Fujitsu Client Computing Devices
Buy-n-Try Demo Program

50% OFF discount program for end user accounts
Get mobile units in the hands of End Users without Eval. restrictions!

Choosing the right mobile device to roll out in any corporation is a big responsibility. It is critical to deliver a solution that meets the precise needs of your customers, improving their efficiency and productivity.

To make the purchasing decision process easier, Fujitsu offers you the opportunity to test our mobile computing devices prior to deployment. The Fujitsu Client Computing Devices Buy n’ Try program offers discounts of up to 50% on mobile devices so your customers can test them, ensuring they meet your customer requirements.
WHY/Purpose

End Users need to see, touch and test new devices for qualification purposes.

Transition

Alternative to the traditional Eval. Program: Allowing clients to purchase units at a significant discount for their evaluation purposes.

Program offer

How much can your End-User Client Save?

- 50% Discount off MAP/unit:
  - Core Units ONLY! (accessories, warranties, etc. do not qualify)

Process/Limits

NEW program outlines and processes:

- CE Quote via eSales:
  - BP to provide pricing approval
- MAX 1 Unit/Form Factor/per year: (Fixed Config or CTO)
  - 1 each LIFEBOOK® / STYLISTIC 2 in 1
  - 1 each LIFEBOOK Thin and Light Notebook
  - 1 each LIFEBOOK Desktop Replacement Notebook
  - 1 each STYLISTIC® Specialized Tablet
- S/OPS Order Processing:
  - (TBD), S/OPS to build process for order management, payment, etc.

Requirements

NEW requirements:

- CE Opportunity Planner: Must be completed and approved by Sales Mgmt.
- $100K Minimum Opportunity
- iSales Opportunity Entered
  - Pipeline Tracking Required