

Appendix C Pricing Index
International Business Machines Corporation
DIR-SDD-2108

Products	Machine Type	Customer Discount % off MSRP	Volume Discount % off MSRP	Comment
Server				
IBM POWER Systems Family of Servers				
<u>small POWER7 systems</u>		\$ 0 - 100k	> \$100k	> \$100k MSRP for single transaction of small Power7 systems
710, 720, 730	8202, 8231	15%	16%	
<u>mid POWER7 systems</u>		\$ 0 - 250k	> \$250k	> \$250k MSRP for single transaction of mid Power7 systems
740, 750, 755	8205, 8233, 8236	15%	16%	
<u>large POWER7 systems</u>		\$ 0 - 750k	> \$750k	> \$750k MSRP for single transaction of large Power7 systems
770, 780, 795	9117, 9179, 9119	32%	33%	
		\$ 0 - 100k	> \$100k	> \$100k MSRP for single transaction of Power7 Blade systems
IBM POWER7 blades		26%	N/A	
PS700, PS701, PS702, PS703, PS704	8406, 7891	\$ 0 - 100k	> \$100k	
IBM Power Blade and Bladecenter Options		10%	11%	> \$100k MSRP for single transaction of Power7 Blade systems
		\$ 0 - 250k	> \$250k	
IBM PureSystem (POWER)				
p260/p460, p24L	1457, 7895, 7955	18%	19%	> \$250k MSRP for single transaction of PureSystem with Power7 nodes

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Rack, Chassis, FLEX System Mgr, Power node options	7953, 7893, 7955	18%	19%	> \$250k MSRP for single transaction of PureSystem with Power7 nodes
IBM POWER Systems software licensing		\$ 0 - 100k	> \$100k	
AIX v7, PowerVM, PowerHA, GPFS	5765, 5771, 5773	26%	26%	NO volume discount
AIX v6 , RedHat & Suse Linux - current versions	5765, 5639	15%	15%	NO volume discount
Fortran, C, C++ for AIX and Linux	5648, 5724	20%	20%	NO volume discount
System i	5761	18%	18%	NO volume discount
IBM System X Systems Family of Servers				
		\$ 0 - 50k		
IBM System x Tower & Rack Optimized Servers (eg. x3200, x3400, x3500, x3250 M2, x3350, x3550, x3650, etc)		24.5%		
IBM System x Tower & Rack-Optimized Server Options (Processors, Memory, Hard Drives, network cards,...etc)		24.5%		
IBM System x Enterprise Servers (eg. x3850 M2, x3950 M2)		24.5%		
IBM System x Enterprise Rack Servers & BladeCenter Options (Processors, Memory, Hard Drives, network cards, switches,etc)		24.5%		
IBM BladeCenter Chassis and Blade Servers (eg. Chassis : BC-S, BC-E, BC-H) (eg. Blades : HS21, HS21 XM, HS12, LS22, LS42, etc)		24.5%		
IBM BladeCenter Options (Processors, Memory, Hard Drives, network cards, switches,etc)		24.5%		

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IBM System Z Systems Family of Servers				
*Indicates that there is no list price for these products, as each is subject to special bid pricing Available from the IBM Client Rep, and therefore Section 4C of the Contract is inapplicable to these Products.				
IBM System z Family of Servers				
zEC12 Enterprise Class Server	2827	Contact IBM Client Rep		
Z196 Enterprise Class Server	2817	Contact IBM Client Rep		
Z114 Enterprise Class Server	2818	Contact IBM Client Rep		
* Contact IBM Client Rep				
Description	Product Number	Customer Discount % off MSRP		
System p Detail				
REAR DOOR HEAT EXCHANGER	1164	18.00%		
BNT RackSwitch	1455	26.00%		
FLEX SYSTEM P24L COMPUTE	1457	18.00%		
LAB SERVICES ONE DAY SYS	6911	0.00%		
RS/6000 Rack Model S00	7014	26.00%		
RS/6000 Enterprise Server	7017	26.00%		
RISC System/6000 Server	7024	26.00%		
Server	7025	26.00%		
RS/6000	7026	26.00%		
TotalStorage EXP24 U320 SCSI	7031	15.00%		
16-port EIA-322 LAN Attached Remote Async Node	7036	10.00%		
System p5 185 Server	7037	10.00%		
pSeries 655	7039	26.00%		
e-Server pSeries	7040	32.00%		
Hardware Management Console	7042	15.00%		
High Performance Switch	7045	26.00%		
IBM Intellistation Power 185	7047	10.00%		
Topspin Server Switch	7048	10.00%		
Expansion Rack	7202	26.00%		
External 4mm Tape Drive	7206	26.00%		
1/4" Cartridge Tape Drive	7207	26.00%		
High Density I/O Drawer	7311	15.00%		
PC-X I/O Drawer	7314	10.00%		
Hardware Management Console (HMC)	7315	15.00%		
Flat Panel Console Kit	7316	26.00%		

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BladeCenter JS23/JS43	7778	10.00%	
Blade Center Chassis	7779	5.00%	
IBM Bladecenter HS22	7809	10.00%	
FLEX SYSTEM x240 COMPUTE NODE	7863	18.00%	
BladeCenter PS703/PS704	7891	10.00%	
IBM FLEX SYSTEM CHASSIS	7893	18.00%	
FLEX SYSTEM p260/p460 COMPUTE NODE	7895	18.00%	
PUREFLEX SYSTEM 42U RACK	7953	18.00%	
IBM FLEX SYSTEM MANAGER	7955	18.00%	
IBM Bladecenter	7988	10.00%	
eServer p5	7989	10.00%	
BladeCenter JS22	7998	10.00%	
Power 720	8202	15.00%	
Power Server p6 520	8203	10.00%	
Power Server p6 550	8204	15.00%	
Power 740	8205	15.00%	
Power 710/730	8231	15.00%	
IBM Power 750	8233	15.00%	
Power Server p6 560	8234	15.00%	
IBM Power 755	8236	15.00%	
BladeCenter PS700/PS701/PS702	8406	10.00%	
eServer p5	9110	10.00%	
eServer p5 520 Deskside and Rackmount Server	9111	10.00%	
eServer p5 550 Deskside and Rackmount Server	9113	10.00%	
IntelliStation POWER 9114 Workstation	9114	10.00%	
System p5 505 Entry Server	9115	5.00%	
System p5 560 Server	9116	10.00%	
Power Server p6 570 (model MMB is Power 770)	9117	32.00%	
eServer p5 575	9118	32.00%	
Power Server p6 595	9119	32.00%	
OpenPower Selected Products	9123	5.00%	
RS/6000 Selected Products	9124	8.00%	
Power6 575	9125	32.00%	
System p5 520	9131	10.00%	
System p5 550 and System p5 550Q	9133	10.00%	
IBM Power 780	9179	32.00%	
IBM POWER SOFTWARE HIPO	5313-HPO	0.00%	
BASE MULTILINGUAL	5639-CAL	15.00%	
JSCRIBE INTELLIGENT SOFTWARE V1.2	5639-JSI	15.00%	
SYSTEM P5 NETWORK E-MAIL SECURITY EXPRESS SOLUTION	5639-NES	15.00%	

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PER SVR 2 SKTS 1G W 1YR PR	5639-OSX	15.00%	
Red Hat Enterprise Linux for POWER	5639-RHL	26.00%	
Red Hat Enterprise Linux 6 for POWER	5639-RHP	15.00%	
SUSE LINUX ENTERPRISE SERVER 10 FOR POWER	5639-S10	26.00%	
5639-S11: SUSE LINUX ENTERPRISE SERVER 11 FOR POWER	5639-S11	15.00%	
1 Year SW Subscription for HMC	5639-SB1	26.00%	
3 Year SW Subscription for HMC	5639-SB3	26.00%	
SUSE Linux Enterprise Server 9 (SLES 9) for POWER	5639-SLP	26.00%	
DATACENTER (5 USER CAL)	5639-W28	15.00%	
XL C Ent Ed for AIX 1 Year Renewal	5648-F11	26.00%	
XL C Ent Ed for AIX 3 Year Registration	5648-F12	26.00%	
XL C Ent Ed for AIX 3 Year Renewal	5648-F13	26.00%	
XL C Ent Ed for AIX 3 Year After License	5648-F14	26.00%	
XL C Ent Ed for AIX 1 Year After License	5648-F15	26.00%	
XL C/C++ Ent Ed for AIX 1 Year After License	5648-F16	26.00%	
XL C/C++ Ent Ed for AIX 1 Year Renewal	5648-F17	26.00%	
XL C/C++ Ent Ed for AIX 3 Year Registration	5648-F18	26.00%	
XL C/C++ Ent Ed for AIX 3 Year Renewal	5648-F19	26.00%	
XL C/C++ Ent Ed for AIX 3 Year After License	5648-F20	26.00%	
XL Fortran Ent Ed for AIX 1 Year After License	5648-F21	26.00%	
XL Fortran Ent Ed for AIX 3 Year After License	5648-F22	26.00%	
XL Fortran Ent Ed for AIX 1 Year Renewal	5648-F23	26.00%	
XL Fortran Ent Ed for AIX 3 Year Registration	5648-F24	26.00%	
XL Fortran Ent Ed for AIX 3 Year Renewal	5648-F25	26.00%	
5648-F40: Fortran for AIX V10.1 3yr Aft.license	5648-F40	20.00%	
5648-F41: Fortran for AIX V10.1 1yr Aft.license	5648-F41	20.00%	
5648-F42: Fortran for AIX V10.1 3yr Renewal	5648-F42	20.00%	

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5648-F43: Fortran for AIX V10.1 3yr Regist	5648-F43	20.00%	
5648-F44: Fortran for AIX V10.1 1yr Reg+Ren	5648-F44	20.00%	
5648-F45: XL C/C++for AIX V10.1 3yr Aft.license	5648-F45	20.00%	
5648-F46: XL C/C++for AIX V10.1 3yr Renewal	5648-F46	20.00%	
XL C/C++ for AIX W 3 Y.RG S&S	5648-F47	26.00%	
5648-F47: XL C/C++for AIX V10.1 3yr Regist	5648-F47	20.00%	
5648-F48: XL C/C for AIX V10.1 3yr Regist	5648-F48	20.00%	
5648-F49: XL C/C++for AIX V10.1 1yr Reg+Ren	5648-F49	20.00%	
5648-F50: XL C for AIX V10.1 3yr Aft.license	5648-F50	20.00%	
5648-F51: XL C for AIX V10.1 1yr Aft.license	5648-F51	20.00%	
5648-F52: XL C for AIX V10.1 3yr Renewal	5648-F52	20.00%	
5648-F53: XL C/C for AIX V10.1 1yr Aft.license	5648-F53	20.00%	
5648-F54: XL C for AIX V10.1 1yr Reg+Ren	5648-F54	20.00%	
5648-F82: PurifyPlus for AIX	5648-F82	20.00%	
5648-S85: SDK for Multicore Acceleration V3.1 1yr Registration and Renewal	5648-S85	20.00%	
5648-S86: SDK for Multicore Acceleration V3.1 1yr After License	5648-S86	20.00%	
CSM FOR AIX 1-YEAR SWMA REG/REN	5660-CSA	26.00%	
CSM FOR LINUX 1-YEAR SWMA REG/REN	5660-CSL	26.00%	
5660-EEP SW MAINTENANCE REGIST/RENEWAL 1 YEAR	5660-EEP	26.00%	
5660-EMP: SW MAINT REG/REN 1YR	5660-EMP	15.00%	
5660-EXP: SW MAIN REG/RENEW 1 Y	5660-EXP	26.00%	
SW MAINT REGISTRATION/REN 1YR	5660-FMS	0.00%	
SW MAINT REGISTRATION/REN 1YR	5660-FMX	0.00%	
5660-G82: SW MAIN REG/REN 1YR	5660-G82	26.00%	
GPFS FOR AIX 5L 1-YEAR MAINT.	5660-GPF	26.00%	
5660-H23 SW MAIN REG/REN 1YR	5660-H23	26.00%	

