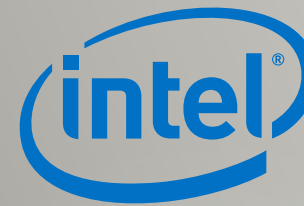


Fujitsu Perks & More



Point Matrix: SubPLA multipliers

FACTOR	SubPLA		
150 %		DT WS	
125 %	NB HE / NB TB	DT HE	DY HE
100 %		DT TC	ACC
25 %	NB MS / NM Others	DT MS DT Others	DY MS

Mobiles	Deskbound	Display	Tablet	Workstation	Thin Clients
LIFEBOOK U938	ESPRIMO P7xx	B-Line	LIFEBOOK T938	CELSIUS Cxxx	FUTRO S5xx
LIFEBOOK S938	ESPRIMO P9xx	P-Line	LIFEBOOK P728	CELSIUS Hxxx	FUTRO Lxx
LIFEBOOK S937	ESPRIMO D7xx		STYLISTIC Q738	CELSIUS Mxxx	FUTRO S7xx
LIFEBOOK U758	ESPRIMO D9xx	E-Line	STYLISTIC V727	CELSIUS Rxxx	FUTRO S9xx
LIFEBOOK U748	ESPRIMO Q9xx		STYLISTIC R727	CELSIUS Jxxx	FUTRO S930
LIFEBOOK U728				CELSIUS Wxxx	INTELLIEDGE A700
LIFEBOOK U757-S	ESPRIMO P5xx				INTELLIEDGE G700
LIFEBOOK U747-S	ESPRIMO D5xx				FUTRO Q940
LIFEBOOK U727-S	ESPRIMO Q5xx				
LIFEBOOK U757	ESPRIMO K5xx				
LIFEBOOK U747	ESPRIMO „Future PC“				
LIFEBOOK U727					
LIFEBOOK E756					
LIFEBOOK E746					
LIFEBOOK E736					
LIFEBOOK E558					
LIFEBOOK E548					
LIFEBOOK E556					
LIFEBOOK E546					
LIFEBOOK E458					
LIFEBOOK E448					
A3xx series (i5)					
A3xx series (i3)					