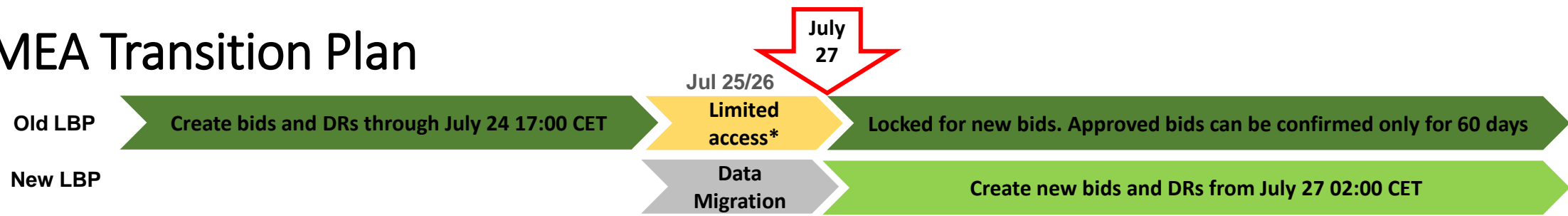


EMEA Transition Plan



Item	Transition Plan
Userids & Portal Access	<ul style="list-style-type: none"> Last time to register as a new Business Partner in the old Portal is July 22 before 16:00 CET Will be transitioned automatically. Opt-out settings will be migrated. Some clean-up of old inactive ids On July 27 at about 02:00 CET an email invitation to log into the new Lenovo Partner Hub will be sent to all users and will prompt a password set
Lenovo BPIDs	<ul style="list-style-type: none"> Will not be changed
Bid Requests	<ul style="list-style-type: none"> Will not be migrated Any bid request not price-approved by July 26 at 17:00 CET will be locked. No price adjustments (eg. Lenovo Review) permitted Access to old LBP system for 60 days after launch only to view and confirm contracts for existing bids New/revised bids must be created in new system after launch
Deal Regs	<ul style="list-style-type: none"> All active and approved deal registrations by July 24 17:00 CET will be migrated Pending DRs after cutover will not be processed and must be re-submitted unless they also include SAE Deal Protections Pending DRs with DPs will be migrated and the SAE response will be to the new system
Contracts	<ul style="list-style-type: none"> Strongly recommended that contracts are submitted before blackout but they can be submitted until expiry in the old tools A new Fulfilment Type field will be added to all contracts with no longer any split between withdrawn and other parts LCC (Lenovo Catalog Center) will not change
Orders/Claims	<ul style="list-style-type: none"> No change to existing tools and processes
Discount Codes	<ul style="list-style-type: none"> All existing discount codes will expire before cutover New codes for will be created and distributed shortly after launch
Price Lists	<ul style="list-style-type: none"> No change to LCC. New, simple price list download function available in the Partner Hub for all users

* During the weekend of July 25/26 the old Portal and LBP will still be accessible for bid request creation and approvals but no new deal registrations can be created

