

IBM 2012 Power Trade In Program Italy

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Announcement Letter Number ZA12-1014

Announcement dated February 13, 2012

Last Update: September 28, 2012

The offer

IBM Power Systems Solution Providers can claim up to €4.500 rebate on behalf of their end user Customers when they acquire a new eligible IBM Power model as a replacement of a qualifying competitive non-IBM or previous generation IBM POWER processor (~). The Solution Provider is expected to pass on the rebate to his end user customer. IBM will advertise the offering in its websites and marketing campaigns.

To be eligible to participate in this program, the end-user customer must:

- Purchase 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 within the dates 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. Unless as a result of a merger or acquisition the trading name of the customer and customer number have changed. In this case, customers should refer to the old and new trading names in their claim.
- Take out of production and hand over the replaced machine in working condition to Sprint Computer Service (*) within three months of purchase of the new Power Systems unit (invoice date of the customer facing IBM Business Partner) . See the Additional Information section for details of documentation required and how to claim.
- Customers replacing an eligible model owned by leasing companies (IBM or other) are also eligible, as long as the customer can provide certification that the replaced machine has been returned to IBM (or other leasing company) within three months from the acquisition of the new replacement machine (invoice date of the customer facing IBM Business Partner).

* Sprint Computer Service is an official electronic waste disposal company selected by IBM Italy to handle picking up, transporting and scrapping the replaced machines.

Notes:

- There is a limit of one rebate per eligible IBM Power Systems Server. IBM Solution Providers must notify IBM if they plan to offer the Trade In Program on a transaction where more than 20 units are being replaced.
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- This is not intended to replace, and in no way limits, IBMs standard obligations under the Waste Electrical and Electronic Equipment Directive.
- (~) See “Appendix 1: List of installed IBM AS/400, iSeries, pSeries, System i, System p, RS/6000 and selected non-IBM systems” which qualify as replaceable machines.

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 and all non-IBM Systems as listed in “Appendix 1: Installed base IBM Power Systems, AS/400, iSeries, pSeries, System i, System p, RS/6000 and selected-non IBM systems”.

DESCRIPTION	MACHINE TYPE	MODEL	Processor features	REBATE
Power Model 520 Express 1 core **	8203	E4A	5633	€1000
Power Model 710 Express 4 core	8231	E1C	EPC1	€1000
Power Model 710 Express 6/8 core	8231	E1C	EPC2/EPC3	€2000
Power Model 720 Express 4 core	8202	E4C	EPC5	€1000
Power Model 720 Express 6/8 core	8202	E4C	EPC6/EPC7	€2000
Power Model 730 Express	8231	E2C	all	€2000
Power Model 740 Express	8205	E6C	all	€3000
Power Model 750 Express	8233	E8B	all	€4500
BladeCenter H Chassis AND BladeCenter PS70x (both BCH and blade in same order)	7989 AND 8406 or 7891	BCH AND 70Y/71Y or 73X/74X	All	€2500

PowerLinux 7R2	8246	L2C	All	n/a (+)
PowerLinux 7R2	8246	L2S	All	n/a (+)

- 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 NOT eligible.
- Products purchased under demonstration or development terms are not eligible.
- Products purchased for internal use are included.
- All 'used' equipment is excluded.

Notes:

- This program is not combinable with the IBM 2012 Power ISV Connection Program (PLETs: ZA12-1004, ZU12-0207, ZV12-0209, ZW12-0208)
- This program is combinable with any other promotions unless specifically excluded

** 8203-E4A 1 core is available as a replacement unit with IBM i operating system (HW feature 2145) from Distributor stock only and may be sold to replace any machine listed in the attached IBM AS/400, iSeries, System i units list, with the exception of 9405-520, 9406-520, 9407-515 and 9406-525 (POWER5 servers).

(+) No Trade In rebate is available for replacement of eligible IBM or non-IBM machines with PowerLinux 7R2. However, end user customers may apply to Sprint Computer Systems for pick up, transportation and scrapping of eligible replaced machines at no charge.

New Power Systems Customers

The primary objective of this program is to encourage replacement of older Power systems or non-IBM systems with POWER7 models. However, IBM also wishes to encourage sales to new low end Power Systems customers. Solution Providers may claim a rebate for their end user customer if the customer qualifies as a new Power Systems customer. The Solution Provider is in turn expected to pass on the rebate to his end user customer.