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5600-H24 SW MAIN REG/REN 1YR	5660-H24	26.00%	
High Availability Cluster Multi-Processing for Linux, Version 5.4.0	5660-HMM	26.00%	
HACMP Maintenance No-Charge 1-year Registration	5660-HMP	26.00%	
SW Maintenance Registration/Renewal 1 Year	5660-IMP	15.00%	
SWMA 1 YEAR REGISTRATION/RENEWAL	5660-JSI	15.00%	
DB2 Workgroup Server 1 Year SWMA Registration	5660-K01	26.00%	
1 Yr SWMA Registration	5660-LLV	26.00%	
SWMA REGISTRATION 1 YEAR	5660-MCH	26.00%	
SWMA REGISTRATION 1 YEAR	5660-MCV	26.00%	
SW Maintenance Registration/Renewal 1 Year	5660-PE3	15.00%	
PE Developer Edition 1-Year SWMA Registration and renewal	5660-PED	26.00%	
Parallel Environment for Linux on POWER 1-Year Maintenance	5660-PEP	26.00%	
PE Runtime Edition 1 Year SWMA Registration	5660-PER	26.00%	
Parallel ESSL 1 Year SWMA Registration	5660-PES	26.00%	
BRANCH OFFICE EXPEDITE	5660-PSE	26.00%	
BRANCH OFFICE EXPEDITE	5660-SCP	15.00%	
5660-SEP: SW MAIN REG/RENEW 1 Y	5660-SEP	26.00%	
5660-UAM: ITUAM SWMA FOR 1 YEAR REGISTRATION/RENEWAL	5660-UAM	26.00%	
5660-UAV: UAV V7 SWMA 1yr Registration/Renewal	5660-UAV	26.00%	
MAIN NC 1Y REG	5660-XA3	26.00%	
5661-CSA: CSM FOR AIX 1-YEAR SWMA AFTER-LICENSE	5661-CSA	26.00%	
5661-CSL: CSM FOR LINUX 1-YEAR SWMA AFTER-LICENSE	5661-CSL	26.00%	
5661-EEP SW MAINTENANCE AFTER LICENSE 1 YEAR	5661-EEP	26.00%	
5661-EMP: SW MAIN AFTER LICENSE 1YR	5661-EMP	15.00%	
5661-EXP SW MAINTENANCE AFTER LICENSE 1 YEAR	5661-EXP	26.00%	
FSM ADV SWMA 1 YR ALC	5661-FMS	15.00%	
FSM SWMA 1 YR ALC	5661-FMX	15.00%	
5661-G82: SW MAIN REG/REN 1YR	5661-G82	26.00%	
5661-GPF: GPFS FOR AIX 5L 1-YEAR MAINT. AFTER-LICENSE	5661-GPF	26.00%	

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5661-H23: SW MAIN REG/REN 1YR	5661-H23	26.00%	
5661-H24: SW MAIN REG/REN 1YR	5661-H24	26.00%	
5661-HMM: High Availability Cluster Multi-Processing for Linux, Version 5.4.0	5661-HMM	26.00%	
HACMP 1-year Software Maintenance After License	5661-HMP	26.00%	
SW Maintenance After License 1 Year	5661-IMP	15.00%	
SWMA 1 YEAR AFTER LICENSE	5661-JSI	15.00%	
SWMA AFTER LICENSE 1 YEAR	5661-MCH	26.00%	
SWMA AFTER LICENSE 1 YEAR	5661-MCV	26.00%	
SW Maintenance After License 1 Year	5661-PE3	15.00%	
PE Developer Edition SWMA After License 1 Year	5661-PED	26.00%	
Parallel Environment for Linux on POWER 1-Ye	5661-PEP	26.00%	
BRANCH OFFICE EXPEDITE	5661-SCP	15.00%	
5661-SEP SW MAINTENANCE AFTER LICENSE 1 YEAR	5661-SEP	26.00%	
5661-UAM: ITUAM SWMA FOR 1 YEAR AFTER LICENSE	5661-UAM	26.00%	
UAV V7 SWMA 1yr ALC	5661-UAV	26.00%	
MAIN 1Y AFL	5661-XA3	26.00%	
CSM FOR AIX 3-YEAR SWMA REGISTRATION	5662-CSA	26.00%	
CSM FOR LINUX 3-YEAR SWMA REGISTRATION	5662-CSL	26.00%	
5662-EEP SW MAINTENANCE REGISTRATION 3 YEAR	5662-EEP	26.00%	
5662-EMP: SW MAINT REGISTRATION 3YR	5662-EMP	15.00%	
5662-EXP SW MAINTENANCE REGISTRATION 3 YEAR	5662-EXP	26.00%	
FSM ADV SWMA 3Y REGISTRATION	5662-FMS	15.00%	
FSM SWMA 3 YR REGISTRATION	5662-FMX	15.00%	
5662-G82: SW MAIN REG 3Y	5662-G82	26.00%	
GPFS FOR AIX 5L 3-YEAR MAINT.	5662-GPF	26.00%	
5662-H23: SW MAIN REG 3Y	5662-H23	26.00%	
5662-H24: SW MAIN REG 3Y	5662-H24	26.00%	
High Availability Cluster Multi-Processing for Linux, Version 5.4.0	5662-HMM	26.00%	
POWERHA 3 Yr Maint Reg	5662-HMP	26.00%	
SW Maintenance Registration 3 Year	5662-IMP	15.00%	
SWMA 3 YEAR REGISTRATION	5662-JSI	15.00%	
DB2 Workgroup Server 3 Year SWMA Registration	5662-K01	26.00%	
3 Yr SWMA Registration	5662-LLV	26.00%	

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SWMA 3 YEAR REGISTRATION	5662-MCH	26.00%	
SWMA 3 YEAR REGISTRATION	5662-MCV	26.00%	
SW Maintenance Registration 3 Year	5662-PE3	15.00%	
PE Developer Edition SWMA Registration 3 Year	5662-PED	26.00%	
Parallel Environment for Linux on POWER 3-Year Maintenance	5662-PEP	26.00%	
PE Runtime Edition 1 Year SWMA Registration	5662-PER	26.00%	
Parallel ESSL 1 Year SWMA Registration	5662-PES	26.00%	
BRANCH OFFICE EXPEDITE	5662-PSE	26.00%	
BRANCH OFFICE EXPEDITE	5662-SCP	15.00%	
System Director SWMA 3 Yr	5662-SEP	26.00%	
ITUAM SWMA for 3 year Registration (2 year uplift)	5662-UAM	26.00%	
UAV V7 SWMA 3yr Registration	5662-UAV	26.00%	
MAIN 3Y REG	5662-XA3	26.00%	
5663-HMP: HACMP Maintenance 3-year 24 x 7 support	5663-HMP	26.00%	
5663-JSI: SWMA 3 YEAR RENEWAL	5663-JSI	15.00%	
5663-UAM: ITUAM SWMA FOR 3 YEAR RENEWAL	5663-UAM	26.00%	
MAIN 3Y RENEWAL	5663-XA3	26.00%	
5664-CSA: CSM FOR AIX 3-YEAR SWMA AFTER-LICENSE	5664-CSA	26.00%	
5664-CSL: CSM FOR LINUX 3-YEAR SWMA AFTER-LICENSE	5664-CSL	26.00%	
5664-EEP SW MAINTENANCE AFTER LICENSE 3 YEAR	5664-EEP	26.00%	
5664-EMP: SW MAINT AFTER LICENSE 3YR	5664-EMP	15.00%	
5664-EXP SW MAINTENANCE AFTER LICENSE 3 YEAR	5664-EXP	26.00%	
5664-G82: SW MAIN AF LI 3Y	5664-G82	26.00%	
5664-GPF: GPFS FOR AIX 5L 3-YEAR MAINT. AFTER-LICENSE 24 X 7	5664-GPF	26.00%	
5664-H23: SW MAIN AF LI 3Y	5664-H23	26.00%	
5664-H24: SW MAIN AF LI 3Y	5664-H24	26.00%	
High Availability Cluster Multi-Processing for Linux, Version 5.4.0	5664-HMM	26.00%	
HACMP 3-year Software Maintenance After License	5664-HMP	26.00%	
SW Maintenance After License 3 Year	5664-IMP	15.00%	
SWMA AFTER LICENSE 3 YEAR	5664-MCH	26.00%	
SWMA AFTER LICENSE 3 YEAR	5664-MCV	26.00%	
SW Maintenance After License 3 Year	5664-PE3	15.00%	

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PE Developer Edition SWMA After License 3 Year	5664-PED	26.00%	
Parallel Environment for Linux on POWER 3-Year Maintenance After-license 24 x 7	5664-PEP	26.00%	
5664-SEP SW MAINTENANCE AFTER LICENSE 3 YEAR	5664-SEP	26.00%	
5664-UAM: ITUAM SWMA FOR 3 YEAR AFTER LICENSE	5664-UAM	26.00%	
UAV V7 SWMA 3yr ALC	5664-UAV	26.00%	
MAIN 3Y AFL	5664-XA3	26.00%	
P SERIES SPO	5692-A5L	0.00%	
System Software	5692-A6P	0.00%	
SPO FOR LINUX ON POWER	5692-LOP	0.00%	
5724-033: Tivioli Usage and Accounting Manager	5724-033	26.00%	
XL Fortran Enterprise Edition V9 for AIX	5724-I08	26.00%	
XL C Ent Ed V7.0 for AIX	5724-I10	26.00%	
XL C/C++ Ent Ed V7.0 for AIX	5724-I11	26.00%	
XL Fortran Advanced Edition V9 for Linux	5724-K76	26.00%	
XL C/C++ Advanced Edition V7 for Linux	5724-K77	26.00%	
XL C Enterprise Edition V8.0 for AIX	5724-M11	26.00%	
XL C/C++ Enterprise Edition V8.0 for AIX	5724-M12	26.00%	
XL Fortran Enterprise Edition V10.1 for AIX	5724-M13	26.00%	
XL C/C++ADVANCED EDITION V8.0 FOR LINUX	5724-M16	26.00%	
XL Fortran Advanced Edition V10.1 for Linux	5724-M17	26.00%	
XL C Ent Ed for AIX V9.0	5724-S70	26.00%	
XL C/C++ Ent Ed for AIX V9.0	5724-S71	26.00%	
XL Fortran Ent Ed for AIX V11.1	5724-S72	26.00%	
XL C/C++Advanced Edition for Linux V9	5724-S73	26.00%	
XL Fortran Adv Ed for Linux V11	5724-S74	26.00%	
5724-X12: XL C for AIX, V11.1	5724-X12	20.00%	
5724-X13: XL C/C++ for AIX, V11.1	5724-X13	20.00%	
5724-X14: XL C/C++ for Linux	5724-X14	20.00%	
5724-X15:	5724-X15	20.00%	
5724-X16: XL Fortran for Linux	5724-X16	20.00%	
5724-Z87: COBOL for AIX	5724-Z87	20.00%	
XL C/C++ Advanced Edition for Linux 1yr SWM Registration/Renewal	5733-A96	26.00%	

