

# IBM 2011 Power Trade In Program NE IOT

Announcement Letter No.ZA11-1003 dated January 04, 2011

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## IBM 2011 Power Trade In Program NE IOT

### The offer

IBM End-User Customers who acquire new eligible IBM Power Systems Servers from an authorised IBM Power Systems Solution Provider may claim a cashback payment from IBM. To be eligible to participate in this program, the end-user customer must:

- Acquire an eligible new IBM Power Systems Server to replace an eligible installed AS/400, iSeries, pSeries, System i, System p, RS/6000 or an eligible non-IBM system by the end data of this program. If replacing an old eligible IBM system, then the replaced IBM machine must have been installed under the same IBM customer number as the replacement system is ordered for.
- Self-certify at the time of the order, that the replaced machine will be removed and disposed of within 120 days from the acquisition of the new replacement machine (invoice date of the customer facing IBM Business Partner).
- Complete and sign the “IBM 2011 Power Trade In Cash Back Request Form: ZA11-1003” (Appendix 2) and send it to IBM with the required documentation no later than two months after the invoice date of the last component acquired as part of a solution.

Notes:

- There is a limit of one rebate per eligible IBM Power Systems Server
- The rebate will be paid in local currency and can be used to offset the cost of acquiring an eligible IBM Power Systems Server, or customers may choose to use the cash back to environmentally dispose of their old machine.
- Note that this is not intended to replace, and in no way limits, IBMs standard obligations under the Waste Electrical and Electronic Equipment Directive.

## Eligible products

A) This rebate table applies when the following IBM Power Low End Express Servers qualify for this program when purchased as a replacement for a PowerPC, RS64, POWER2, POWER3, POWER 4 or a POWER 5/5+ unit and all non-IBM Systems as listed in “Appendix 3: Installed base IBM Power Systems, AS/400, iSeries, pSeries, System i, System p, RS/6000 and selected-non IBM systems”

DESCRIPTION	MACHINE TYPE	MODEL	REBATE for i O/S (^)	REBATE (^) for AIX / LINUX
Power Model 710 Express	8231	E2B	\$6000	\$3000
Power Model 720 Express	8202	E4B	\$6000	\$3000
Power Model 730 Express	8231	E2B	\$6000	\$3000
Power Model 740 Express	8205	E6B	\$6000	\$3000

B) This rebate table applies when the following IBM Power Low End Express Servers are purchased as a replacement for an IBM POWER6 System:

DESCRIPTION	MACHINE TYPE	MODEL	REBATE for i O/S	REBATE (^) for AIX / LINUX
Power Model 710 Express	8231	E2B	\$3000	\$1500
Power Model 720 Express	8202	E4B	\$3000	\$1500
Power Model 730 Express	8231	E2B	\$3000	\$1500
Power Model 740 Express	8205	E6B	\$3000	\$1500

- SDI Machines and Model Upgrades to the eligible Systems are eligible.
- Other after market' (MES) orders for features are not eligible
- Products purchased under special bid terms (including frame agreement and IVO offerings) are eligible.
- Products purchased under demonstration or development terms are not eligible.
- Products purchased for internal use are included.
- All 'used' equipment is excluded.
- Eligible new IBM Power System Servers may be acquired directly from IBM or from an IBM Business Partner.

(^) See Appendix 1 for Local Currency List – AND - “How To Claim” section.

Notes:

- Refer to “Appendix 3: List of installed IBM AS/400, iSeries, pSeries, System i, System p, RS/6000 and selected non-IBM systems” which qualify as replaceable machines.
- For POWER6 transactions this program is combinable with the "Move up to i" **and** the "IBM Power Value Seller" programs.
- For POWER7 transactions this program is either combinable with the "Move up to i" **or** the "IBM 2010 Power Value Seller" programs, **but not both**.

For further queries, refer to your IBM representative.

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## Start and/or end dates

This program is valid for eligible IBM Power System Servers sold between January 01, 2011 and December 31, 2011 (inclusive).

## Where is it available?

This program is valid in Austria, Switzerland, Liechtenstein, Germany, Denmark, Greenland, Sweden, Norway, Finland, Iceland, United Kingdom and Republic of Ireland.

Note: In order to qualify for the rebates in this offer, the end user location in the qualifying transaction must be in one of the above countries.

