



Reseller Option Kit for the Microsoft Windows Server 2012 operating system includes Datacenter, Standard, Storage Server, Foundation, and Essentials editions for IBM System x , BladeCenter , and PureFlex System servers

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At a glance

IBM® is announcing additional IBM OEM licenses of Microsoft™ Windows™ Server products to the IBM Reseller Option Kit (ROK) program for qualifying IBM Distributor participation.

Overview

IBM is adding IBM OEM licenses of Microsoft Windows Server products to the IBM Reseller Option Kit (ROK) program for qualifying IBM Distributor participation. This addition to the IBM ROK program authorizes qualifying IBM Distributors to buy IBM OEM licenses of selected Windows Server 2012 operating systems for sale to IBM Business Partners (Resellers) for installation on IBM System x® , BladeCenter® , and PureFlex™ System servers.

Distributors can also install the ROK themselves if requested by the Reseller or if they want to act as a Reseller in order to sell IBM System x , BladeCenter , and PureFlex System servers installed with the ROK directly to customers. (If a Distributor wants to act as a Reseller, they must agree and adhere to all the applicable Reseller ROK licensing terms.) This program delivers one-stop shopping and flexibility to our Distributors, allowing them to buy selected Windows Server operating systems and IBM System x , BladeCenter , and PureFlex System servers from one source.

The Windows Server 2012 product line-up has been streamlined and simplified, making it easier for customers to choose the edition that is right for their needs. The Windows Server 2012 product family will now include Windows Server 2012 Essentials (formerly branded as Small Business Server Essentials) which is ideal for a cloud-connected first server. Windows Server Enterprise, Windows Server Web, and Windows Storage Server Enterprise editions will not be offered as Windows Server 2012 editions.

Windows Server 2012 Datacenter and Standard editions will have a consistent licensing model (per processor based + CALs) and each license grants rights to run on up to two processors.

- Differentiation between Datacenter and Standard editions is based on virtualization. (There are no technical controls in software; the Virtual Machine (VM) usage rights are governed via the end user license terms.)
- Windows Server 2012 Standard edition (2 CPU) includes two VMs per license and Windows Server Datacenter edition (2 CPU) includes unlimited VMs. The Datacenter and Standard edition code base and features are identical.
- Windows Server 2012 Standard and Datacenter editions will continue to require Windows Server CALs (Client Access Licenses) for every user or device accessing a server. Some additional or advanced functionality will continue to require the purchase of an additive CAL. These are CALs that you need in addition to the Windows Server CAL to access functionality, such as Remote Desktop Services or Active Directory Rights Management Services.

Windows Storage Server 2012 Standard edition will have a per processor based licensing model (similar to Windows Server 2012 Standard and Datacenter editions), with each license granting the rights to run on up to two processors; however, CALs are not required and unlimited external connections are allowed.

Windows Server 2012 Essentials edition licensing and Windows Server 2012 Foundation edition licensing remain unchanged and have the following licensing model:

- Licensing is server-based: Foundation is for single-processor servers and Essentials is for either one- or two-processor servers.
- CALs are not required for access: Foundation comes with 15 user accounts and Essentials comes with 25 user accounts.

IBM OEM licenses are available for the following Windows Server 2012 operating system editions at a competitive price:

- Microsoft Windows Server 2012 Datacenter edition: For highly virtualized private cloud environments
- Microsoft Windows Server 2012 Standard edition: For non-virtualized or lightly virtualized environments
- Microsoft Windows Storage Server 2012 Standard edition: For Stand-alone NAS (Network Attached Storage), Highly Available NAS, and NAS Gateways
- Microsoft Windows Server 2012 Essentials edition: For small businesses with up to 25 users running on servers with up to two processors
- Microsoft Windows Server 2012 Foundation edition: For small businesses with up to 15 users running on single-processor servers

Key prerequisites

The Reseller Option Kit (ROK) for Microsoft Windows Server Operating Systems has the following prerequisites:

- The ROK must be ordered with or for usage on System x , BladeCenter , and PureFlex System servers.
- The ROK is supported on System x , BladeCenter , and PureFlex System servers.
- The Simplified Chinese and Traditional Chinese media kit contains DVD optical media. It is recommended that an optical DVD drive be configured with the server.
- The Multilingual media kit contains dual-layer DVD optical media. It is recommended that a dual-layer-capable DVD drive be configured with the server.