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XL C/C++ Advanced Edition for Linux 3yr SWM Renewal	5733-A97	26.00%	
XL C/C++ Advanced Edition for Linux 3yr SWM Registration	5733-A98	26.00%	
XL Fortran Advanced Edition for Linux 1yr SWM Renewal	5733-A99	26.00%	
XL C/C++ Advanced Edition for Linux 3yr SWM After License	5733-D01	26.00%	
XL C/C++ Advanced Edition for Linux 1yr SWM After License	5733-D02	26.00%	
XL Fortran Advanced Edition for Linux 3yr SWM Registration	5733-D03	26.00%	
XL Fortran Advanced Edition for Linux 3yr SWM Renewal	5733-D04	26.00%	
XL Fortran Advanced Edition for Linux 1yr SWM After License	5733-D05	26.00%	
XL Fortran Advanced Edition for Linux 3yr SWM After License	5733-D06	26.00%	
XL Fortran Enterprise Edition V9 for AIX Maintenance 1 Year	5733-M41	26.00%	
XL Fortran Enterprise Edition V9 for AIX Maintenance 3 Year	5733-M42	26.00%	
IBM XL C/C++ Ent Ed, 1 Year Maintenance	5733-M45	26.00%	
IBM XL C/C++ Ent Ed, 3 Year Maintenance	5733-M46	26.00%	
IBM XL C Ent Ed, 1 Year Maintenance	5733-M51	26.00%	
IBM XL C Ent Ed, 3 Year Maintenance	5733-M52	26.00%	
Data Encryption Standard Library Routines V1.1 for AIX	5765-418	26.00%	
IGES Doctor for AIX and UNIX	5765-588	26.00%	
Systems Director AEM for PowerSystems V4.1	5765-AEP	15.00%	
5765-AEZ: AIX ENTERPRISE EDITION 6.1 Management Edition for AIX	5765-AEZ	26.00%	
PowerVM Lx86 for x86 Linux	5765-AVE	26.00%	
Director for pSeries V5.10	5765-DR1	15.00%	
AIX 5L V5.2	5765-E62	15.00%	
Performance AIDE for POWER Version 3.0	5765-E68	26.00%	
IBM LoadLeveler for AIX 5L	5765-E69	26.00%	
Fast Connect for POWER Version 3.1	5765-E72	26.00%	
Performance Toolbox for POWER Version 3.0	5765-E74	26.00%	

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High Avail. Geographic Cluster and Remote Mirroring for AIX	5765-E82	26.00%	
AIXlink/X.25 Version 2	5765-E85	26.00%	
5765-EEP IBM Systems Director Enterprise Edition for Power, V6.1.2	5765-EEP	26.00%	
5765-EMP: IBM SYSDIR VMC SYSTEM POOLS	5765-EMP	15.00%	
BRANCH OFFICE EXPEDITE	5765-EPL	15.00%	
Parallel ESSL for AIX V4	5765-ESX	26.00%	
5765-EXP IBM Systems Director Express Edition for Power, V6.1.2	5765-EXP	26.00%	
VisualAge C++ Professional for AIX, V6.0	5765-F56	26.00%	
HACMP for AIX	5765-F62	26.00%	
Cluster Systems Management For AIX	5765-F67	26.00%	
ESSL for AIX 5L, V4	5765-F82	26.00%	
ESSL Subroutine Library for Linux on pSeries	5765-F84	26.00%	
DO NOT SHIP PUBS OR MEDIA	5765-FMS	15.00%	
DO NOT SHIP PUBS OR MEDIA	5765-FMX	15.00%	
AIX 5L for POWER	5765-G03	15.00%	
CSM for Linux on pSeries	5765-G16	26.00%	
ESSL for Linux on pSeries	5765-G17	26.00%	
Parallel ESSL for Linux on pSeries	5765-G18	26.00%	
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IBM Virtual I/O Server	5765-G34	15.00%	
AIX V6	5765-G62	15.00%	
General Parallel File System for AIX 5L V3	5765-G66	26.00%	
HIGH AVAILABILITY CLUSTER MULTI-PROCESSING	5765-G71	26.00%	
5765-G82: COMP EXPERT EPRESS EDITION	5765-G82	26.00%	
5765-G83: WORKLOAD PARTITIONS MANAGER	5765-G83	26.00%	
5765-G90: AIX EXPRESS EDITION	5765-G90	26.00%	
5765-G97: AIX Express Edition	5765-G97	26.00%	
5765-G98: AIX Standard Edition	5765-G98	26.00%	
5765-G99: AIX Enterprise Edition	5765-G99	26.00%	
5765-H23: POWERHA SYSMIRR STND EDITION	5765-H23	26.00%	
5765-H24: POWER SYSMIR ENTER EDITION	5765-H24	26.00%	
5765-H25: Engineering and Scientific Subroutine Library for AIX	5765-H25	26.00%	

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5765-H38: AIX 5.2 Workload Partitions for AIX 7	5765-H38	26.00%	
5765-H39: PowerHA SystemMirror Standard edition	5765-H39	26.00%	
5765-I2P: IBM Systems Director VMControl Image	5765-I2P	15.00%	
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5765-L40: TIV WORKL SCHED LL AIX	5765-L40	26.00%	
Tivoli Workload Scheduler	5765-L50	26.00%	
5765-L51: ESSL for Linux on POWER	5765-L51	26.00%	
SYS DIRECTOR MANAG CONSOLE	5765-MCH	26.00%	
SYS DIRECTOR MANAG CONSOLE	5765-MCV	26.00%	
IBM PE Developer Edition for AIX	5765-PED	26.00%	
Systems Director Active Energy Manager for POWER	5765-PEP	15.00%	
PE RUNTIME EDITION	5765-PER	26.00%	
BRANCH OFFICE EXPEDITE	5765-PSE	26.00%	
PowerVM Enterprise	5765-PVE	26.00%	
BRANCH OFFICE EXPEDITE	5765-PVL	15.00%	
PowerVM Standard	5765-PVS	26.00%	
PowerVM Express	5765-PVX	26.00%	
BRANCH OFFICE EXPEDITE	5765-SCP	15.00%	
System Director Standard Director	5765-SEP	26.00%	
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Usage and Accounting Manager Virtualization Edition	5765-UAV	26.00%	
BRANCH OFFICE EXPEDITE	5765-VPL	15.00%	
AIX 5.3 WPM FOR AIX 7	5765-WP7	26.00%	
Workload Partitions Manager for AIX	5765-WPM	15.00%	
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1Y SWMA FOR AIX ENTERP EDT	5771-AEZ	26.00%	
SWMA for AIX After-License Fee	5771-ALC	26.00%	
POWERVM STANDARD AFTER LICENSE CHARGE	5771-ALS	26.00%	
Management Edition for AIX Maintenance 1 year	5771-AME	26.00%	
Cluster Systems Management for AIX SW Maintenance 1 year	5771-CSA	26.00%	
CSM for Linux on pSeries 1 yr Maintenance Support	5771-CSL	26.00%	
POWERVM ENTERPRISE AFTER LICENSE CHARGE	5771-EAL	26.00%	

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Fast Connect Version 3 1 Yr SW Maintenance	5771-FCN	26.00%	
HAGEO/GeoRM Version 2 1 Yr SW Maintenance	5771-HGO	26.00%	
Machine Contr. Progr. Remote Support Agreement for 7036-P16,1Yr.	5771-LA1	15.00%	
AIXlink/X.25 Version 2.0 1 Yr SW Maintenance	5771-LNK	26.00%	
Remote Tech Support Svcs OS support for Linux on i&pSeries 1Year	5771-LNX	26.00%	
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Performance Aide Version 3 1 Yr SW Maintenance	5771-PDE	26.00%	
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PowerVM Enterprise 1 Yr SW Maintenance	5771-PVE	26.00%	
PowerVM Standard 1 Yr SW Maintenance	5771-PVS	26.00%	
PowerVM Express 1 Yr SW Maintenance	5771-PVX	26.00%	
Modified SWMA for AIX 5L - 90 Days	5771-SW9	15.00%	
Software Maintenance for AIX - 1 YR	5771-SWM	15.00%	
After License SWMA for Virtual I/O	5771-VAL	15.00%	
SWMA for Virtual I/O, 1 Yr	5771-VIO	15.00%	
AIX 5.3 WPM FOR AIX7 1YR REG	5771-WP7	26.00%	
AIX ENTERPRISE EDITION 3Y SWMA Management Edition for AIX Maintenance 3 year	5773-AEZ	26.00%	
Cluster Systems Management for AIX SW Maintenance 3 year	5773-AME	26.00%	
CSM for Linux on pSeries 3 yr Maintenance Support	5773-CSA	26.00%	
CSM for Linux on pSeries 3 yr Maintenance Support	5773-CSL	26.00%	
BRANCH OFFICE EXPEDITE	5773-EPL	15.00%	
Fast Connect Version 3 3 Yr SW Maint	5773-FCN	26.00%	
GPFS for Linux 3-yr Maintenance Support	5773-GLP	26.00%	
HAGEO/GeoRM Version 2 3 Yr SW Maint	5773-HGO	26.00%	
Machine Contr. Progr. Remote Support Agreement for 7036-P16,3Yr.	5773-LA3	15.00%	
AIXlink/X.25 Version 2.0 3 Yr SW Maint	5773-LNK	26.00%	

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MYSQL ENTERPRISE FOR I5/OS	5639-MYS	18%	
NORTEL SW COM SRV 500-IBM	5639-NTL	8%	
ZEND CORE FOR I5/OS	5639-ZC1	18%	
ZEND STUDIO PROF FOR I5/OS	5639-ZS1	18%	
AFP Font Collection for Workstations as OS/400	5648-B45	18%	
HASM 1 YR SW MAINTENANCE	5660-HAS	18%	
DATM IC 1YR SW MAINT REG/REN	5660-ICL	18%	
DATM IC 1YR SW MAINT REG/REN	5660-ICS	18%	
SECURE PERSP 1YR REG/REN	5660-PS1	18%	
DB2QUERY I 1YR SWMA REG/REN	5660-QU2	18%	
RATI DEV FOR SYS I 1YR REG/REN	5660-RDI	18%	
RDS FOR LINUX 1 YR SWMA REG	5660-RDS	18%	
DIR PREM ED 1YR SWMA REG/REN	5660-SWD	18%	
IBM DIR 1 YR AFT LIC	5661-DIR	18%	
EWLM FOR I5/OS 1YR SWMA AL	5661-EWA	18%	
EWLM SWMA 1 YR AFT LIC	5661-EWM	18%	
HASM 1 YR SW MAINT AFTER LIC	5661-HAS	18%	
DATAM ICL 1YR MAINT A LIC	5661-ICL	18%	
DATAM IC SMB 1YR SW MAINT A L	5661-ICS	18%	
SECURE PERSP 1YR AFTER LIC	5661-PS1	18%	
DB2 QUERY I 1YR SWMA A LIC	5661-QU2	18%	
RA DEV FOR SYS I 1YR AFTER LIC	5661-RDI	18%	
RDS FOR LINUX 1YR SWMA AL	5661-RDS	18%	
DIR PREM ED 1YR SWMA AFT LIC	5661-SWD	18%	
IBM DIR REG 3 YR	5662-DIR	18%	
EWLM FOR I5/OS REG	5662-EWA	18%	
EWLM SWMA 3 YR REG	5662-EWM	18%	
HASM 3YR SW MAINT REGISTRAT	5662-HAS	18%	
DATAM ICL 1YR MAINT A LIC	5661-ICL	18%	
DATAM IC SMB 1YR SW MAINT A L	5661-ICS	18%	
DATAM ICLUS 3YR SW MAINT REG	5662-ICL	18%	
DATAM IC SM 3YR SW MAINT REG	5662-ICS	18%	
SECURE PERSP 3YR REG/REN	5662-PS1	18%	
DB2 QUERY SYS I 3YR SWMA REG	5662-QU2	18%	
RATION DEV. FOR SYS I 3 YR REG	5662-RDI	18%	
RDS FOR LINUX 3 YR SWMA REG	5662-RDS	18%	
DIR PREM ED 3-YR SWMA	5662-SWD	18%	
DATAM ICLU 3YR SW MAINT REN	5663-ICL	18%	
DATAM ICL SMB 3YR SW M REN	5663-ICS	18%	
IBM DIR 3 YR AFT LIC	5664-DIR	18%	
EWLM FOR I5/OS 3YR SWMA AL	5664-EWA	18%	
EWLM SWMA 3 YR AFT LIC	5664-EWM	18%	
HASM 3YR SW MAINT AFTER LIC	5664-HAS	18%	
DATAM ICL 3YR SW MAINT A LIC	5664-ICL	18%	
DATM IC SMB 3YR SW MAINT A L	5664-ICS	18%	

