

# IBM 2013 2H Power Trade In Program

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## The offer

IBM End user customers will receive a rebate up to \$3k (^) rebate when they acquire a new eligible IBM Power model from an authorised IBM Power Systems Solution Provider, as a replacement of a previous generation IBM Power processor (~).

To participate in this program, end-user customers must:

- Be located in one of the countries where this promotion is available (see “Where is this available” section).
- Purchase (within the valid dates of this program) an eligible new IBM Power Systems Server to replace an eligible installed AS/400, iSeries, pSeries, System i, System p, RS/6000 system. Note that in case of replacing an older eligible installed IBM system, this must have been installed under the same IBM customer number as the replacement system is ordered for (unless as a result of a merger or acquisition, the trading name of the customer and customer number have changed, in which case customers should refer to the old and new trading names in their claim).
- Confirm at the time of the order, that the replaced system will be removed and disposed of within 120 days from the acquisition of the new Power system (based on the invoice date by the IBM Business Partner Solution Provider to the end user customer) by completing and signing the “**Appendix 1: IBM 2013 Power Trade In Cash Back Program – End User Self Certification Form ZA13-1003 / ZU13-0206 / ZW13-0296**” and send it to their IBM Business Providers Solution Provider with the required documentation for claim processing.
- (for customers replacing an eligible model owned by leasing companies -IBM or other- ) Certify that the replaced system will be returned to IBM (or other leasing

company) within 120 days from the acquisition of the new Power system (based on the invoice date by the IBM Business Partner Solution Provider to the end user customer)

- Ask their IBM Business Providers Solution Provider to initiate the claim process by completing and signing the “**Appendix 2: IBM 2013 Power Trade In Claim Request Form: ZA13-1003 / ZU13-0206 / ZW13-0296**” and providing all information required for the claim to the Solution Provider.
- Agree that the end user rebate amount offered via this program will be paid by IBM to their IBM Business Partner Solution Provider. And therefore, customers must also agree any terms upon how the payment of the end user rebate will be passed from the Business Partner to them.

Notes:

- There is a limit of one rebate per eligible IBM Power Systems Server. For claims involving more than 5 (five) units on a single transaction, IBM Solution Providers must notify IBM and obtain prior approval from the IBM Power Channel Manager.
- The rebate will be paid in local currency and may 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.
- This is not intended to replace, and in no way limits, IBM’s standard obligations under the Waste Electrical and Electronic Equipment Directive.

(~) See “**Appendix 3: List of installed IBM AS/400, iSeries, pSeries, System i, System p, RS/6000 systems**” which qualify as replaceable machines.

(^) See “Appendix A: Local Currency Conversion”.

## Eligible products

This table shows the list of eligible IBM Power Low End Express Servers when purchased as a replacement for a PowerPC, RS64, POWER2, POWER3, POWER 4, POWER 5/5+, or a POWER6 unit Systems as listed in “Appendix 3: Installed base IBM Power Systems, AS/400, iSeries, pSeries, System i, System p, RS/6000 systems”.

DESCRIPTION	MACHINE TYPE	MODEL	Processor features	Rebate for End User Customers
Power Model 720 4 core P7+	8202	E4D	EPCK	\$1000

Power Model 720 6/8 core P7+	8202	E4D	EPCL/EPCM	\$ 1500
Power Model 740 P7+	8205	E6D	all	\$2500
Power Model 750 P7+	8408	E8D	all	\$3000

- 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.
- All 'used' equipment is excluded.

Note: This program is combinable with any other promotions unless specifically excluded

## Start and/or end dates

This program is valid for qualifying IBM Power System Servers purchased by customers between January 01, 2013 and December 31, 2013 (inclusive). Note that a legible copy of the customer invoice of the eligible IBM Power Systems Server will be required.

Claims containing customer invoices dated after February 15, 2014 will be deemed invalid and will not qualify for this program.