## Marketing information

The purpose of this program is to provide an incentive to replace existing installed AS/400, iSeries, pSeries, System i, System p, RS/6000 and selected non-IBM systems, with IBM Power System Servers

All current IBM Global Financing offerings apply. Please contact your local IGF representative for details or visit <http://www.ibm.com/financing>.

Questions relating to this program should be directed to David Proud ([PROUDD@uk.ibm.com](mailto:PROUDD@uk.ibm.com)) or your IBM representative.

## Ordering/fulfilment information

Follow normal ordering procedures.

## Additional information/condition

### How to Claim

- End User Customers must send a valid Claim Form (Appendix 2) and the required following documentation via email to redemption@sk.ibm.com no later than two months after the invoice date of the last component acquired as part of a solution and no later than February 29, 2012.
- Only Claim forms submitted by end-user customers will be accepted. All Claim form submitted by Business Partner Resellers or Solution Providers will **not** be accepted.

### **Required Documentation:**

1.- As proof of acquisition, copies of invoices or lease documentation. The following are acceptable proofs of acquisition:

- A legible copy of the invoice(s) for the eligible new IBM Power Systems Server.

Notes:

- Invoices must be itemized to show machine types, models, and serial numbers for the eligible IBM Power Systems Server and Solution Provider name.
- Invoices must be either typewritten or computer generated. Handwritten or altered documents will not be accepted. The company name appearing on this form must match the information provided on the invoices/lease documentation.

2.- The following is required for confirmation that a new IBM Power Systems Server has been acquired:

- A senior-level executive, such as the Chief Executive Officer, Chief Technology Officer, Chief Information Officer, Chief Financial Officer, or equivalent senior-level executive must complete and sign the “Cash Back Request” form” (see Appendix 2).

IBM reserves the right to reject claims that have not been previously approved and to determine whether any individual action or customer will qualify for this program.

IBM reserves the right to request additional information concerning the relevant transactions at any time and to reject requests which the eligibility criteria is not met.

Any “Cash Back Request” forms lost or misdirected by the Postal Service or other delivery service are not the responsibility of IBM.

Incentives earned will be paid by IBM to your firm's bank account by electronic transfer within 6-8 weeks of receiving your complete and accurate documentation. You may request IBM to provide you a document as evidence of this payment. Upon receiving your request, IBM will send this document directly to you.

IBM take the view that the payment by IBM is not regarded as a consideration for a service, supplied by you to IBM. Therefore, IBM does not require an invoice. If you however determine this payment is a consideration for a service supplied by you and therefore you would be required to invoice us, IBM will accept such a document and pay the VAT (if it is legally required to be charged to IBM). IBM makes no representation and cannot provide any advice as to whether such a document is required.

Any information submitted to IBM by End User Customers will be treated as Confidential, and will only be used for the purposes of determining proof of entitlement, calculation and settlement of rebate requests.

The following Standard Terms and Conditions apply:

IBM reserves the right to modify or withdraw this program at any time.

IBM makes no commitment that the above program will be available in any future program.

This program is void wherever prohibited or restricted by Law.

## History of Revisions

Date of revisions	Details of revisions	Effective date of change
October 03, 2011	Extend Program until December 31, 2011	October 01, 2011
September 20, 2011	Change claim date , add additional products for replacement	September 20, 2011
September 15, 2011	Correction	September 09, 2011
September 09, 2011	- Update offer section to state that until September 30, 2011, when a customer purchases an eligible POWER Low End Express Server as a replacement for competitive machine or a POWER 4 or a POWER 5 unit, then the customer will receive a double rebate.	September 09, 2011
July 14, 2011	- Remove reference to specific rules for the IBM POWER 520 Express 1-W 5633 1-core as this model is not longer eligible for this program.	July 01, 2011
July 01, 2011	- Set “end date” for promotion as September 30, 2011  - Remove Power 520 from eligible Products List  - State that customers may request IBM to send them a document showing details of the payment made by IBM to them.	July 01, 2011
June 07, 2011	Include 9407-M15 / 9408-M25 / 9409-M50 in the “APPENDIX 3: Installed base IBM Powersystems, AS/400, iSeries, pSeries, System i, System p, RS/6000 and selected-non IBM systems”.	April 01, 2011
May 31, 2011	- Include Power 6 Models 8203-E4A and 8204-E8A in the “APPENDIX 3: Installed base IBM Powersystems, AS/400, iSeries, pSeries, System i, System p, RS/6000 and selected-non IBM systems”	May 31, 2011
May 10, 2011	- Correct Claim Form to reference Announcement Letter ZA11-1003	April 01, 2011
April 07, 2011	- Correct Claim form	April 01, 2011
April 01, 2011	- Correct Exchange Rate for Switzerland	April 01, 2011