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SECURE PERSP 3YR AFTER LIC	5664-PS1	18%	
DB2 QUERY I 3YR SWMA A LIC	5664-QU2	18%	
RDS FOR LINUX 3YR SWMA AL	5664-RDS	18%	
DIR PREM ED 3YR SWMA AFT LIC	5664-SWD	18%	
AFP Utilities for AS/400	5722-AF1	18%	
Advanced DBCS Printer Support for AS/400	5722-AP1	18%	
Backup Recovery and Media Services for iSeries	5722-BR1	18%	
Communications Utilities for iSeries	5722-CM1	18%	
Cryptographic Support for AS/400	5722-CR1	18%	
System/38 Utilities for AS/400	5722-DB1	18%	
DB2 Universal Database Extenders for iSeries V7	5722-DE1	18%	
CICS Transaction Server for iSeries	5722-DFH	18%	
DPROPR FOR ISERIES	5722-DP4	18%	
IBM DIR FOR I5/OS V5.20	5722-DR1	18%	
Business Graphics Utility for AS/400	5722-DS1	18%	
DB2 VALUE PACK FOR I5/OS	5722-DVP	18%	
Infoprint Server for iSeries	5722-IP1	18%	
IBM I OPER SYS VALUE PACK	5722-IVP	18%	
Job Scheduler for iSeries	5722-JS1	18%	
Managed System Services for iSeries	5722-MG1	18%	
NATIONAL LANGUAGES FOR I5/OS	5722-NLV	18%	
Application Program Driver for AS/400	5722-PD1	18%	
Performance Tools for iSeries	5722-PT1	18%	
Query for iSeries	5722-QU1	18%	
System Manager for iSeries	5722-SM1	18%	
OS/400	5722-SS1	18%	
i5/OS Additional Processor License, Per-Processor	5722-SSA	18%	
I5/OS Application Server	5722-SSB	18%	
I5/OS Licensing by User	5722-SSC	18%	
DB2 Query Manager and SQL Development Kit for iSeries	5722-ST1	18%	
SUP OPER VALUE PAC FOR I5/OS	5722-SVP	18%	
IBM DIR SW DIST PREMIUM ED	5722-SWD	18%	
WebSphere Development Studio	5722-WDS	18%	
Web Enablement for i5/OS	5722-WE2	18%	
iSeries Client Access Family	5722-XW1	18%	
CONNECT FOR ISERIES	5733-B2B	0%	
5733-B45: AFP Font Collection for i	5733-B45	18%	
Lotus CEO Communication	5733-CC1	18%	
CONNECT FOR ISERIES	5733-CO2	0%	
CRYPTOGRAPHIC DEVICE MANAGER	5733-CY2	18%	

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5773-CY3: CRYPTOGRPHC DEVICE MGR FOR I	5733-CY3	18%	
Lotus Domino document Manager	5733-DM1	18%	
IBM DIRECTOR FOR I5/OS	5733-DR1	18%	
Software Solution for On Demand Workplace	5733-DW1	18%	
EWLM FOR I5/OS	5733-EWA	18%	
IBM VE EWLM	5733-EWM	18%	
Integrated Domino Fax for iSeries	5733-FXD	18%	
5773-HAA: HA Assist for i	5733-HAA	18%	
IBM DATAMIRROR ICLUSTER	5733-ICL	18%	
IBM DATAMIRROR ICLUSTER SMB	5733-ICS	18%	
Infoprint Designer for iSeries	5733-ID1	18%	
TEMPORARY LICENCE FOR SYS I	5733-ITL	18%	
SW Maintenance After License	5733-MAL	18%	
OMNI FINDTEXT S SRV DB2 I5OS	5733-OMF	18%	
IBM SECURE PERSPECITVE	5733-PS1	18%	
Lotus QuickPlace	5733-QP1	18%	
5733-QU1: Lotus QuickPlace	5733-QU1	18%	
5733-QU2: DB2 Web Query for System i	5733-QU2	18%	
5733-QU3: DB2 Web Query Report Broker	5733-QU3	18%	
5733-QU4: DB2 Web Query SW Development Kit	5733-QU4	18%	
5733-QUB: DB2 Web Query for system i Billing	5733-QUB	18%	
RATIONAL DEV FOR SYSTEM I	5733-RDI	18%	
IBM VE RDS FOR LINUX	5733-RDS	18%	
IBM LOTUS SAMETIME	5733-SE1	18%	
AS/400 SW SUB 5 YR PREPAY	5733-SM5	0%	
RATIONAL DEVELOPER FOR SYSTEM I	5733-SOA	18%	
RTNL DVLPR FOR I	5733-SOC	18%	
Software Maintenance for i5/OS, three years Registration	5733-SP3	18%	
Software Maintenance for i5/OS, Three-year extended	5733-SPE	18%	
1-YR SWMA EXTENSION (9407-515)	5733-SPM	18%	
3-MONTH SWMA REG (9407-515)	5733-SPN	18%	
3-YR SWMA EXTENSION (9407-515)	5733-SPO	18%	
Software Maintenance for i5/OS, one-year Registration	5733-SPP	18%	
SW Subscription for iSeries 3Year	5733-SU3	18%	
SWMA - 3 YR - SUP COMPONENT	5733-SX3	18%	
iSeries and AS/400 System Products	5733-UX1	18%	
iSeries and AS/400 System Products	5733-UX3	18%	

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V4R2 PROGRAM SUPPORT	5733-V42	18%	
VIRTUALIZATION ENGINE ISERIE	5733-VE1	18%	
WORKPLACE SERVICES EXPRESS	5733-WSE	18%	
IBM XML Toolkit for iSeries	5733-XT1	18%	
XML TOOLKIT FOR IBM SYSTEM I	5733-XT2	18%	
ADVANCED FUNCTION PRINTING UTILITIES	5761-AF1	18%	
IBM BRMS NETWORK FEATURE	5761-BR1	18%	
COMMUNICATION UTILITIES FOR SYS I	5761-CM1	18%	
System/38 Utilities for System I	5761-DB1	18%	
DB2 EXTENDERS VERSION 9 FOR I5/OS	5761-DE1	18%	
CICS TRANSACTION SERVER FOR I5/OS	5761-DFH	18%	
DB2 DATAPROPAGATOR FOR ISERIES	5761-DP4	18%	
Business Graphics Utility for System I	5761-DS2	18%	
SYSTEM I HIGH AVAILABILITY SOLUTION MANAGER	5761-HAS	18%	
ADVANCED JOB SCHEDULER FOR I5/OS	5761-JS1	18%	
MANAGED SYSTEM SERVICE FOR I5/OS	5761-MG1	18%	
NATIONAL LANGUAGES FOR I5/OS	5761-NLV	18%	
PERFORMANCE TOOLS FOR I5/OS	5761-PT1	18%	
QUERY FOR I5/OS	5761-QU1	18%	
SYSTEM MANAGER FOR I5/OS	5761-SM1	18%	
I5/OS	5761-SS1	18%	
I5/OS PER PROCESSOR BILLING	5761-SSA	18%	
I5/OS APPLICATION SERVER	5761-SSB	18%	
I5/OS PER USER BILLING	5761-SSC	18%	
DB2 QUERY MGR & SQL DEV KIT	5761-ST1	18%	
IBM WEBSPP DEVELOPMENT STUDIO	5761-WDS	18%	
SYSTEM I ACCESS FAMILY	5761-XW1	18%	
Parallel Environment for Linux on POWER, V4	5765-G70	18%	
APSU	5769-AP1	18%	
BRMS FOR OS/400	5769-BR1	0%	
POINT-OF-SALE UTILITY	5769-CF1	0%	
CRYPTOGRAPHIC SUPPORT	5769-CR1	0%	
DCE BASE SERVICES FOR AS/400	5769-DC1	0%	
DCE DES LIBRARY ROUTINES	5769-DC3	0%	
CICS FOR AS/400	5769-DFH	0%	
DB2 DPROP FOR ISERIES V7.1	5769-DP3	0%	

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AFP DBCS FONTS	5769-FN1	18%	
AFP FONTS	5769-FNT	18%	
JOB SCHEDULER	5769-JS1	0%	
PERFORMANCE TOOLS FOR AS/400	5769-PT1	0%	
QUERY	5769-QU1	0%	
DB2 AND SQL DEV KIT	5769-ST1	0%	
AS400 CLIENT ACCESS WIN FAMILY	5769-XW1	0%	
5770-AF1: ADV FUNCTION PRINT UTILITIES	5770-AF1	18%	
5770-BR1: BRMS	5770-BR1	18%	
5770-DE1: DB2 Extenders	5770-DE1	18%	
5770-DFH: CICS TRANSACTION SERVER	5770-DFH	18%	
5770-HAS: POWERHA SYSTEMMIRROR FOR I	5770-HAS	18%	
5770-JS1: ADVANCED JOB SCHEDULER	5770-JS1	18%	
5770-MG1: MANAGED SYSTEM SERVICES	5770-MG1	18%	
5770-NLV: NATIONAL LANGUAGE FOR I	5770-NLV	18%	
5770-PT1: PERFORMANCE TOOLS	5770-PT1	18%	
5770-QU1: QUERY FOR I	5770-QU1	18%	
5770-SM1: SYSTEM MANAGER FOR I	5770-SM1	18%	
5770-SS1: IBM I	5770-SS1	18%	
5770-SSA: IBM I PER PROCESSOR BILLING	5770-SSA	18%	
5770-SSB: IBM I APPLICAT. SERV. BILLING	5770-SSB	18%	
5770-SSC: IBM I PER USER BILLING	5770-SSC	18%	
5770-ST1: DB2 QRY MGR AND SQL TOOLKIT	5770-ST1	18%	
5770-XW1: I ACCESS FAMILY	5770-XW1	18%	
RATIONAL DEV STUDIO FOR I	5770-WDS	18%	
3COM TELE SUITE 1YR SW MAINT	5771-3CM	7%	
NORTEL SW COM-IBM 1YR SWMA	5771-NTL	8%	
Machine Control Program Remote Support for HMC 1 yr	5771-RS1	18%	
ZEND CORE FOR I5/OS	5771-ZC1	18%	
ZEND PLATFORM FOR I5/OS	5771-ZP1	18%	
ZEND STUDIO PROF	5771-ZS1	18%	
3COM TELEPHONY 3 YR SUPT	5773-3CM	7%	
Machine Control Program Remote Support for HMC 3 yr	5773-RS3	18%	
Rational Developer for System I for SOA Construction	5773-SOA	18%	

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Rational Developer for i for SOA Construction	5773-SOC	18%	
AFP PRINTSUITE FOR OS/400	5798-AF3	18%	
Facsimile Support for iSeries	5798-FAX	18%	
JOB SCHEDULER FOR OS/400	5798-JS2	0%	
NetView File Transfer for OS/400 V3R6	5798-TBG	18%	
FACSIMILE SUPPORT OS/400	5798-TBY	0%	
BATCH JOURNAL CACHING	5799-BJC	18%	
P84501 I5/OS LICENSE TRANSFER	5799-LTF	0%	
TOOLS FOR DEVELOPING I5/OS	5799-PTL	18%	
P84496DATA DISC.- QUERY BUILDER	5799-QA1	0%	
P84513 IBM DISK SANITIZER	5799-SD1	8%	