## Where is it available?

This program is valid in Austria, Switzerland, Liechtenstein, Germany, Denmark, Greenland, Sweden, Norway, Finland, Iceland, United Kingdom, Republic of Ireland, Belgium, Cyprus, France, Greece, Israel, Luxemburg, Malta, Netherlands, Portugal and Spain. And Andorra, French Guyana, French Polynesia, Guadeloupe, Martinique, Mayotte, Monaco, New Caledonia, Reunion, Wallis & Futuna, Comoros, French Southern Territories (French Southern and Antarctic Lands), St. Pierre and Miquelon, Vanuatu.

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 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 Giandomenico Gaspari (g\_gaspari@it.ibm.com) or your IBM representative.

## **Ordering/fulfilment information**

Follow normal ordering procedures.

## **Additional information/condition**

### **How to Claim**

IBM Business Partner Solution Providers must send a valid Claim Form (“**Appendix 2: IBM 2013 Power Trade In Cash Back Program Claim Form ZA13-1003 / ZU13-0206 / ZW13-0296**”) via email with the required documentation no later than 45 days after the end of the quarter when the transaction took place.

### **Required Documentation:**

1.- As proof of acquisition, copies of invoices or lease documentation in the form of a legible copy of the invoice(s) listing the eligible IBM Power Systems.

- 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.
- Invoices must include invoice date and be itemized to show machine types, models, and serial numbers for the eligible IBM Power Systems Server and Solution Provider name.

2.- For confirmation that a new IBM Power Systems Server has been purchased according to the terms and conditions and during the valid dates of this promotion, a copy of the “**Appendix 1: IBM 2013 Power Trade In Cash Back Program – End User Self Certification Form ZA13-1003 / ZU13-0206 / ZW13-0296**” completed and signed by an End User Customer senior-level executive, such as the Chief Executive Officer, Chief Technology Officer, Chief Information Officer, Chief Financial Officer, or equivalent senior-level executive.

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 (for the end user and the Business Partner Solution Provider) will be

paid by IBM to the IBM Solution Provider firm's bank account by electronic transfer within 6-8 weeks of receiving your complete and accurate documentation. IBM Business Partner Solution Providers must pass on the end user customer rebate to their respective end user customers.

IBM takes 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 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

## **Appendix A: LOCAL CURRENCY CONVERSION**

<b>COUNTRY</b>	<b>LOCAL CURRENCY (LC)</b>	<b>LC / 1 US\$</b>
Eurozone	EURO	1.0
Denmark	Krone	7.6
Iceland	Krona	87.5
Israel	Shekel	4.1
Norway	Krone	8.3
Sweden	Krona	8.6
Switzerland	Franc	1.1
United Kingdom	Pound	0.645

## History of Revisions

Date of Revision	Details of revisions	Effective date of change
November 21, 2013	Modify the "Appendix 3: Installed base IBM Powersystems, AS/400, iSeries, pSeries, System i, System p, RS/6000 and selected-non IBM systems" to include some P7 models as eligible systems to be replaced.	November 21, 2013
July 24, 2013	- Modify the Appendix 1: "IBM 2013 Power Trade In Cash Back Program – End User Self Certification Form ZA13-1003 / ZU13-0206 / ZW13-0296" to include "End User Customer Purchase Order" details as evidence that the qualifying server was purchased during the valid dates of this promotion.	July 01, 2013
July 22, 2013	- Modify the Appendix 3: Installed base IBM Powersystems, AS/400, iSeries, pSeries, System i, System p, RS/6000 systems.	July 22, 2013
July 01, 2013	- Offer rebates only when replacing previous generation IBM Power processor.  - Extend program until December 31, 2013	July 01, 2013
June 13, 2013	- Rename "Power Model 710 Express 4 core P7+" to " Power Model 710 Express P7+ "  - Update "Appendix 3: Installed base IBM Powersystems, AS/400, iSeries, pSeries, System i, System p, RS/6000 and selected-non IBM systems".	June 13, 2013
April 04, 2013	- Extend program until June 30 2013 - Exclude Power 7 models for Q2-2013 - Reduce to 5 ( from 10) the number of maximum units for each single transaction - Clarify the "How to Claim" section to state that claims must be sent no later than 45 days after the end of the quarter when the transaction took place.	April 01, 2013
Feb 13, 2013	- Update eligible products list to include new Power models - State that the Power P7 rebates offered are only available until March 31, 2013.	Feb 13, 2013

