

COMPAQ WORKSTATIONS ADD-ON OPTIONS PROMOTION

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The Compaq Workstations Add-on Options Promotion offers an easy and attractive way for you to obtain the right Compaq Professional Workstation with a host of popular Compaq Workstation Options.

- ♦ Receive up to \$250 cash back when purchasing eligible workstation add-on options with a Compaq Professional Workstation.
- ♦ Offer available on eligible Compaq Workstations and Options purchased between Sept 1st, 1999 to January 31st, 2000.
- ♦ Promotion subject to Compaq terms and conditions (see terms and conditions document).

Overview - The Workstations Add-on Options Promotion

Compaq is proud to introduce the recently extended 1999 Fourth Quarter Workstation Add-on Options Promotion. **Buy any eligible Compaq Professional Workstation Options with a Compaq Professional Workstation and receive up to a \$250 cash back rebate. In other words, get 50% off your workstation options up to a maximum of \$250 per workstation** (based upon the reseller invoice - see examples on page 4).

After the workstation and related options are purchased all you need to do is call 1-888-927-9366 to claim your rebate. We have set up a fast and simple cash rebate process to ensure that you receive your cash rebate check within three to five weeks.

Eligible Compaq Workstations:

Offering the broadest line of Professional Workstations in the industry!

[For more product information visit us online www.compaq.com/products/workstations]

AP200

AP400

AP500

SP700

Also included are the recently announced products:

The Deskpro Workstation AP240

AP550

SP750

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Cash Rebate Procedure:

FAST

SIMPLE

ATTRACTIVE (Up to \$250)

Compaq NA Workstations offers you a fast, simple, and attractive after- purchase cash rebate. The process is easy to understand, and will ensure that you get paid in a timely fashion.

Rebate Procedure – as Easy as 1...2...3!

1. Customer:

- ♦ Chooses : The right Compaq Professional Workstation with add-on Compaq Workstation Options!
- ♦ Buys: The workstation and options from the reseller or Compaq.

2. Reseller or Compaq:

- ♦ Delivers: Workstation and options as required by the customer.
- ♦ Provides: Customer with all purchase documentation (in order for the customer to claim their cash rebate).

3. Customer:

- ♦ Calls: Compaq at **1-888-927-9366**.
- ♦ Faxes: Completed fax cover claim form with proof of purchase documentation to 1-800-255-4980 for verification and check processing.*
- ♦ Receives: Cash rebate check in mail (within three to five weeks).

Questions Concerning the Cash Rebate Process or Rebate amount?

- ♦ Call Compaq at 1-888-927-9366

*Customers must include appropriate backup documentation or proof of purchase documentation to claim their cash rebate. Complete the fax cover claim form which requires serial numbers for each workstation purchased. Proper customer completion of the fax cover claim form and appropriate proof of purchase backup will ensure that customers are paid in a timely fashion. Add-on options must be purchased at the same time as the workstation and within the required promotional time period.

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Questions & Answers

Q1: What are the eligible options for this promotion?

The eligible options for this promotion cover everything from second processors, to graphics controllers, to memory, to hard drives. Everything a customer would need to truly enhance their workstation (for the complete list of eligible options please refer to the Eligible Workstation Options Guide).

Q2: Does the rebate apply to options purchased without a workstation?

No, the promotion applies to add-on options purchased concurrently (on the same invoice) with a Compaq Professional Workstation. You can receive up to \$250 for each Compaq Professional Workstation purchased.

Q3: If I purchase a Compaq Professional Workstation that doesn't come with a graphics controller can I add a graphics controller and still get half off?

No, the primary graphics controller added to a Compaq Professional Workstation Graphics-Less SKU does not qualify for this rebate. The following is a list of Compaq graphics-less SKU part numbers where this might occur; 126349-007, 126349-009, 157352-003, 126968-005, 152836-004, 161733-004, 126967-006, 101510-006, 388011-009, and 388010-006.

Q4: Where can I get further information or assistance regarding this promotion?

Call our promotional headquarters at **1-888-927-9366** or visit Compaq online at www.compaq.com/products/workstations/promos/options-promo.html.

Q5: What is the procedure for the customer to get the cash rebate?

This is an afterpurchase cash rebate. Customers must have purchased the workstation(s) and eligible add-on option(s) prior to claiming the cash rebate. Upon completion of purchase, customers call 1-888-927-9366 to receive specific cash rebate instructions. Customers will be faxed or emailed a special fax cover claim form. The fax cover claim form must be completed in order for the cash rebate to be processed. Once completed, it needs to be faxed to 1-800-255-4980 with appropriate proof-of-purchase documentation. The documentation will be verified and then the check will be processed and mailed to the customer.

Q6: How long after January 31st, 2000 do customers have to get the documentation submitted in order to get the rebate check?

Customers have until February 15th, 2000 to get the appropriate documentation submitted to Compaq through the above mentioned procedures. Customers must have proof of purchase after September 1st and prior to January 31st, 2000. All claims received after February 15th, 2000 will be ineligible for the rebate.