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Description	Product Number	Customer Discount % off MSRP	
PureFlex Detail			
REAR DOOR HEAT EXCHANGER	1164	18%	
FLEX SYSTEM P24L COMPUTE	1457	18%	
LAB SERVICES ONE DAY SYS	6911	0%	
FLEX SYSTEM x240 COMPUTE NODE	7863	18%	
IBM FLEX SYSTEM CHASSIS	7893	18%	
FLEX SYSTEM p260/p460 COMPUTE NODE	7895	18%	
IBM FLEX SYSTEM X220 COMPUTE NODE	7906	24%	
PUREFLEX SYSTEM 42U RACK	7953	18%	
IBM FLEX SYSTEM MANAGER	7955	18%	
SYSTEMX FLEX CHASSIS	8721	24%	
SYSTEM X FLEX FSM	8731	24%	
IBM FLEX SYSTEM X240	8737	24%	
BASE MULTILINGUAL	5639-CAL	15%	
PER SVR 2 SKTS 1G W 1 YR PR	5639-OSX	15%	
DATACENTER (5 USER CAL)	5639-W28	15%	
SW MAINT REGISTRATION/REN 1YR	5660-FMS	No Charge Machine Type	
SW MAINT REGISTRATION/REN 1YR	5660-FMX	No Charge Machine Type	
BRANCH OFFICE EXPEDITE	5660-PSE	26%	
BRANCH OFFICE EXPEDITE	5660-SCP	15%	
FSM ADV SWMA 1 YR ALC	5661-FMS	15%	
FSM SWMA 1 YR ALC	5661-FMX	15%	
BRANCH OFFICE EXPEDITE	5661-SCP	15%	
FSM ADV SWMA 3Y REGISTRATION	5662-FMS	15%	
FSM SWMA 3 YR REGISTRATION	5662-FMX	15%	
BRANCH OFFICE EXPEDITE	5662-PSE	26%	
BRANCH OFFICE EXPEDITE	5662-SCP	15%	
BRANCH OFFICE EXPEDITE	5765-EPL	15%	
DO NOT SHIP PUBS OR MEDIA	5765-FMS	15%	
DO NOT SHIP PUBS OR MEDIA	5765-FMX	15%	
BRANCH OFFICE EXPEDITE	5765-PSE	26%	
BRANCH OFFICE EXPEDITE	5765-PVL	15%	
BRANCH OFFICE EXPEDITE	5765-SCP	15%	
BRANCH OFFICE EXPEDITE	5765-VPL	15%	
RATIONAL DEV STUDIO FOR I	5770-WDS	18%	
1Y SWMA FOR AIX ENTERP EDT	5771-AEZ	26%	

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AIX ENTERPRISE EDITION 3Y SWMA	5773-AEZ	26%		
BRANCH OFFICE EXPEDITE	5773-EPL	15%		
BRANCH OFFICE EXPEDITE	5773-PVL	15%		
BRANCH OFFICE EXPEDITE	5773-VPL	15%		
Description	Product Number	Customer Discount % off MSRP	Volume Discount % off MSRP	Volume Discount % off MSRP
Storage				
		Entry	Medium	Large
		\$0 - \$100K	\$101k - \$249K	=>\$250
		<i>Base discount</i>	<i>Base + 2%</i>	<i>Base + 4%</i>
1722 DS4300 MIDRANGE DIS	1722	23.0%	25.0%	27.0%
1724 DS4100 MIDRANGE DIS	1724	23.0%	25.0%	27.0%
EXTENSION WARRANTY ON 1750	1725	30.0%	32.0%	34.0%
DS3200, DS3300, DS3400 System Storage	1726	23.0%	25.0%	27.0%
SYSTEM STORAGE EXP3000	1727	23.0%	25.0%	27.0%
EXP400 ENTRY LEVEL STORAGE	1733	23.0%	25.0%	27.0%
DS4000 EXP700 STORA	1740	23.0%	25.0%	27.0%
DS4400 MIDRANGE DIS	1742	23.0%	25.0%	27.0%
SYSTEM STORAGE	1746	23.0%	25.0%	27.0%
SYSTEM STORAGE	1747	23.0%	25.0%	27.0%
EXPANSION ENCLOSURE (DS6800)	1750	30.0%	32.0%	34.0%
DS4000 EXP810 EXPANSION UNIT	1812	30.0%	32.0%	34.0%
DS5020 MIDRANGE DISK	1814	30.0%	32.0%	34.0%
DS4800 DISK SYSTEM	1815	30.0%	32.0%	34.0%
EXP5000 EXPANSION UNIT	1818	30.0%	32.0%	34.0%
SAN16B-2	2005	22.0%	24.0%	26.0%
IBM TOTALSTORAGE SA	2026	22.0%	24.0%	26.0%
TOTALSTRG SANC40M 4	2027	34.0%	36.0%	38.0%
MCDATA EFCM 9.0	2028	20.0%	22.0%	24.0%
MCDATA ES-1000 LOOP	2031	34.0%	36.0%	38.0%
MCDATA FC-512 CABIN	2032	34.0%	36.0%	38.0%
CNT FC/9000 CABINET	2042	34.0%	34.0%	36.0%
CISCO MDS ENH PORT ANALYZER	2053	19.0%	21.0%	23.0%
CISCO MDS 9216A FABRIC SWITCH	2054	20.0%	22.0%	24.0%
CISCO PORT ADAPTER	2061	22.0%	24.0%	26.0%
CISCO CWDM EXT.DIST	2062	18.0%	20.0%	22.0%
STORWIZE V7000 UNIFIED	2073	25.00%	27.0%	29.0%
STORWIZE V7000	2076	25.0%	27.0%	29.0%
STORAGE SOLUTIONS RACK	2101	34.0%	36.0%	38.0%
EXPANDABLE STORAGE	2104	34.0%	36.0%	38.0%
STORAGE SERVER	2105	45.0%	47.0%	49.0%
TOTALSTORAGE	2107	20.0%	22.0%	24.0%
STORAGE AREA NETWORK	2108	34.0%	36.0%	38.0%

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SAN FIBRE CHANNEL S	2109	34.0%	36.0%	38.0%
SAN VOLUME CONTROLL	2145	27.0%	29.0%	31.0%
STG SYSTEM INFORMATION ARCHIVE	2231	20.0%	22.0%	24.0%
SYSTEM STORAGE DR550	2233	20.0%	22.0%	24.0%
ESS FUNCTION AUTHOR	2240	20.0%	22.0%	24.0%
DS8000 FUNCT. AUTHO	2244	20.0%	22.0%	24.0%
DS8000 FUNCTION AUTHORIZ.	2396	35.0%	37.0%	39.0%
DS8000 FUNCTION AUTHORIZ.	2397	35.0%	37.0%	39.0%
DS8000 FUNCTION AUTHORIZ.	2398	35.0%	37.0%	39.0%
DS8000 FUNCTION AUTHORIZ.	2399	35.0%	37.0%	39.0%
CISCO MDS 9124 EXPRESS SWITCH	2417	19.0%	21.0%	23.0%
SYSTEM STORAGE	2421	30.0%	32.0%	34.0%
SYSTEM STORAGE	2422	30.0%	32.0%	34.0%
SYSTEM STORAGE	2423	30.0%	32.0%	34.0%
SYSTEM STORAGE	2424	30.0%	32.0%	34.0%
SANxxB	2498	27.0%	29.0%	31.0%
SAN768B	2499	27.0%	29.0%	31.0%
SSPC	2805	5.0%	7.0%	9.0%
STORAGE SERVER	2810	58.1%	60.1%	62.1%
STORAGE SERVER	2812	58.1%	60.1%	62.1%
EXN3000 SAS/SATA EXP. UNIT	2857	10.0%	12.0%	14.0%
SYSTEM STORAGE	2858	10.0%	12.0%	14.0%
IBM STORAGE SYSTEM N3300	2859	10.0%	12.0%	14.0%
EXN1000 SATA EXPANS	2861	10.0%	12.0%	14.0%
IBM STORAGE SYSTEM N3600	2862	10.0%	12.0%	14.0%
IBM TOTALSTORAGE N3	2863	10.0%	12.0%	14.0%
N5200 MODEL A10	2864	10.0%	12.0%	14.0%
N5500	2865	10.0%	12.0%	14.0%
IBM SYSTEM STORAGE N6700	2866	10.0%	12.0%	14.0%
IBM STORAGE SYSTEM N7800	2867	10.0%	12.0%	14.0%
IBM STORAGE SYSTEM N5600	2868	10.0%	12.0%	14.0%
IBM STORAGE SYSTEM N5300	2869	10.0%	12.0%	14.0%
MULTIPLEXOR CHANNEL	2870	10.0%	12.0%	14.0%
CROSSROADS READVERIFY APPLIANCE	3222	25.00%	27.0%	29.0%
DIRECT ACCESS STORA	3390	34.0%	36.0%	38.0%
STORAGE SYSTEMS	3466	10.0%	12.0%	14.0%
VIRTUAL TAPE SERVER	3494	50.0%	52.0%	54.0%
TS2900 TAPE AUTOLOAD	3572	23.0%	25.0%	27.0%
TS3100 & TS3200 TAPE LIBRARY	3573	20.0%	22.0%	24.0%
TS3310 TAPE EXPANSION MOD	3576	50.0%	52.0%	54.0%
TS3400 TAPE LIBRARY	3577	38.0%	40.0%	42.0%
ULTRIUM TAPE DRIVE	3580	20.0%	22.0%	24.0%
ULTRIUM TAPE 2U AUTOLOADER	3581	10.0%	12.0%	14.0%
ULTRIUM TAPE LIBRARY	3582	10.0%	12.0%	14.0%

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ULTRIUM TAPE LIBRARY	3583	45.0%	47.0%	49.0%
TAPE LIBRARY EXPANSION FRAME	3584	50.0%	52.0%	54.0%
ULTRIUM TAPE DRIVE	3588	55.0%	57.0%	59.0%
ULTRIUM TAPE CARTR. W/LABEL	3589	34.0%	36.0%	38.0%
ULTRIUM TAPE CARTR. W/LABEL	3590	34.0%	36.0%	38.0%
TS1120 TAPE CONTROLLER	3592	35.0%	37.0%	39.0%
TAPE CARTRIDGE 3592 (ECON.DATA)	3599	34.0%	36.0%	38.0%
CISCO NEXUS SWITCH	3722	27.0%	29.0%	31.0%
CONVERGED SWITCH	3758	27.0%	29.0%	31.0%
BROCADE CONVERSION SWITCH	3759	27.0%	29.0%	31.0%
TAPE FRAME	3952	35.0%	37.0%	39.0%
LIBRARY CONTROLLER FRAME	3953	35.0%	37.0%	39.0%
TS7510 VIRTUALIZATION ENGINE	3954	45.0%	47.0%	49.0%
CACHE CONTROLLER	3955	45.0%	47.0%	49.0%
TS7740 CACHE CONTROLLER	3956	50.0%	52.0%	54.0%
VIRTUALIZATION ENGINE TS7740	3957	50.0%	52.0%	54.0%
TS7650G SERVER	3958	30.0%	32.0%	34.0%
TS7610 APPLIANCE	3959	35.0%	37.0%	39.0%
OPT LIB TYKE LAN ATTCH	3995	10.0%	12.0%	14.0%
MODEL 032	3996	15.0%	17.0%	19.0%
ETHERNET SWITCH	4002	23.0%	25.0%	27.0%
IBM ETHERNET ROUTER	4003	10.0%	12.0%	14.0%
ETHERNET SWITCH J48E	4273	10.0%	12.0%	14.0%
ETHERNET SWITCH	4274	10.0%	12.0%	14.0%
NAS ENGINE	5187	34.0%	36.0%	38.0%
7212 EXPRESS MODEL	7212	25.0%	27.0%	29.0%
TAPE AND OPTICAL STRG DEV ENCL	7214	20.0%	22.0%	24.0%
MULTI MEDIA ENCLOSURE	7216	20.0%	22.0%	24.0%
MULTI MEDIA ENCLOSURE	7226	20.0%	22.0%	24.0%
4MM DDS-2 AUTOLOADER	7332	10.0%	12.0%	14.0%
TPC FOR DISK V2	5608-A80	0.0%		
use PPA	5608-xxx	n/a		
STORWIZE V7000 REAL-TIME COMPRESSION SW V6	5639-CP1	25.0%	27.0%	29.0%
Storwize V7000 Rt Compression Software Reg/Ren Maint 1 Yr	5639-CS1	25.0%	27.0%	29.0%
Storwize V7000 Rt Compression Software 1 Year Afl	5639-CS2	25.0%	27.0%	29.0%
Storwize V7000 Rt Compression Software 3 Year Reg	5639-CS3	25.0%	27.0%	29.0%
Storwize V7000 Rt Compression Software 3 Year Renewal	5639-CS4	25.0%	27.0%	29.0%
Storwize V7000 Rt Compression Software 3 Year Afl	5639-CS5	25.0%	27.0%	29.0%