Planned availability date

September 14, 2012

Windows Server 2012 simplified editions

The Windows Server 2012 product line-up has been streamlined and simplified, making it easier for customers to choose the edition that is right for their needs. The Windows Server 2012 product family will now include Windows Server 2012 Essentials (formerly branded as Small Business Server Essentials) which is ideal for a cloud-connected first server. Windows Server Enterprise, Windows Server Web, and Windows Storage Server Enterprise editions will not be offered as Windows Server 2012 editions.

Windows Server 2012 Datacenter edition with unlimited virtualization rights provides the benefits of cloud-level scale with predictable, lower costs. Windows Server 2012 Standard edition now offers all of the same enterprise-class features as Datacenter and is differentiated only by virtualization rights.

Now your customers can choose from just five editions of Windows Server 2012, based on the size of their organization and your requirements for virtualization and cloud computing.

- Microsoft Windows Server 2012 Datacenter edition
 - Ideal for highly virtualized private cloud environments
 - Full Windows Server functionality with unlimited virtual instances
 - Processor + CAL licensing model
- Microsoft Windows Server 2012 Standard edition
 - Ideal for low-density or non-virtualized environments
 - Full Windows Server functionality with two virtual instances
 - Processor + CAL licensing model
- Microsoft Windows Storage Server 2012 Standard edition
 - Stand-alone NAS (Network Attached Storage)
 - Highly Available NAS
 - NAS Gateways
- Microsoft Windows Server 2012 Essentials edition
 - Ideal for small business environments
 - Simpler interface, preconfigured connectivity to cloud-based services; no virtualization rights
 - Server Licensing model (25 User Account Limit)
- Microsoft Windows Server 2012 Foundation edition
 - Ideal for economical general-purpose server
 - General-purpose server functionality with no virtualization rights
 - Server licensing model (15 User Account Limit)
 - Only available from Microsoft OEMs like IBM

Windows Server 2012 increased scalability and performance

Windows Server 2012 has increased scalability and performance over Windows Server 2008 R2. Following are the Windows Server 2012 maximum system resource numbers:

- Host
 - 320 logical processors on hardware
 - 4 TB physical memory
 - 2,040 virtual processors per host

- Virtual machine
 - 64 virtual processors per VM
 - 1 TB memory per virtual machine
 - 1,024 active virtual machines
- Cluster
 - 64 nodes
 - 4,000 virtual machines

Windows Server 2012 business value features

Server manager:

Simplified, single-UI management of multiple servers.

The expanded capabilities of Server Manager in Windows Server 2012 can help facilitate multiserver tasks such as remote role and feature deployment to both physical and virtual servers and custom server group creation.

IT professionals can provision servers and offline virtual hard disks from their desktops without requiring physical access to the system or Remote Desktop Protocol connections to each server. Administrators can manage groups of servers collectively from within a single, integrated console, which enables them to respond to business-critical problems with greater speed and agility.

Capabilities provided by the new Server Manager include:

- Multiserver experience
- Efficient deployment of workloads to remote servers and offline virtual hard disks
- Installing roles and features on a remote server/offline virtual hard disk
- Streamlined server configuration and deployment
- Batch deployment
- Integration with other management tools

Storage spaces:

New virtualized storage by turning commodity hardware into virtual storage.

Storage Spaces is a storage virtualization technology which succeeds Logical Disk Manager and allows the organization of physical disks into logical volumes similar to Logical Volume Manager (Linux[™]), RAID1 or RAID5, but on a higher level.