An end user is regarded as a New customer for IBM Power Systems if this customer has no IBM purchase record of any Power System product (system or MES) listed in the attached "Appendix : Installed base IBM Powersystems, AS/400, iSeries, pSeries, System i, System p, RS/6000 and selected-non IBM systems" in the location (address) that the new Server is to be delivered and installed. The end user name and end user address submitted to IBM must match that included in the order (claim).

See the Ordering/Fulfilment section for the New Customer certification process required to be eligible for this offer.

Eligible Power Systems for sales to New Power Systems Customers

Power Systems Models with IBM I or AIX primary (features 2145/2146)	M/Type, model	Rebate
Power 520 1 Core with IBM i*	8203-E4A features 5633 and 2145	€1.500
Power 710	8231-E2B/E1C - all	€3.000
Power 720	8202-E4B/E4C - all	€3.000

* available from Distributor stock only

Start and/or end dates

This program is valid for qualifying IBM Power System Servers purchased by customers between January 01, 2012 and December 31, 2012 (inclusive).

Where is it available?

This program is valid in Italy. Note: In order to qualify for the rebates in this offer, the end user location in the qualifying transaction must be in Italy.

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 and to encourage new customers to purchase Power Systems.

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.

Marketing channels

IBM Business Partner Solution Providers for Power

Ordering/fulfilment information

Follow normal ordering procedures.

Additional information/conditions

How to Claim/required documentation

Trade In claims

- The Solution Provider must contact Sprint Computer Service via e-mail (tradeinibm@sprintcomputer.it), to request/organise trade in of customer's replaced machine. In the email the Solution Provider must provide the end user name/address/contact, replaced machine type/model/serial number, new replacement unit model/serial number. The Solution Provider will be contacted by Sprint Computer to arrange when to pick up the replaced machine.
- Proof that the machine has been handed over to Sprint Computer Service must be provided by the Solution Provider and included in the claim (copy of shipping note from end user to Sprint Computer Service).
- For customers with leasing contracts, proof that the replaced machine has been returned to IBM or the third party must be provided by the Solution Provider and included in the claim (copy of shipping note from end user to IBM Italy indicating the Return Authorisation number or shipping note to third party leasing company).
- Any request to hand over the replaced system after the deadline must be requested in advance by the Solution Provider via email to the Power Channel manager, alessandrobof@it.ibm.com who will evaluate and approve the request. Copy of BPO or brand approval must also be attached to the claim.
- Solution Providers must submit the claim, complete with serial number/details of replacement machine sold to end user as well as machine type/model/serial number of replaced machine, to chwpromoclaims@sk.ibm.com no later than May 31, 2013 for 2H12 claims. 1H12 claims should be submitted no later than November 30, 2012. For cases where brand or BPO has provided approval to extend handover date of replaced system, the Solution Provider should submit the claim no later than one month after the hand-over-by date approved by brand.

New Customer claims

Solution Providers must submit claims to IBM within 90 days after shipment of the qualifying new system. The following information must be included as part of the claim:

- End User Name, Address
- End User Contact (Name, Telephone, Email)
- Solution Provider Name and Address
- Details of the eligible system (machine type, model, serial number)
- Shipment date of the eligible system – must be within valid dates of this promotion.
- End User self-certification form (see form in Appendix C, to be filled out by Solution Provider) in which the Solution Provider certifies that he is in compliance with the terms and conditions of this offering, that the end user company has never owned and does not currently own or have installed a Power Systems (including previous AS/400, RS/6000, iSeries, pSeries, System i or System p models) and that the information is accurate and complete.

- BPSO will in any case verify IBM inventory records to check end user eligibility for the special discount upon receipt of the claim and will not pay the rebate if the end user is found to already be a Power Systems customer.