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Storwize V7000 Rt Compression Software 2 Year Reg	5639-CS6	25.0%	27.0%	29.0%
Storwize V7000 Rt Compression Software 4 Year Reg	5639-CS7	25.0%	27.0%	29.0%
Storwize V7000 Rt Compression Software 5 Year Reg	5639-CS8	25.0%	27.0%	29.0%
SYS STORAGE DATA CENTER FM V10	5639-D1F	24.0%	26.0%	28.0%
DCFMV10 1 YR RENEWAL	5639-DC1	24.0%	26.0%	28.0%
DCFMV10 1 YR AFTER LICENCE	5639-DC2	24.0%	26.0%	28.0%
DCFMV10 3 YR REGISTRATION	5639-DC3	24.0%	26.0%	28.0%
DCFMV10 3 YR RENEWAL	5639-DC4	24.0%	26.0%	28.0%
DCFMV10 3 YR AFTER LICENCE	5639-DC5	24.0%	26.0%	28.0%
IBM STORWIZE V7000 EXT VISU V6	5639-EV1	25.0%	27.0%	29.0%
DATA PATH OPTIMIZER NT	5639-F97	0.0%		
1-YR REG AND 1-YR RENEWAL	5639-FE1	5.0%	7.0%	9.0%
1-YR AFL	5639-FE2	5.0%	7.0%	9.0%
3-YR REG	5639-FE3	5.0%	7.0%	9.0%
3-YR REN	5639-FE4	5.0%	7.0%	9.0%
3-YR AFL	5639-FE5	5.0%	7.0%	9.0%
VIRTUAL FILE MANAGER ENTERPRISE	5639-FE6	5.0%	7.0%	9.0%
1-YR REG AND 1-YR RENEWAL	5639-FM1	5.0%	7.0%	9.0%
1-YR AFL	5639-FM2	5.0%	7.0%	9.0%
3-YR REG	5639-FM3	5.0%	7.0%	9.0%
3-YR REN	5639-FM4	5.0%	7.0%	9.0%
3-YR AFL	5639-FM5	5.0%	7.0%	9.0%
VIRTUAL FILE MANAGER MIGRATION	5639-FM6	5.0%	7.0%	9.0%
BROCADE FABRIC MANAGER	5639-FMA	35.0%	37.0%	39.0%
PT GATEWAY FOR SYSTEM Z V1	5639-FPA	25.0%	27.0%	29.0%
PT GATEWAY FOR SYSTEM Z V1 1YR R&R	5639-FPB	25.0%	27.0%	29.0%
PT GATEWAY FOR SYSTEM Z V1 1YR AFL	5639-FPC	25.0%	27.0%	29.0%
PT GATEWAY FOR SYSTEM Z V1 3YR REG	5639-FPD	25.0%	27.0%	29.0%
PT GATEWAY FOR SYSTEM Z V1 3YR REN	5639-FPE	25.0%	27.0%	29.0%
PT GATEWAY FOR SYSTEM Z V1 3YR AFL	5639-FPF	25.0%	27.0%	29.0%
PT GATEWAY FOR SYSTEM Z V1 2YR REG	5639-FPG	25.0%	27.0%	29.0%
PT GATEWAY FOR SYSTEM Z V1 4YR REG	5639-FPH	25.0%	27.0%	29.0%

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PT GATEWAY FOR SYSTEM Z V1 5YR REG	5639-FPI	25.0%	27.0%	29.0%
MULTILEVEL GAM SOFTWARE	5639-GA1	40.0%	42.0%	44.0%
IBM TSLM	5639-HAA	20.0%	22.0%	24.0%
IBM TSLM -1 Yr R/R	5639-HAB	20.0%	22.0%	24.0%
IBM TSLM -1 Yr AFL	5639-HAC	20.0%	22.0%	24.0%
IBM TSLM -3 Yr Reg	5639-HAD	20.0%	22.0%	24.0%
IBM TSLM -3 Yr Ren	5639-HAE	20.0%	22.0%	24.0%
IBM TSLM -3 Yr AFL	5639-HAF	20.0%	22.0%	24.0%
IBM TSLM -2 Yr Reg	5639-HAG	20.0%	22.0%	24.0%
IBM TSLM -4 Year Reg	5639-HAH	20.0%	22.0%	24.0%
IBM TSLM -5 Yr Reg	5639-HAI	20.0%	22.0%	24.0%
IBM LTFS LIBRARY EDITION V2.1	5639-LT1	20.0%	22.0%	24.0%
IBM LTFS LIBRARY EDITION 1 YR REG & REN	5639-LT2	20.0%	22.0%	24.0%
IBM LTFS LIBRARY EDITION 1 YR AFTER LIC	5639-LT3	20.0%	22.0%	24.0%
IBM LTFS LIBRARY EDITION 2 YR REG	5639-LT4	20.0%	22.0%	24.0%
IBM LTFS LIBRARY EDITION 3 YR REG	5639-LT5	20.0%	22.0%	24.0%
IBM LTFS LIBRARY EDITION 3 YR REN	5639-LT6	20.0%	22.0%	24.0%
IBM LTFS LIBRARY EDITION 3 YR AFTER LIC	5639-LT7	20.0%	22.0%	24.0%
IBM LTFS LIBRARY EDITION 4 YR REG	5639-LT8	20.0%	22.0%	24.0%
IBM LTFS LIBRARY EDITION 5 YR REG	5639-LT9	20.0%	22.0%	24.0%
GAM 1YR REG AND REN	5639-MM1	40.0%	42.0%	44.0%
GAM 1YR AFL	5639-MM2	40.0%	42.0%	44.0%
GAM 3YR REG	5639-MM3	40.0%	42.0%	44.0%
GAM 3YR RNL	5639-MM4	40.0%	42.0%	44.0%
GAM 3YR AFL	5639-MM5	40.0%	42.0%	44.0%
IBM STORWIZE V7000 1YR REQ	5639-MMA	25.0%	27.0%	29.0%
IBM STORWIZE V7000 3YR REG	5639-MMC	25.0%	27.0%	29.0%
IBM STORWIZE V7000 2YR REG	5639-MMF	25.0%	27.0%	29.0%
IBM STORWIZE V7000 4YR REG	5639-MMG	25.0%	27.0%	29.0%
IBM STORWIZE V7000 5YR REG	5639-MMH	25.0%	27.0%	29.0%
IBM NETWORK ADVISOR V11.1	5639-NA1	24.0%	26.0%	28.0%
PER INSTALL SW MA NC REG	5639-NA2	24.0%	26.0%	28.0%
PER INSTALL SW MA1Y AFT LIC	5639-NA3	24.0%	26.0%	28.0%
PER INSTALL SW MA 3Y REG	5639-NA4	24.0%	26.0%	28.0%
PER INSTALL SW MA 3Y REN	5639-NA5	24.0%	26.0%	28.0%
PER INSTALL SW MA3Y AFT LIC	5639-NA6	24.0%	26.0%	28.0%
PROTECTIER ENT ED V3	5639-PTA	25.0%	27.0%	29.0%

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PROTECTIER APP ED V3	5639-PTB	25.0%	27.0%	29.0%
PROTECTIER ENTRY EDITION	5639-PTC	25.0%	27.0%	29.0%
IBM STORWIZE V7000 REM MIR V6	5639-RM1	25.0%	27.0%	29.0%
Storwize V7000 FM - Rg&1yRw	5639-SF1	25.0%	27.0%	29.0%
Storwize V7000 FM - 1yr Aft	5639-SF2	25.0%	27.0%	29.0%
Storwize V7000 FM - 3yr Reg	5639-SF3	25.0%	27.0%	29.0%
Storwize V7000 FM - 3yr Rw	5639-SF4	25.0%	27.0%	29.0%
Storwize V7000 FM - 3yr Aft	5639-SF5	25.0%	27.0%	29.0%
Storwize V7000 FM - 2yr Reg	5639-SF6	25.0%	27.0%	29.0%
Storwize V7000 FM - 4yr Reg	5639-SF7	25.0%	27.0%	29.0%
Storwize V7000 FM - 5yr Reg	5639-SF8	25.0%	27.0%	29.0%
IBM STORWIZE V7000 1YR REG/REN	5639-SM1	25.0%	27.0%	29.0%
IBM STORWIZE V7000 1YR AFL	5639-SM2	25.0%	27.0%	29.0%
IBM STORWIZE V7000 3YR REG	5639-SM3	25.0%	27.0%	29.0%
IBM STORWIZE V7000 3YR RENEWAL	5639-SM4	25.0%	27.0%	29.0%
IBM STORWIZE V7000 3YR AFL	5639-SM5	25.0%	27.0%	29.0%
IBM STORWIZE V7000 2YR REG	5639-SM6	25.0%	27.0%	29.0%
IBM STORWIZE V7000 4YR REG	5639-SM7	25.0%	27.0%	29.0%
IBM STORWIZE V7000 5YR REG	5639-SM8	25.0%	27.0%	29.0%
ISS SVC SWMA 1YR NC REG	5639-SST	0.0%		
ISS SVC XIV SWMA V6	5639-SX1	25.0%	27.0%	29.0%
ISS SVC XIV SWMA 1YR NC REG	5639-SXA	25.0%	27.0%	29.0%
ISS SVC XIV SWMA 3YR REG	5639-SXC	25.0%	27.0%	29.0%
ISS SVC XIV SWMA 2YR REG	5639-SXF	25.0%	27.0%	29.0%
ISS SVC XIV SWMA 4YR REG	5639-SXG	25.0%	27.0%	29.0%
ISS SVC XIV SWMA 5YR REG	5639-SXH	25.0%	27.0%	29.0%
IBM PROTECTIER ENTRY EDITION	5639-TAA	35.0%	37.0%	39.0%
IBM PROTECTIER EE -1 YR R/R	5639-TAB	35.0%	37.0%	39.0%
IBM PROTECTIER EE - 1 YR AFL	5639-TAC	35.0%	37.0%	39.0%
IBM PROTECTIER EE - 3 YR REG	5639-TAD	35.0%	37.0%	39.0%
IBM PROTECTIER EE - 3 YR REN	5639-TAE	35.0%	37.0%	39.0%
IBM PROTECTIER EE - 3 YR AFL	5639-TAF	35.0%	37.0%	39.0%
IBM PROTECTIER EE - 2 YR REG	5639-TAG	35.0%	37.0%	39.0%
IBM PROTECTIER EE - 4 YR REG	5639-TAH	35.0%	37.0%	39.0%
IBM PROTECTIER EE - 5 YR REG	5639-TAI	35.0%	37.0%	39.0%
LTFS Storage Manager	5639-TL1	20.0%	22.0%	24.0%
LTFS Storage Mgr 1 Yr R/R	5639-TL2	20.0%	22.0%	24.0%
LTFS Storage Mgr 1 Yr AFL	5639-TL3	20.0%	22.0%	24.0%
LTFS Storage Mgr 2 Yr Reg	5639-TL4	20.0%	22.0%	24.0%
LTFS Storage Mgr 3 Yr Reg	5639-TL5	20.0%	22.0%	24.0%
LTFS Storage Mgr 3 Yr Ren	5639-TL6	20.0%	22.0%	24.0%
LTFS Storage Mgr 3 Yr AFL	5639-TL7	20.0%	22.0%	24.0%
LTFS Storage Mgr 4 Yr Reg	5639-TL8	20.0%	22.0%	24.0%
LTFS Storage Mgr 5 Yr Reg	5639-TL9	20.0%	22.0%	24.0%
Storwize V7000 File SW V1	5639-VF1	25.00%	27.0%	29.0%
IBM STORWIZE V7000 SW V6	5639-VM1	25.0%	27.0%	29.0%