A storage space will behave like a physical disk to the user, with thin provisioning of available disk space. The spaces are organized within a storage pool (a collection of physical disks), which can span multiple disks of different sizes and different interfaces (USB, SATA, SAS). The process of adding new disks or replacing failed or older disks is fully automatic, but can be controlled with PowerShell commands. The same storage pool can host multiple storage spaces. Storage spaces have built-in resiliency from disk failures, which is achieved by either mirroring or striping with parity across the physical disks. Each storage pool on the ReFS filesystem is limited to 4 PB (4096 TB), but there are no limits on the total number of storage pools or the number of storage spaces within a pool.

- Storage Spaces technology automatically restores data redundancy if a disk fails.
- Ability to thin-provision storage.
- You can use PowerShell to manage storage spaces.

Storage live migration:

More VHDs with minimal downtime risk and cost.

Hyper-V live migration moves running virtual machines from one physical server to another with no impact on virtual machine availability to users. By pre-copying the memory of the migrating virtual machine to the destination server, live migration minimizes the transfer time of the virtual machine. A live migration is deterministic, which means that the administrator, or script, that initiates the live migration determines which computer is used as the destination for the live migration. The guest operating system of the migrating virtual machine is not aware that the migration is happening, so no special configuration for the guest operating system is needed.

Expanded device support:

More choice across a variety of devices.

Access to a centralized desktop is enabled from the following types of devices: PCs, laptops, mobile tablets, (RemoteFX-based), and thin clients (support for additional client devices is provided by Microsoft partners like Citrix).

Simplified DirectAccess:

Easy deployment and use of remote access capabilities.

DirectAccess allows remote users to securely access enterprise shares, websites, and applications without connecting to a virtual private network (VPN). DirectAccess establishes bi-directional connectivity with a user's enterprise network every time a user's DirectAccess-enabled portable computer connects to the Internet, even before the user logs on. Users never have to think about connecting to the enterprise network and IT administrators can manage remote computers outside the office, even when the computers are not connected to the VPN.

Load Balance Failover (LBFO):

Higher throughput and reliability through failover.

BranchCache:

Simplified deployment and performance.

BranchCache simplifies the deployment by removing the need for having a certificate on the hosted cache. It improves performance by reducing the average block size of the cache, and allows the administrator to configure a set of servers to work together to act like a single hosted cache. In addition, BranchCache can be managed and configured using known tools like WMI and PowerShell; this allows third-party management solutions to extend the solution using standardized tools.

PowerShell templates:

Simplified, consistent scripting and configuration.

Windows PowerShell 3.0 provides a comprehensive platform to help you manage server roles and automate management tasks. Sessions to remote servers are resilient and can withstand various types of interruptions. In addition, learning Windows PowerShell is now easier than ever through improved cmdlet discovery and simplified, consistent syntax across all cmdlets.

Capabilities provided by Windows PowerShell 3.0 include:

- Robust session connectivity
- Disconnected sessions
- Job scheduling
- New Windows PowerShell ISE features
- Windows PowerShell workflows
- Syntax simplification

- Script sharing
- Windows PowerShell Web Access
- Updatable help
- RunAs capability
- Default parameter values
- New cmdlets

Network virtualization:

Flexibility to place VMs anywhere, whether on-premise or hosted.

Any VM can be placed on any node irrespective of the IP address, and multiple VMs can have their own IP addresses. This makes the transition to hosters' private clouds easier for customers with existing on-premise VMs/physical servers.

Windows NIC teaming:

Improved network availability, performance and load balancing.

Network adapter teaming, also known as LBFO, allows multiple network adapters on a computer to be placed into a team for the following purposes:

- Bandwidth aggregation
- Traffic failover to prevent connectivity loss in the event of a network component failure

De-duplication:

Reduce storage capacity requirements by only storing unique data blocks.

De-duplication is an in-box feature that delivers capacity optimization, scale and performance, reliability, and data integrity at no additional cost.

