

Embedded Solution Agreement for Cloud Services

Cloud Services Transaction Document for Bluemix

Client accepts this Transaction Document ("TD") and the applicable Service Descriptions by ordering, enrolling, using, or making payment for, the Cloud Service. All terms used in this TD and not otherwise defined herein shall have the meanings ascribed to such terms in the Embedded Solution Agreement for Cloud Services.

Cloud Service(s) and Prices

Client will receive the right to use the Bluemix Cloud Service(s) in accordance with the Agreement, the IBM Bluemix Service Description(s) and this TD.

The current standard discount for Bluemix Cloud Services which IBM provides to Client for purchase of Cloud Services from IBM through the Portal is set forth in the following table. IBM may update this table on 30 days' notice. Client agrees to notify IBM when BP graduates from one Tier level to the next Tier level due to BP's Bluemix usage by submitting an accounting ticket via the Portal. IBM will apply the new applicable discount to orders received in the month after IBM received notification from Client. Subscriptions may not be returned or exchanged.

Standard Solution Provider Discount Program – Volume Tiered Discounts

Monthly Recurring Revenue (USD*)	Monthly Discount Level
<i>* All Dollars are stated in United States Dollars</i>	
Tier 1: \$1,500 - \$2,999.99	5%
Tier 2: \$3,000 - \$4,999.99	8%
Tier 3: \$5,000 - \$14,999.99	10%
Tier 4: \$15,000 - \$24,999.99	15%
Tier 5: \$25,000 - \$99,999.99	18%
Tier 6: \$100,000 +	20%

Client must embed the Cloud Service(s) into the Value Add to form the Embedded Solution defined in the Service and Solution Partner Program application form. The Cloud Service(s) and Value Add must be packaged and delivered as integrated components of the Embedded Solution and must be made accessible to end users in this manner. Cloud Service(s) upgrades must be provided to end users as a component of the Embedded Solution. Client, and not the end user, may access the Cloud Service(s) directly for purposes of providing technical assistance to the end user. The end user may not use third-party tools to access the Cloud Service(s).