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
September 28, 2012	<ul style="list-style-type: none"> - Extend promo to December 31, 2012 - Clarify New Customer rebate eligibility - Specify 1H12 and 2H12 sales “claim by” dates- 	October 1, 2012
July 17, 2012	<ul style="list-style-type: none"> - Clarify that 1000€rebate can be earned when their end user customers replace 9405/9406-520 with 710/720 6/8 core via the bonus for eligible sales between July 09, 2012 and September 30, 2012. 	July 09, 2012
July 06, 2012	<ul style="list-style-type: none"> - Extend program until September 30, 2012 - Include PowerLinux 7R2 (8246-L2C & 8246- L2S) in the eligible products list. However, no rebate will be paid. Customer may apply for scrapping services free of charge. - Include BCH with Power7 blade in eligible product list - Remove Power7 B models (WDFM) - Modify rebate amounts and include special Solution Provider bonus for specific 3Q sales 	July 09, 2012
April 16, 2012	<ul style="list-style-type: none"> - Remove condition that this program is combinable with the "Move up to i" discount but not with the the “IBM Power Value Seller” program. - Remove condition stating that a legible copy of the customer invoice for the eligible new IBM Power Systems Server will be required. 	February 13, 2012

	- Update “Installed base IBM Powersystems, AS/400, iSeries, pSeries, System i, System p, RS/6000 and selected-non IBM systems” list.	
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Appendix 1: 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	
7029-6E3	9113-550	9131-52A	
7038-6M2	9115-505	9133-55A	
7039-651	9123-710	9115-505	
7040-671	9124-720	9116-561	
7040-681			
9114-275			

* 8203-E4A and 8204-E8A may only qualify as replaceable machines for new POWER7 AIX/Linux primary machines (2146 and 2147 features)

IBM AS/400, iSeries, System i:

9401	150								
9402	100	200	20s	236	400**	40S	436	600	620
	640	650	720	730	810	820	825	830	840

	870								
9404	E10	E20	E25	135	140	620	640	650	810
	820	825	830	840	870	890			
9405	520*								
9406	170	250	270						
9406	30S	310	320						
9406	500	510	520*	525*	530	550	570		50S
9406	53S	600	620	640	650				
9406	720	730	740						
9406	800	810	820	825	830	840	870	890	
9406	E35	E45	E50	E60	E80	E80	E90	E95	
9406	F35	F45	F50	F60	F70	F80	F90	F95	F97
9406	SB1	SB2	SB3						
9406	S10	S20	S30	S40					
9407	515*								

* 9405-520, 9406-520, 9406-525 and 9407-515 do not qualify as replaceable machines for POWER6 8203-E4A with IBM i (feature 2145) purchased from Distributor stock.

** Model 400 packages are also eligible (9402-40E/41E/40G/41G/40L/41L/42E/42G/42L)

Non-IBM Systems:

HP Systems:					
Alphaservers	All Models				
Integrity	rx16xx	rx26xx	rx36xx	rx46xx	rx56xx
	rx6600	rx76xx	rx86xx	rx9610	(xx = sub-model code, any xx apply)
HP9000	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					
Enterprise 220R	250	420R	450	3000	3500
	4000	4500	5000	5500	6000
	6500	10000			
Fire 280R	3800	4800	4810	6800	E2900
	E4900	E6900	E12K	E15K	E20K
	E25K				
Fire T1000	T2000	T51xx	T52xx	T54xx	(xx=sub-model code, any xx apply)
Fire V100	V120	V125	V210	V215	V240
	V245	V250	V440	V445	V480
	V490	V880	V880z	V1280	
Netra	All members apply				
SPARC Enterprise	M3000	M4000	M5000		
Fujitsu Systems					
PRIMEQUEST	420	440	480	510A	520
	520A	540	540A	580	580A
PRIMERGY	N4000	RXI300	RXI1600		
PRIMEPOWER	1	100N	200	200R	200F
	250	400	400R	400N	450
	1500	2000	2500		
	600	650	800	900	1000
SPARC Enterprise	M3000	M4000	M5000		

Appendix 2: IBM 2012 Power Trade in – New customer self-certification form – ZV12-0425

Customer Contact Name (print clearly) _____

Customer Company Name _____

Address _____

Mailing address (if different) _____

City _____

Country _____

Postal code _____

E-mail address

Daytime phone _____ - _____ - _____

IBM Business Partner Reseller Name: _____

IBM Business Partner Reseller Address: _____

Certification

I/we certify that the end user customer does not have a Power Systems (or previous AS/400, RS/6000, iSeries, pSeries, System i or System p) installed in his company and that all of the information I/we have entered on this certification form is accurate and complete.

IBM Business Partner Reseller Signature