Product positioning

Distributor and Reseller benefits

- Great pricing: Take advantage of a great price to lower your product acquisition costs and increase margins.
- Convenience and flexibility: Enjoy convenience in ordering and stock flexibility.
- Add-on sales: Sell Software Assurance within 90 days and get more opportunities to sell value-added services.

Client benefits

- Price advantage: Buying the System x , BladeCenter , and PureFlex System server and Windows operating system together with the ROK offers your customers better pricing than buying them separately.
- Convenient deployment: Ordering the ROK through a System x , BladeCenter , and PureFlex System server Reseller is the fastest and easiest way for your customers to deploy server software.
- Easy ordering: Ordering Microsoft Windows Server 2012 ROK together with the System x , BladeCenter , and PureFlex System server offers your customers simple, one-stop shopping convenience.

Windows Server 2012: benefits of upgrading

Windows Server 2012 benefits that impact the day-to-day IT operations of a company and the benefits of upgrading:

- Simplified management: By upgrading to Windows Server 2012 your customers will experience an integrated, highly available, and easy to manage multi-server platform with breakthrough efficiency and ubiquitous automation.

- Affordable storage: Reduce storage costs by using SMB-based file storage instead of SAN storage. For pooled virtual machine deployment, storage requirements can be lowered for a set of users by using a combination of SMB and local DAS.
- Continuous availability: Cost-effective, highest IT service uptime is designed to protect against a wide range of failure scenarios and help both prevent downtime and speed recovery when needed.

Windows Server 2012: Advantages of virtualizing of infrastructure

- Manage multiple servers across cloud and on-premise: Windows Server 2012 is a scalable and elastic server platform that gives you the flexibility to build and deploy applications and websites on your own servers, in the cloud and in a hybrid environment using a consistent set of tools and frameworks.
- Affordable storage for VMs: Cost efficiency is provided by leveraging commodity storage, networking and server infrastructure, as well as increased power efficiency for superior acquisition and operating economics of the platform.
- Access almost anywhere, any device: Seamless, on-demand access to a virtualized work environment from virtually anywhere, including branch locations and public connectivity services, all while maintaining enhanced data security and compliance.

Product number

Software options:

Part number	Description
00Y6266	windows Server Standard 2012 (2CPU) - English ROK
00Y6268	windows Server Standard 2012 (2CPU) - French ROK
00Y6269	windows Server Standard 2012 (2CPU) - German ROK
00Y6270	windows Server Standard 2012 (2CPU) - Italian ROK
00Y6272	windows Server Standard 2012 (2CPU) - Spanish ROK
00Y6274	windows Server Standard 2012 (2CPU) - Russian ROK
00Y6275	windows Server Standard 2012 (2CPU) - Czech ROK
00Y6276	windows Server Standard 2012 (2CPU) - Polish ROK
00Y6277	windows Server Standard 2012 (2CPU) - Turkish ROK
00Y6278	windows Server Standard 2012 (2CPU) - Swedish ROK
00Y6285	windows Server Datacenter 2012 (2CPU) - English ROK
00Y6287	windows Server Datacenter 2012 (2CPU) - French ROK
00Y6288	windows Server Datacenter 2012 (2CPU) - German ROK
00Y6289	windows Server Datacenter 2012 (2CPU) - Italian ROK
00Y6291	windows Server Datacenter 2012 (2CPU) - Spanish ROK
00Y6293	windows Server Datacenter 2012 (2CPU) - Russian ROK
00Y6294	windows Server Datacenter 2012 (2CPU) - Czech ROK
00Y6295	windows Server Datacenter 2012 (2CPU) - Polish ROK
00Y6296	windows Server Datacenter 2012 (2CPU) - Turkish ROK
00Y6297	windows Server Datacenter 2012 (2CPU) - Swedish ROK
00Y6247	windows Server Foundation 2012 (1CPU) - English ROK
00Y6249	windows Server Foundation 2012 (1CPU) - French ROK
00Y6250	windows Server Foundation 2012 (1CPU) - German ROK
00Y6251	windows Server Foundation 2012 (1CPU) - Italian ROK
00Y6253	windows Server Foundation 2012 (1CPU) - Spanish ROK
00Y6255	windows Server Foundation 2012 (1CPU) - Russian ROK
00Y6256	windows Server Foundation 2012 (1CPU) - Czech ROK
00Y6257	windows Server Foundation 2012 (1CPU) - Polish ROK
00Y6258	windows Server Foundation 2012 (1CPU) - Turkish ROK
00Y6259	windows Server Foundation 2012 (1CPU) - Swedish ROK
00Y6304	win Stg Srv 2012 Standard (2CPU) - English ROK
00Y6306	win Stg Srv 2012 Standard (2CPU) - French ROK
00Y6307	win Stg Srv 2012 Standard (2CPU) - German ROK
00Y6308	win Stg Srv 2012 Standard (2CPU) - Italian ROK
00Y6310	win Stg Srv 2012 Standard (2CPU) - Spanish ROK
00Y6312	win Stg Srv 2012 Standard (2CPU) - Russian ROK
00Y6313	win Stg Srv 2012 Standard (2CPU) - Czech ROK
00Y6314	win Stg Srv 2012 Standard (2CPU) - Polish ROK
00Y6315	win Stg Srv 2012 Standard (2CPU) - Turkish ROK
00Y6316	win Stg Srv 2012 Standard (2CPU) - Swedish ROK
00Y6323	windows Srv Standard 2012 2CPU/2VM Additional License ROK