## APPENDIX 1: LOCAL CURRENCY CONVERSION

COUNTRY	LOCAL CURRENCY (LC)	LC / 1 US\$
Eurozone	EURO	1.0
Denmark	Krone	7.6
Iceland	Krona	87.5
Norway	Krone	8.3
Sweden	Krona	8.6
Switzerland	Franc	1.1
United Kingdom	Pound	0.645

## APPENDIX 2: IBM 2011 Power Trade In Cash Back Program Claim Form ZA11-1003

\* To be completed by the End User Customers ONLY – All forms must be typewritten \*

Complete the following Claim Form on your official Company Letterhead and return it to IBM via email to [redemption@sk.ibm.com](mailto:redemption@sk.ibm.com) in order to be paid.

Qualifying IBM Power Systems Servers purchased

Machine Type Model	Feature number	Serial number	Invoice date
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_____	_____	_____	_____
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Qualifying installed AS/400, iSeries, pSeries, System i, System p, RS/6000 OR selected non-IBM systems:

BRAND	Machine Type Model	Feature number	Serial number
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_____	_____	_____	_____
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Total rebate amount claimed: \_\_\_\_\_

Name of Hardware Vendor: \_\_\_\_\_  
(Please specify either IBM or name of Business Partner)

Company Name: \_\_\_\_\_

Company Contact Name and E-mail address: \_\_\_\_\_

Daytime phone: \_\_\_\_\_

Company Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Province: \_\_\_\_\_

Zip/Postal code: \_\_\_\_\_

Company Bank Name: \_\_\_\_\_

Company Bank Address: \_\_\_\_\_

Company IBAN Number: \_\_\_\_\_

Company Bank Number: \_\_\_\_\_

Company Bank Account Number: \_\_\_\_\_

Company Bank Account Code: \_\_\_\_\_

Company Bank Swift Code: \_\_\_\_\_

Company Tax (VAT) Registration No: \_\_\_\_\_

I certify by my signature that I am in compliance with the terms and conditions of this program, that the replaced machine will be removed and disposed of within 120 days from the acquisition of the new replacement machine in an environmentally friendly way (\*) and that all of the information I have entered on this request form is accurate, complete, and in accordance with the request instructions.

(\*) Disposal at an official waste disposal centre who have a licence for accepting commercial waste products in the country of the end user and that is authorized to accept electronics such as computer servers.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Name (please print): \_\_\_\_\_

Title and Company name: \_\_\_\_\_

I certify by my signature that I accept, and am in compliance with, the terms and conditions of this Program as specified in IBM Announcement Letter ZA11-1003 and that all of the information I have entered on this form are accurate, complete, and in accordance with the request instructions.



## APPENDIX 3: Installed base IBM Powersystems, AS/400, iSeries, pSeries, System i, System p, RS/6000 and selected-non IBM systems

Only the following systems qualify as “replaceable machines” for this program:

PowerPC	RS64	POWER	POWER2	POWER3
7006-41T	7013-S70	7008-M20	7012-380	7026-B80
7006-41W	7013-S7A	7008-M2A	7012-390	7028-6C1
7006-42T	7015-S70	7011-220	7012-397	7028-6E1
7006-42W	7015-S7A	7011-22W	7012-39H	7043-260
7007-N40	7017-S70	7011-230	7013-58H	7043-270
7009-C10	7017-S7A	7011-23S	7013-590	7044-170
7009-C20	7017-S80	7011-23T	7013-591	7044-270
7010-160	7017-S85	7011-23W	7013-595	9076-nnn
7011-250	7025-6F0	7012-320	7013-59H	9112-265
7011-25S	7025-6F1	7012-32H	7015-990	
7011-25T	7025-F80	7012-340	7015-R20	
7011-25W	7026-6H0	7012-34H	7015-R21	
7012-G30	7026-6H1	7012-350	7015-R24	
7012-G40	7026-6M1	7012-355	7030-397	
7013-J30	7026-H70	7012-360	7030-3AT	
7013-J40	7026-H80	7012-365	7030-3BT	
7013-J50	7026-M80	7012-36T	7030-3CT	
7015-R30		7012-370	9076-nnn	
7015-R40		7012-375		
7015-R50		7012-37T		
7024-E20		7013-520		
7024-E30		7013-52H		
7025-F30		7013-530		
7025-F40		7013-53H		
7025-F50		7013-540		
7026-H10		7013-550		
7026-H50		7013-55L		
7037-A50		7013-560		
7043-140		7013-570		
7043-150		7013-580		
7043-240		7015-930		
7046-B50		7015-950		
7047-185		7015-970		
7247-821		7015-97B		
7247-822		7015-980		
7247-823		7015-98B		
7248-100		7015-R10		
7248-120		7051-800		
7248-132		7051-840		
7249-851		9076-nnn		