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IBM STORWIZE V7000 1YR REG	5639-VVA	25.0%	27.0%	29.0%
IBM STORWIZE V7000 3YR REG	5639-VVC	25.0%	27.0%	29.0%
IBM STORWIZE V7000 2YR REG	5639-VVF	25.0%	27.0%	29.0%
IBM STORWIZE V7000 4YR REG	5639-VVG	25.0%	27.0%	29.0%
IBM STORWIZE V7000 5YR REG	5639-VVH	25.0%	27.0%	29.0%
5639-X11 IBM XIV STORAGE SOFTWARE V10	5639-X11	58.1%	60.1%	62.1%
5639-X12 IBM XIV STORAGE SOFTWARE V10	5639-X12	58.1%	60.1%	62.1%
5639-XX1 IBM XIV STOR SYS NC 1YR RGRN	5639-XX1	58.1%	60.1%	62.1%
5639-XX2 IBM XIV STOR SYSTEM 1YR AL	5639-XX2	58.1%	60.1%	62.1%
5639-XX3 IBM XIV STOR SYS 3YR REG 2YUP	5639-XX3	58.1%	60.1%	62.1%
5639-XX4 IBM XIV STOR SYSTEM 3YR REN	5639-XX4	58.1%	60.1%	62.1%
5639-XX5 IBM XIV STOR SYSTEM 3YR AL	5639-XX5	58.1%	60.1%	62.1%
5639-XX9 IBM XIV STORAGE SOFTWARE V10	5639-XX9	58.1%	60.1%	62.1%
5639-XXA IBM XIV STOR SYSTEM SW V10	5639-XXA	58.1%	60.1%	62.1%
IBM PROTECTIER EE V2	5639-XXB	25.0%	27.0%	29.0%
PROTECTIER EE REG.REN 1YR	5639-XXC	25.0%	27.0%	29.0%
PROTECTIER EE ALC 1YR	5639-XXD	25.0%	27.0%	29.0%
PROTECTIER EE REG 1YR	5639-XXE	25.0%	27.0%	29.0%
PROTECTIER RENEWAL EE 3YR	5639-XXF	25.0%	27.0%	29.0%
PROTECTIER EE ALC 3YR	5639-XXG	25.0%	27.0%	29.0%
PROTECTIER ENTERPRISE 2Y REG	5639-XXJ	25.0%	27.0%	29.0%
PROTECTIER ENTERPRISE 4Y REG	5639-XXK	25.0%	27.0%	29.0%
PROTECTIER ENTERPRISE 5Y REG	5639-XXL	25.0%	27.0%	29.0%
PROTECTIER APPLIANCE ED V2	5639-XXP	25.0%	27.0%	29.0%
PROTECTIER APPLIANCE REG/REN 1	5639-XXQ	25.0%	27.0%	29.0%
PROTECTIER APPLIANCE AF LI 1Y	5639-XXR	25.0%	27.0%	29.0%
PROTECTIER APPLIANCE REG 3Y	5639-XXS	25.0%	27.0%	29.0%
PROTECTIER APPLIANCE REN 3Y	5639-XXT	25.0%	27.0%	29.0%
PROTECTIER APPLIANCE AF LI 3Y	5639-XXU	25.0%	27.0%	29.0%
PROTECTIER APPLIANCE REG 2Y	5639-XXV	25.0%	27.0%	29.0%
PROTECTIER APPLIANCE REG 5Y	5639-XXX	25.0%	27.0%	29.0%
IBM XIV SOFTWARE V11	5639-YYB	58.10%	60.1%	62.1%
DATA PATH OPTIMIZER FOR UNIX	5648-B58	0.0%		
TOTALSTORAGE EXPERT	5648-TSE	24.0%	26.0%	28.0%
SYS DIR STOR CNTRL V4 1YR AFL	5661-ASM	28.0%	30.0%	32.0%
PER SRV 3YR REGISTRATION	5662-ASM	28.0%	30.0%	32.0%

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SYS DIR STOR CNTRL V4 3YR REN	5663-ASM	28.0%	30.0%	32.0%
SYS DIR STOR CNTRL V4 3YR AFL	5664-ASM	28.0%	30.0%	32.0%
TOTALSTORAGE EXPERT 1YR	5697-H64	24.0%	26.0%	28.0%
TOTALSTORAGE EXPERT 3YR	5697-H65	24.0%	26.0%	28.0%
CVT-R2 REG	5697-N65	24.0%	26.0%	28.0%
CVT-R2 LTD	5697-N66	24.0%	26.0%	28.0%
CVT-R2 REG	5697-N69	24.0%	26.0%	28.0%
CVT-R2 REG	5697-N70	24.0%	26.0%	28.0%
CVT-R2 REG	5697-N71	24.0%	26.0%	28.0%
CVT-R2 REG	5697-N72	24.0%	26.0%	28.0%
CVT-R2 REG	5697-N73	24.0%	26.0%	28.0%
CVT-R2 LTD	5697-N74	24.0%	26.0%	28.0%
CVT-R2 LTD	5697-N75	24.0%	26.0%	28.0%
CVT-R2 LTD	5697-N76	24.0%	26.0%	28.0%
CVT-R2 LTD	5697-N77	24.0%	26.0%	28.0%
CVT-R2 LTD	5697-N78	24.0%	26.0%	28.0%
TS7500 SW ENTERPRISE EDITION	5697-P19	24.0%	26.0%	28.0%
IBM SYS DIR STOR CNTRL V4	5765-ASM	28.0%	30.0%	32.0%

* Note: PPA does not have unique part numbers for 2, 4 and 5 year registrations.

To achieve this in PPA you get quantity 2, 4 or 5 of the 1 year registration part number.

Discription Related Services	Part Number	Customer Discount % off MSRP	Description of MSRP
IBM Education Pack - online account tiers			
\$2,500 - \$9,999		0%	<i>Commercial List Price</i>
\$10,000 - \$24,999		5%	<i>Commercial List Price</i>
\$25,000 - \$49,999		10%	<i>Commercial List Price</i>
\$50,000 - \$99,999		11%	<i>Commercial List Price</i>
\$100,000		12%	<i>Commercial List Price</i>
IBM Implementation Services by Lab Services			
Available for all server and storage products		3%	<i>Commercial List Price</i>
IBM Hardware Maintenance			
Large Systems - zSeries		29.50%	<i>Commercial List Price</i>
Large Systems Storage - SSG		29.50%	<i>Commercial List Price</i>
Power Series		26.50%	<i>Commercial List Price</i>
Networking for Juniper Products		26.50%	<i>Commercial List Price</i>

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POS		19.50%	<i>Commercial List Price</i>
System x		19.50%	<i>Commercial List Price</i>
DataPower (7993 product family)		19.50%	<i>Commercial List Price</i>
<u>IBM OS Software Maintenance (SWMA)</u>			
iSeries SWMA (support) per system and per processor including LPPs		9.50%	<i>Commercial List Price</i>
SWMA for AIX, AIX Standard Edition		19.50%	<i>Commercial List Price</i>
SWMA for AIX, AIX Enterprise Edition		19.50%	<i>Commercial List Price</i>
SWMA for AIX Express Edition		19.50%	<i>Commercial List Price</i>
SWMA for Storage SWMA for Storwize V7000 base, Storewize V7000 file		9.50%	<i>Commercial List Price</i>
SWMA for Storage XIV		9.50%	<i>Commercial List Price</i>
LPP SWMA for AIX		29.50%	<i>Commercial List Price</i>
<u>Other IBM Remote Technical Support (RTS) Services</u>			
Support Line DISK/TAPE & SAN/NAS		24.50%	<i>Commercial List Price</i>
MCP		24.50%	<i>Commercial List Price</i>
Linux Support Line (standalone, no subscription)		9.50%	<i>Commercial List Price</i>
Support Line for Windows/Linux OS, SL for Blade Center		9.50%	<i>Commercial List Price</i>
Support Line for MS Applications		9.50%	<i>Commercial List Price</i>
Support Line VMware		9.50%	<i>Commercial List Price</i>
Support Line for Linux z9		19.50%	<i>Commercial List Price</i>
Support Line for Linux with Linux Subscription		9.50%	<i>Commercial List Price</i>
Linux Subscription SUSE		9.50%	<i>Commercial List Price</i>
Linux Red Hat Subscription		19.50%	<i>Commercial List Price</i>
Performance Management for Power Systems		14.50%	<i>Commercial List Price</i>
PureFlex Systems support Offerings		19.50%	<i>Commercial List Price</i>
Solution Support for Lanehawk (POS software)		14.50%	<i>Commercial List Price</i>
Hard Drive Retention Power i Servers		19.50%	<i>Commercial List Price</i>
Hard Drive Retention Power Servers		19.50%	<i>Commercial List Price</i>
Hard Drive Retention System z Servers		19.50%	<i>Commercial List Price</i>
Hard Drive Retention System X servers		19.50%	<i>Commercial List Price</i>
Hard Drive Retention NAS and SAN Products		19.50%	<i>Commercial List Price</i>
Account Advocate for Power i Servers		15.50%	<i>Commercial List Price</i>
Account Advocate for Power Servers		15.50%	<i>Commercial List Price</i>

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Account Advocate for NAS and SAN Products		15.50%	<i>Commercial List Price</i>
Account Advocate for System X servers		9.50%	<i>Commercial List Price</i>
Custom Technical Support AIX/i5OS/OS400 Per Server		9.50%	<i>Commercial List Price</i>
Custom Technical Support for IBM Storage Products (for 1-5 devices)		9.50%	<i>Commercial List Price</i>
Custom Technical Support for IBM Storage Products (minimum # of devices is 6)		24.50%	<i>Commercial List Price</i>
Custom Technical Support for System i/p Linux Per Server		9.50%	<i>Commercial List Price</i>
Custom Technical Support for System x Microsoft		9.50%	<i>Commercial List Price</i>
Custom Technical Support for System x Linux		9.50%	<i>Commercial List Price</i>
Information Technology Services (ITS)			
Hourly Rate Skill Level A		25.00%	<i>Commercial List Price**</i>
Hourly Rate Skill Level B		25.00%	<i>Commercial List Price**</i>
Hourly Rate Skill Level C		25.00%	<i>Commercial List Price**</i>
Hourly Rate Skill Level D		25.00%	<i>Commercial List Price**</i>
Hourly Rate Skill Level E		25.00%	<i>Commercial List Price**</i>
Hourly Rate Skill Level F		25.00%	<i>Commercial List Price**</i>
Hourly Rate Skill Level G		25.00%	<i>Commercial List Price**</i>
Hourly Rate Skill Level H		25.00%	<i>Commercial List Price**</i>
Hourly Rate Skill Level I		25.00%	<i>Commercial List Price**</i>
Hourly Rate Skill Level J		25.00%	<i>Commercial List Price**</i>
Hourly Rate Skill Level K		25.00%	<i>Commercial List Price**</i>
Hourly Rate Skill Level L		13.00%	<i>Commercial List Price**</i>
Hourly Rate Skill Level M		13.00%	<i>Commercial List Price**</i>

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Hourly Rate Skill Level N		13.00%	Commercial List Price**
Hourly Rate Skill Level O		13.00%	Commercial List Price**
Hourly Rate Skill Level P		13.00%	Commercial List Price**
Hourly Rate Skill Level Q		13.00%	Commercial List Price**
Hourly Rate Skill Level R		13.00%	Commercial List Price**
Hourly Rate Skill Level S		13.00%	Commercial List Price**
** See ITS Hourly Rates Below			

ITS Hourly Rate Additional Terms

In order to use these rates, a Statement of Work defining scope, terms, estimated schedule, estimated hours and required skills must be agreed to and signed by both parties.