-Multilang
00Y6327 windows Srv Datacenter 2012 2CPU Additional License ROK
-Multilang
00Y6331 Win Stg Srv 2012 Std 2CPU Additional License ROK -Multilang
00Y6345 windows Server CAL 2012 (1 User) - Multilanguage
00Y6346 windows Server CAL 2012 (5 User) - Multilanguage
00Y6347 windows Server CAL 2012 (10 User) - Multilanguage
00Y6348 windows Server CAL 2012 (50 User) - Multilanguage
00Y6349 windows Server CAL 2012 (1 Device) - Multilanguage
00Y6350 windows Server CAL 2012 (5 Device) - Multilanguage
00Y6351 windows Server CAL 2012 (10 Device) - Multilanguage
00Y6352 windows Server CAL 2012 (50 Device) - Multilanguage
00Y6353 windows Remote Desktop Services CAL 2012 (1 User)
- Multilanguage
00Y6354 windows Remote Desktop Services CAL 2012 (5 User)
- Multilanguage
00Y6355 windows Remote Desktop Services CAL 2012 (1 Device)
- Multilanguage
00Y6356 windows Remote Desktop Services CAL 2012 (5 Device)
- Multilanguage

Pseudo options:

Part number	Description
00Y6375	windows Server Standard 2012 (2CPU) - English (factory installed)
00Y6393	windows Server Datacenter 2012 (2CPU) - English (factory installed)
00Y6357	windows Server Foundation 2012 (1CPU) - English (factory installed)
00Y6411	windows Storage Srv 2012 Std (2CPU) - English (factory installed)
00Y6378	windows Server Standard 2012 (2CPU) - English (not preinstalled)
00Y6396	windows Server Datacenter 2012 (2CPU) - English (not preinstalled)
00Y6360	windows Server Foundation 2012 (1CPU) - English (not preinstalled)
00Y6414	windows Storage Srv 2012 Std (2CPU) - English (not preinstalled)
00Y6429	windows Server Standard 2012 2CPU/2VM Additional License - Multilang
00Y6430	windows Server Datacenter 2012 2CPU Additional License - Multilang
00Y6431	windows Storage Srv 2012 Std 2CPU Additional License - Multilang

