers. Resellers can purchase a maximum of one kit (1 SKU) of the demo equipment. Demo products cannot be resold.

The process will be handled via Front-End SPQ to facilitate the process, minimize importation taxes and avoid any legal implication in the field for in-country distributors; for Miami Distributors, the SPQ will be handled via Back End. The person who creates the SPQ is the inside sales rep or account manager who is dealing with the Reseller, and the SPQ must be approved by the Country Manager. The Operations team in the field should have the backup for the SPQ approved for the auditing process so the Exception Pricing area can request them at any time.

New Discount**LAT Update Your Network Program****Valid in the Following Countries: BRAZIL**

September 1, 2008 – November 28, 2008

Receive a **SPECIAL DISCOUNT** for projects of new SMB Accounts. The new end-user customer must meet certain qualifications. The customer must be a new account that is updating their network with 3Com equipment. The project must have a value between \$5,000 – \$20,000 USD (FOB pricing). Orders that do not meet the value requirement, do not qualify. This promotion may be applied to new SMB Accounts for a first-time order ONLY. Other future purchases from the same account do not qualify for this promotion. This program includes all 3Com products with the exception of TippingPoint™ products.

The process will be handled via Front-End SPQ to facilitate the process, minimize importation taxes and avoid any legal implication in the field for in-country distributors; for Miami Distributors, the SPQ will be handled via Back End. The Reseller should send the Formulário de Registros de Projetos 3Com (New Account CNPJ is mandatory in Comentários session) to the person who creates the SPQ, either the inside sales rep or account manager for the new account. The SPQ must be approved by the Country Manager. The Operations team in the field should have the backup for the SPQ approved for auditing process so the Exception Pricing area can request them at any time.

New Process**LAT Education & Government Incentive Program****Valid in Following Country: BRAZIL**

September 1, 2008 – November 28, 2008

Receive a **SPECIAL DISCOUNT** for projects in the area of Education and Government. End-User customers must meet certain qualifications and the order must have a value between \$5,000 – \$20,000 USD (FOB pricing). Any discounts must be pre-approved by the local office and Country Manager.

The process will be handled via Front-End SPQ to facilitate the process, minimize importation taxes and avoid any legal implication in the field for in-country distributors; for Miami Distributors, the SPQ will be handled via Back End. The person who creates the SPQ is the inside sales rep or account manager who is dealing with the Reseller and the SPQ must be approved by the Country Manager. The Operations team in the field should have the backup for the SPQ approved for auditing process and the Exception Pricing area can request them at any time.

SEPTEMBER 2008 / VERSION 1

PRODUCT PROMOTIONS

Brazil Exclusive SMB Promotion

Promotion ID: 005265 [Valid in the Following Country: BRAZIL](#)

September 1, 2008 – November 28, 2008

This promotion is an instant rebate via a Front-End discount for Distributors.

3COM SKU	PRODUCT DESCRIPTION	INSTANT REBATE
3CRWDR101A-75	OfficeConnect ADSL 11g Router, Annex A	\$10
3CRUSB20075	OfficeConnect Wireless 108Mbps USB	\$18
3CRUSB10075	OfficeConnect Wireless 54Mbps 11g Compact USB Aadapter	\$17

To learn more about 3Com secure converged networks, visit www.3com.com.

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