7249-860				
7317-F3L				
7988-J21				
8842-21X				
8842-41X				
8842-42X				
8844-31X				
8844-41X				
8844-51X				
9076-nnn				

Also, these systems qualify as “replaceable machines” for this program:

POWER4	POWER5	POWER5+	POWER6
7028-6C4	9110-510	9110-51A	8203-E4A
7028-6E4	9111-520	9111-285	8204-E8A
7029-6C3	9112-265	9116-561	9407-M15
7029-6E3	9113-550	9131-52A	9408-M25
7038-6M2	9115-505	9133-55A	9409-M50
7039-651	9117-570	9115-505	9406-MMA
7040-671	9118-575	9116-561	
7040-681	9119-590	9117-570	
9114-275	9119-595	9118-575	
	9123-710	9119-590	
	9124-720	9119-595	

### **IBM AS/400, iSeries, System i:**

<b>9401</b>	150								
<b>9402</b>	100	200	20s	236	400	40S	436	620	640
	650	720	730	810	820	825	830	840	870
<b>9404</b>	E10	E20	E25	135	140	620	640	650	810
	820	825	830	840	870	890			
<b>9405</b>	520								
<b>9406</b>	170	250	270						
<b>9406</b>	30S	310	320						
<b>9406</b>	500	510	520	525	530	550	570	595	50S
<b>9406</b>	53S	600	620	640	650				
<b>9406</b>	720	730	740						
<b>9406</b>	800	810	820	825	830	840	870	890	
<b>9406</b>	E35	E45	E50	E60	E80	E80	E90	E95	
<b>9406</b>	F35	F45	F50	F60	F70	F80	F90	F95	F97
<b>9406</b>	SB1	SB2	SB3						
<b>9406</b>	S10	S20	S30	S40					
<b>9407</b>	515								

## **Non-IBM Systems:**

### **HP Systems:**

<b>Alphaservers</b>	All Models				
<b>Integrity</b>	rx16xx	rx26xx	rx36xx	rx46xx	rx56xx
	rx6600	rx76xx	rx86xx	rx9610	(xx = sub-model code, any xx apply)
<b>HP9000</b>	A-class	D-class	K-class	L-class	N-class
	R-class	T-class	V-class	(all members of each class apply)	
	rp24xx	pr34xx	rp44xx	rp55xx	rp74xx
	rp84xx	(xx = sub-model code, any xx apply)			

### **Sun Systems**

<b>Enterprise 220R</b>	250	420R	450	3000	3500
	4000	4500	5000	5500	6000
	6500	10000			
<b>Fire 280R</b>	3800	4800	4810	6800	E2900
	E4900	E6900	E12K	E15K	E20K
	E25K				
<b>Fire T1000</b>	T2000	T51xx	T52xx	T54xx	(xx=sub-model code, any xx apply)
<b>Fire V100</b>	V120	V125	V210	V215	V240
	V245	V250	V440	V445	V480
	V490	V880	V880z	V1280	
<b>Netra</b>	All members apply				
<b>SPARC Enterprise</b>	M3000	M4000	M5000		

### **Fujitsu Systems**

<b>PRIMEQUEST</b>	420	440	480	510A	520
	520A	540	540A	580	580A
<b>PRIMERGY</b>	N4000	RXI300	RXI1600		
<b>PRIMEPOWER</b>	1	100N	200	200R	200F
	250	400	400R	400N	450
	1500	2000	2500		
	600	650	800	900	1000
<b>SPARC</b>	M3000	M4000	M5000		

<b>Enterprise</b>					
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