Part number	Description
00Y6379	windows Server Standard 2012 (2CPU) - French (not preinstalled)
00Y6380	windows Server Standard 2012 (2CPU) - German (not preinstalled)
00Y6381	windows Server Standard 2012 (2CPU) - Italian (not preinstalled)
00Y6382	windows Server Standard 2012 (2CPU) - Spanish (not preinstalled)
00Y6384	windows Server Standard 2012 (2CPU) - Russian (not preinstalled)
00Y6385	windows Server Standard 2012 (2CPU) - Czech (not preinstalled)
00Y6386	windows Server Standard 2012 (2CPU) - Polish (not preinstalled)
00Y6387	windows Server Standard 2012 (2CPU) - Turkish (not preinstalled)
00Y6388	windows Server Standard 2012 (2CPU) - Swedish (not preinstalled)
00Y6397	windows Server Datacenter 2012 (2CPU) - French (not preinstalled)
00Y6398	windows Server Datacenter 2012 (2CPU) - German

(not preinstalled)
 00Y6399 windows Server Datacenter 2012 (2CPU) - Italian
 (not preinstalled)
 00Y6400 windows Server Datacenter 2012 (2CPU) - Spanish
 (not preinstalled)
 00Y6402 windows Server Datacenter 2012 (2CPU) - Russian
 (not preinstalled)
 00Y6403 windows Server Datacenter 2012 (2CPU) - Czech
 (not preinstalled)
 00Y6404 windows Server Datacenter 2012 (2CPU) - Polish
 (not preinstalled)
 00Y6405 windows Server Datacenter 2012 (2CPU) - Turkish
 (not preinstalled)
 00Y6406 windows Server Datacenter 2012 (2CPU) - Swedish
 (not preinstalled)
 00Y6361 windows Server Foundation 2012 (1CPU) - French
 (not preinstalled)
 00Y6362 windows Server Foundation 2012 (1CPU) - German
 (not preinstalled)
 00Y6363 windows Server Foundation 2012 (1CPU) - Italian
 (not preinstalled)
 00Y6364 windows Server Foundation 2012 (1CPU) - Spanish
 (not preinstalled)
 00Y6366 windows Server Foundation 2012 (1CPU) - Russian
 (not preinstalled)
 00Y6367 windows Server Foundation 2012 (1CPU) - Czech
 (not preinstalled)
 00Y6368 windows Server Foundation 2012 (1CPU) - Polish
 (not preinstalled)
 00Y6369 windows Server Foundation 2012 (1CPU) - Turkish
 (not preinstalled)
 00Y6370 windows Server Foundation 2012 (1CPU) - Swedish
 (not preinstalled)
 00Y6415 windows Storage Srv 2012 Std (2CPU) - French
 (not preinstalled)
 00Y6416 windows Storage Srv 2012 Std (2CPU) - German
 (not preinstalled)
 00Y6417 windows Storage Srv 2012 Std (2CPU) - Italian
 (not preinstalled)
 00Y6418 windows Storage Srv 2012 Std (2CPU) - Spanish
 (not preinstalled)
 00Y6420 windows Storage Srv 2012 Std (2CPU) - Russian
 (not preinstalled)
 00Y6421 windows Storage Srv 2012 Std (2CPU) - Czech
 (not preinstalled)
 00Y6422 windows Storage Srv 2012 Std (2CPU) - Polish
 (not preinstalled)
 00Y6423 windows Storage Srv 2012 Std (2CPU) - Turkish
 (not preinstalled)
 00Y6424 windows Storage Srv 2012 Std (2CPU) - Swedish
 (not preinstalled)

Note: Pseudo options are for IBM Internal Use Only and cannot be ordered.

Publications

No publications or CD-ROMs are shipped with this product.

Services

Global Technology Services

IBM services include business consulting, outsourcing, hosting services, applications, and other technology management.

These services help you learn about, plan, install, manage, or optimize your IT infrastructure to be an on-demand business. They can help you integrate your high-speed networks, storage systems, application servers, wireless protocols, and an

array of platforms, middleware, and communications software for IBM and many non-IBM offerings. IBM is your one-stop shop for IT support needs.