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Q7: What is the maximum rebate customers can get per workstation?

Customers can get a maximum of \$250 cash back per workstation purchased.

Q8: Can this promotion be combined with any special discount pricing?

No, this promotion cannot be combined with any other special Compaq pricing or promotional offer.

Q9: Are the older workstations like the CPW5100, CPW6000, CPW8000, DPWi, DPWa, or DPWau or the XP1000 included in this promotion?

No, the promotion is limited to the following Intel-based Compaq Professional Workstation models; AP200, AP400, AP500, SP700, AP240, AP550 and SP750.

Q10: How do I determine the cash rebate amount?

Work with your sales representative to determine exact rebate amounts using the Eligible Workstation Options Guide and your add-on option sales price(s). Rebate amounts can also be provided by calling us directly at 888-927-9366.



Example Configurations:

Example 1 (AP200 with Add-on memory and Internal Zip Drive):

Compaq Professional Workstation AP200		
Pentium III 600MHz, 9.1GB Wide Ultra 2 10K SCSI Hard Drive		
128MB SDRAM, ELSA Gloria Synergy II		
Suggested Street Price: \$2,561		
PLUS,		
	128MB SDRAM	
	Suggested Street Price: \$444	
	100MB ATAPI Internal Removable Media Drive	
	Suggested Street Price:	\$100
Total Suggested Workstation Price		\$2,561
Total Suggested Option Prices (\$444 + \$100)		544
Less Cash Rebate (Half Off Options = Max \$250)		<u><250></u>
Total End User Price		\$2,855

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Example 2 (AP400 with Add-on second processor and graphics card):

Compaq Professional Workstation AP400
Pentium III 700MHz, 128MB SDRAM,
Matrox G200 Graphics Controller (AGP)
Suggested Street Price: \$3,066

PLUS,

Pentium III 550MHz 512K processor
Suggested Street Price: \$959

Matrox G200 (PCI) graphics controller
Suggested Street Price: \$150

Total Suggested Workstation Price	\$3,066
Total Suggested Option Prices (\$959 + \$150)	1,109
Less Cash Rebate (Half Off Options = \$1,109 divided by 2)	<u><250> *</u>
Total End User Price	\$3,925

*** Remember maximum rebate is \$250.**

Example 3 (Graphics-Less AP550 SKU with primary graphics card and add-on memory):

Compaq Professional Workstation AP550
Pentium III 733MHz, 128MB RDRAM, 9.1GB WU3 10K SCSI
Hard Drive, No Graphics (Graphics-Less Sku).
Suggested Street Price: \$3,585

PLUS,

Intense 3D Wildcat 4110 graphics controller (AGP)
Suggested Street Price: \$3,439

(1) 128MB RDRAM
Suggested Street Price: = \$737

Total Suggested Workstation Price	\$3,585
Total Suggested Option Price (\$737*)	4,176
Less Cash Rebate (Half Off Options = Max \$250)	<u><250></u>
Total End User Price	\$7,511

*** On Compaq Workstation Graphics-Less SKUS adding a primary graphics card, as in the example above, DOES NOT qualify as an add-on option. Adding a second graphics controller would qualify (see Terms and Conditions).**

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Terms and Conditions

Valid for U.S. Commercial customers only. Eligible options include those on the Eligible Workstation Options Guide. Graphics controllers used as add-on options or primary graphics controllers with Compaq Graphics-Less Workstation Skus are not eligible for the rebate. This is an after purchase cash rebate and customers must call 1-888-927-9366 to claim the rebate. ***This promotion cannot be combined with any other program or special pricing without specific Compaq permission.*** Other restrictions may apply, and Compaq reserves the right to change, alter or cancel this promotion at any time without notice. All Compaq Professional Workstations, services from Compaq and its resellers, and non-Compaq technology as part of a Compaq-based solution are included. Customers must have purchased or leased the equipment concurrently between September 1st, 1999 and January 31st, 2000. Customers participating in this promotion must abide by these promotional terms and conditions. Non-compliance with the promotion guidelines and requirements may result in, but is not limited to, non-eligibility in the program. Compaq reserves the right to inspect or audit all proof of purchase claims. Compaq will not be liable for any delays due to this verification process or inaccurate reporting. Compaq Capital will not be responsible for any leases that are delayed due to Compaq product availability. Compaq, the Compaq logo, and Compaq Professional Workstation are registered with the U.S. Patent and Trademark Office. Intel and Pentium are registered trademarks and Pentium III Xeon is a trademark of Intel Corporation in the U.S. and other countries. Product and company names mentioned herein may be trademarks and/or registered trademarks of their respective companies or of other companies. Not responsible for typographical, editorial, or pictorial errors or omissions herein. Technical information may change without notice. For the latest product technology specifications, visit our website. ©1999 Compaq Computer Corporation. All rights reserved.