# Appendix 1: “IBM 2013 Power Trade In Cash Back Program – End User Self Certification Form ZA13-1003 / ZU13-0206 / ZW13-0296”

**To be completed by End Users Customers ONLY – All forms must be typewritten**

Complete the following Claim Form on your official Company Letterhead and return it to your IBM Business Providers Solution Provider to initiate the rebate claim process.

**End User Customer Purchase Order Number:** \_\_\_\_\_

**End User Customer Purchase Order Date:** \_\_\_\_\_

**Qualifying IBM Power Systems Servers purchased:**

Machine Type Model	Feature number	Serial number	Invoice date
_____	_____	_____	_____

**Qualifying installed AS/400, iSeries, pSeries, System i, System p, RS/6000 systems:**

BRAND	Machine Type Model	Serial number
_____	_____	_____

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 requested instructions. I confirm that my IBM Business Partner Solution Provider and I have agreed on the terms and conditions by which the rebate payment I am entitled to via this program will be passed to me.

(\*) Disposal at an official waste disposal centre that has a license for accepting commercial waste products in the country of the end user and that is authorized to accept electronics such as computer servers. The customer may also return the machine to IGF.

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

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

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

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

# Appendix 2: “IBM 2013 Power Trade In Cash Back Program Claim Form ZA13-1003 / ZU13-0206 / ZW13-0296”

To be completed by the IBM Business Partners Solution Providers 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 in order to be paid.

Once a claim is successfully validated, IBM will issue the rebate payments (for the end user and the Business Partner Solution Provider) to the Business Partner Solution Provider firm's bank account. IBM Business Partner Solution Providers must pass on the end user customer rebate to their respective end user customers.

## Qualifying IBM Power Systems Servers purchased

Machine Type	Feature Model	Serial number	Invoice date
_____	_____	_____	_____

## Qualifying installed AS/400, iSeries, pSeries, System i, System p, RS/6000 systems:

BRAND	Machine Type Model	Serial number
_____	_____	_____

## Rebates being claimed:

Rebate for the **end-user customer**: \_\_\_\_\_

Rebate for the IBM Business Partner **Solution Provider**: \_\_\_\_\_

**Total Rebate amount being claimed:** \_\_\_\_\_

Name of IBM BP Solution Provider: \_\_\_\_\_

(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: \_\_\_\_\_



**Bank details of IBM BP Solution Provider:**

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, and that all of the information I have entered on this request form is accurate, complete, and in accordance with the request instructions.

IBM BP Solution Provider Signature: \_\_\_\_\_

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

Name of IBM BP Solution Provider: \_\_\_\_\_

Title: \_\_\_\_\_

Company name: \_\_\_\_\_

### **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:

<b>PowerPC</b>	<b>RS64</b>	<b>POWER</b>	<b>POWER2</b>	<b>POWER3</b>
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	8234-EMA
7011-250	7025-6F0	7012-320	7013-59H	9076- all-
7011-25S	7025-6F1	7012-32H	7015-990	9112-265
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:

<b>POWER4</b>	<b>POWER5</b>	<b>POWER5+</b>	<b>POWER6</b>	<b>POWER7</b>
7028-6C4	9110-510	9110-51A	8203-E4A	8231-E2B
7028-6E4	9111-520	9111-285	8204-E8A	8202-E4B
7029-6C3	9112-265	9116-561	9407-M15	8205-E6B
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	9117-MMA	
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	600	620
	640	650	720	730	810	820	825	830	840
	870								
<b>9404</b>	E10	E20	E25	135	140	620	640	650	810