For details on available services, contact your IBM representative or visit

<http://www.ibm.com/services/>

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<http://www.ibm.com/services/continuity>

For details on education offerings related to specific products, visit

<http://www.ibm.com/services/learning/index.html>

Select your country, and then select the product as the category.

Technical information

Specified operating environment

Hardware requirements

Supported eServer™ xSeries®, System x, BladeCenter, or PureFlex System servers.

For the most up-to-date information regarding compatibility, visit

<http://www-03.ibm.com/servers/eserver/serverproven/compat/us/>

Compatibility

For detailed information about IBM and non-IBM devices, adapters, software, and network operating systems supported with System x servers, visit

<http://www-03.ibm.com/servers/eserver/serverproven/compat/us/>

Contact your IBM representative or IBM Business Partner, or refer to the IBM *Sales Manual* for information on the compatibility of hardware and software for System x servers. The *Sales Manual* is updated periodically as new features and options are announced that support these servers.

Limitations

Orders for these licensed programs require the purchase of a qualified IBM hardware offering.

Planning information

Cable orders

Not applicable

Supplies

None

Security, auditability, and control

The customer is responsible for evaluation, selection, and implementation of security features, administrative procedures, and appropriate controls in application systems and communications facilities.

Global Technology Services

Contact your IBM representative for the list of selected services available in your country, either as standard or customized offerings, for the efficient installation, implementation, and/or integration of this product.

Terms and conditions

Licensed Programs: Yes*

(*) Non-IBM programs are available from IBM as distributed by the program supplier. IBM makes no representations or warranties regarding third-party products or services. Some software may differ from its retail version (if available) and may not include user manuals or all program functionality. Software license agreements may apply.

Remarketer terms and conditions

The announced products are available under the terms and conditions of the IBM Business Partner Agreement. These terms and conditions apply to IBM Business Partners who are approved for returns and price protection.

Returns policy: The announced products are not eligible for returns.

Price protection: The announced products are eligible for price protection.

For IBM features and options, IBM will pay price protection credits based on the lesser of:

- 45 days of net purchases (ships minus returns) from IBM (per IBM invoice dates) from the effective date of the price action, or
- Calculated net on-hand inventory the day prior to the effective date of the price action.

Remarketer reporting

In order to qualify for IBM price protection, Business Partners must accurately report their Sales and Inventory positions via EDI weekly (every 7 days). Price protection credits will be processed within 30 calendar days of the price decrease announcement date by IBM .

IBM will calculate applicable net (LIST) price protection credits for those Business Partners who receive price protection. The applicable price protection credits will be based on calculating a new discounted price off the new net (LIST) price based on the Business Partners appropriate discount. The new (LIST) discounted price will be subtracted from the old (LIST) discounted price. This new difference will be multiplied times the number of units calculated by IBM that receive price protection credits.

IBM Business Partners requiring additional information about EDI reporting capability may contact the IBM Electronic Commerce Team (1-800-426-7272, option #8, then option #2) . Business Partners are responsible for the accuracy of their reported sales and inventory positions.

Terms and conditions for Express Seller products

The designated products are available only as part of the IBM Express® Seller program. For full details of the terms and conditions, refer to the Express Seller Program Terms and Conditions applicable to a specific Business Partner.

Note: Copies of the Express Seller Program Terms and Conditions are available locally.

In summary:

- Orders for Express Seller products must be placed on an order specifically identified as 'Express Seller' and should not contain any other (non-Express Seller) product.
- Orders may be placed only for currently eligible Express Seller products.
- IBM will undertake to deliver products purchased under the terms of the Express Seller program within a specified number of days. For full details of the delivery terms for your country, refer to the Express Seller Program Terms and Conditions.
- Products purchased under this program are eligible for 15 days' price protection from the date of shipment. For full details, refer to the program terms and conditions.
- There is no accommodation for the return to IBM of any products ordered under the terms of this program.
- Products purchased under the terms of this offering are not available to be sold as part of a Special Bid.

Pricing

For all local charges, contact your IBM representative

Announcement countries

All European, Middle Eastern, and African countries.

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