The rates apply only to Services provided by IBM's Integration Technology Services business unit and delivered within the United States.

Pricing is based upon resources working 8:00 a.m. to 5:00 p.m. (local time) Monday through Friday, except IBM holidays, unless otherwise specified.

The rates are valid for hourly Services only and are not valid for fixed priced engagements.

The rates apply to custom Services and do not apply to pre-packaged IBM Services offerings, or hardware or software maintenance contracts.

IBM will provide resources based upon resource availability.

IBM may engage subcontractors to assist in providing Services, in which case IBM remains responsible for the fulfillment of its obligations and for the performance of the Services.

IBM reserves the right to determine the appropriate skill level(s) and the appropriate resources on an engagement by engagement basis.

The rates do not include travel and living expenses. IBM will invoice you separately for actual and reasonable travel and living expenses. Travel and living expenses are generally estimated at 15% to 20% of the professional fees.

These rates only apply to Statements of Work authorized after this Rate Card agreement is signed by both parties. Existing Statements of Work are not subject to these rates.

ITS Hourly Rates Commercial List Prices

Skill Level	CY2013	CY 2014	CY2015	CY2016
Hourly Rate Skill Level A	\$434.00	\$447.00	\$465.00	\$487.00
Hourly Rate Skill Level B	\$316.00	\$327.00	\$339.00	\$356.00
Hourly Rate Skill Level C	\$264.00	\$272.00	\$283.00	\$298.00
Hourly Rate Skill Level D	\$229.00	\$236.00	\$244.00	\$257.00
Hourly Rate Skill Level E	\$192.00	\$199.00	\$206.00	\$216.00
Hourly Rate Skill Level F	\$123.00	\$125.00	\$132.00	\$137.00
Hourly Rate Skill Level G	\$103.00	\$106.00	\$111.00	\$118.00
Hourly Rate Skill Level H	\$223.00	\$230.00	\$238.00	\$249.00

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Hourly Rate Skill Level I	\$183.00	\$187.00	\$196.00	\$205.00
Hourly Rate Skill Level J	\$142.00	\$147.00	\$153.00	\$160.00
Hourly Rate Skill Level K	\$94.00	\$98.00	\$101.00	\$106.00
Hourly Rate Skill Level L	\$454.50	\$468.75	\$487.00	\$511.25
Hourly Rate Skill Level M	\$332.50	\$342.75	\$355.25	\$373.75
Hourly Rate Skill Level N	\$278.50	\$286.75	\$297.25	\$312.00
Hourly Rate Skill Level O	\$239.50	\$246.00	\$256.50	\$269.25
Hourly Rate Skill Level P	\$477.75	\$492.00	\$512.00	\$538.50
Hourly Rate Skill Level Q	\$350.00	\$360.25	\$374.75	\$393.25
Hourly Rate Skill Level R	\$292.00	\$300.25	\$312.75	\$329.25
Hourly Rate Skill Level S	\$251.25	\$259.50	\$270.00	\$282.75
PPA Software	Customer Discount % off MSRP	Customer Discount % For Education		
Business Analytics	Quantity 1	Quantity 1		
Business Intelligence	14.00%	60.00%		
<i>Business Intelligence</i>	14.00%	60.00%		
Predictive Analytics	14.00%	60.00%		
<i>Predictive Analytics</i>	14.00%	60.00%		
IBM SPSS Family	14.00%	60.00%		
Performance Management	14.00%	60.00%		
<i>Performance Management</i>	14.00%	60.00%		
Risk Management	14.00%	60.00%		
<i>Risk Management</i>	14.00%	60.00%		
Collaboration Solutions	Quantity 1	Quantity 1		
Messaging and Collaboration				
<i>Advanced Messaging</i>	14.00%	60.00%		
IBM Lotus Domino Express Family	14.00%	60.00%		
IBM Lotus Domino Family	14.00%	60.00%		
<i>Application Development Tools</i>	14.00%	60.00%		
<i>Desktop Productivity</i>	14.00%	60.00%		
<i>Mobile and Enterprise Access</i>	14.00%	60.00%		
<i>Team Collaboration</i>	14.00%	60.00%		
Exceptional Web Experience	14.00%	60.00%		

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<i>Web Integration and Publishing</i>	14.00%	60.00%	
IBM WebSphere Portal Family	14.00%	60.00%	
<i>Portal Suites</i>	14.00%	60.00%	
<i>Solutions</i>	14.00%	60.00%	
IBM WebSphere Portal Accelerator Family	14.00%	60.00%	
<i>Mobile Web Access</i>	14.00%	60.00%	
<i>Web Design Tools</i>	14.00%	60.00%	
Social Software	14.00%	60.00%	
<i>Community and Team Collaboration</i>	14.00%	60.00%	
<i>Social Suites</i>	14.00%	60.00%	
SmartCloud for Social Business	14.00%	60.00%	
<i>Cloud Messaging</i>	14.00%	60.00%	
<i>Cloud Social Software</i>	14.00%	60.00%	
Unified Communications	14.00%	60.00%	
<i>Instant Messaging and eMeetings</i>	14.00%	60.00%	
IBM Sametime Family	14.00%	60.00%	
<i>Telephony Integration</i>	14.00%	60.00%	
Mobile	14.00%	60.00%	
<i>Mobile Messaging</i>	14.00%	60.00%	
<i>Mobile Websites</i>	14.00%	60.00%	
Industry Solutions	Quantity 1	Quantity 1	
B2B and Commerce	14.00%	60.00%	
<i>Business Solutions</i>	14.00%	60.00%	
IBM Sterling B2B Integration Family	14.00%	60.00%	
IBM Sterling Managed File Transfer Family	14.00%	60.00%	
IBM WebSphere Partner Gateway Family	14.00%	60.00%	
IBM WebSphere Transformation Extender Family	14.00%	60.00%	
IBM WebSphere Transformation Extender Options Family	14.00%	60.00%	
IBM WebSphere Transformation Ext Packs for EDI Family	14.00%	60.00%	
IBM WebSphere Transformation Extender Packs for Financial Services Family	14.00%	60.00%	
IBM WebSphere Transformation Extender Packs for Healthcare Family	14.00%	60.00%	
<i>Commerce Solutions</i>	14.00%	60.00%	
IBM Sterling Supply Chain Visibility Family	14.00%	60.00%	
IBM WebSphere Commerce Family	14.00%	60.00%	
<i>Emptoris Solutions</i>	14.00%	60.00%	

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IBM Emptoris Family	14.00%	60.00%		
<i>Optimization Solutions</i>	14.00%	60.00%		
Enterprise Content Management	14.00%	60.00%		
<i>Advanced Case Management</i>	14.00%	60.00%		
<i>Content Management</i>	14.00%	60.00%		
IBM Content Management Family	14.00%	60.00%		
IBM Content Manager Family	14.00%	60.00%		
IBM Content Manager OnDemand Family	14.00%	60.00%		
IBM Datacap Taskmaster Capture Family	14.00%	60.00%		
IBM FileNet Family	14.00%	60.00%		
<i>Information Lifecycle Governance</i>	14.00%	60.00%		
IBM Atlas eDiscovery Process Management Family	14.00%	60.00%		
IBM Content Collector Family	14.00%	60.00%		
IBM eDiscovery Management Family	14.00%	60.00%		
IBM Smart Archive Family	14.00%	60.00%		
<i>Content Analytics</i>	14.00%	60.00%		
Enterprise Marketing Management	14.00%	60.00%		
<i>Digital Marketing Optimization</i>	14.00%	60.00%		
IBM Coremetrics Digital Marketing Optimization Suite Family	14.00%	60.00%		
<i>Marketing Performance Optimization</i>	14.00%	60.00%		
IBM Unica Marketing Operations	14.00%	60.00%		
<i>Interaction Optimization</i>	14.00%	60.00%		
Smarter Cities and Financial Operations	14.00%	60.00%		
<i>Financial Operations</i>	14.00%	60.00%		
<i>Smarter Cities</i>	14.00%	60.00%		
IBM Communications Service Enablers Portfolio Family	14.00%	60.00%		
IBM i2 Family	14.00%	60.00%		
Smarter Commerce	14.00%	60.00%		
<i>Buy Solutions</i>	14.00%	60.00%		
IBM Smarter Commerce Family	14.00%	60.00%		
<i>Market Solutions</i>	14.00%	60.00%		
IBM Smarter Commerce Family	14.00%	60.00%		
<i>Sell Solutions</i>	14.00%	60.00%		
IBM Smarter Commerce Family	14.00%	60.00%		
<i>Service Solutions</i>	14.00%	60.00%		
IBM Smarter Commerce Family	14.00%	60.00%		
Information Management	Quantity 1	Quantity 1		
Database	14.00%	60.00%		
<i>DB2</i>	14.00%	60.00%		

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IBM DB2 Database Software Family	14.00%	60.00%		
<i>DB2 for Linux, UNIX, and Windows</i>	14.00%	60.00%		
IBM Database Patterns Family	14.00%	60.00%		
IBM DB2 for Linux UNIX and Windows Family	14.00%	60.00%		
<i>DB2 for z/OS</i>	14.00%	60.00%		
<i>DB2 for i</i>	14.00%	60.00%		
<i>DB2 Connect</i>	14.00%	60.00%		
IBM DB2 Connect Family	14.00%	60.00%		
<i>IMS</i>	14.00%	60.00%		
IBM IMS Family	14.00%	60.00%		
<i>Informix</i>	14.00%	60.00%		
IBM Informix DataBlade Modules Family	14.00%	60.00%		
IBM Informix Family	14.00%	60.00%		
<i>solidDB</i>	14.00%	60.00%		
<i>Database Tools - Multi-database</i>	14.00%	60.00%		
<i>Database Tools - DB2</i>	14.00%	60.00%		
IBM DB2 Tools for z/OS Family	14.00%	60.00%		
<i>Database Tools - IMS</i>	14.00%	60.00%		
IBM IMS Tools Family	14.00%	60.00%		
<i>Database Tools - Informix</i>	14.00%	60.00%		
IBM Informix Tools Family	14.00%	60.00%		
Big Data and Warehousing	14.00%	60.00%		
<i>Big Data</i>	14.00%	60.00%		
<i>Industry Models</i>	14.00%	60.00%		
IBM Industry Models Family	14.00%	60.00%		
<i>InfoSphere Warehouse</i>	14.00%	60.00%		
IBM InfoSphere Warehouse Family	14.00%	60.00%		
IBM InfoSphere Warehouse Packs Family	14.00%	60.00%		
IBM Red Brick Warehouse Family	14.00%	60.00%		
<i>Netezza</i>	14.00%	60.00%		
IBM Netezza Appliance Family	14.00%	60.00%		
<i>System z Warehouse</i>	14.00%	60.00%		
IBM InfoSphere Warehouse Family	14.00%	60.00%		
Information Governance	14.00%	60.00%		
<i>Foundation tools</i>	14.00%	60.00%		
IBM InfoSphere Business Glossary Family	14.00%	60.00%		
<i>Master Data Management</i>	14.00%	60.00%		
<i>Optim</i>	14.00%	60.00%		
IBM InfoSphere Optim Data Growth Solution Family	14.00%	60.00%		
IBM InfoSphere Optim Data Masking Solution Family	14.00%	60.00%		

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IBM InfoSphere Optim Test Data Management Solution Family	14.00%	60.00%		
<i>Guardium</i>	14.00%	60.00%		
IBM InfoSphere Guardium Database Activity Monitoring and Vulnerability Assessment Family	14.00%	60.00%		
<i>Identity Insight Solutions</i>	14.00%	60.00%		
<i>InfoSphere Information Server</i>	14.00%	60.00%		
IBM InfoSphere DataStage Family	14.00%	60.00%		
IBM InfoSphere Information Server Family	14.00%	60.00%		
IBM InfoSphere QualityStage Family	14.00%	60.00%		
<i>Change Data Capture</i>	14.00%	60.00%		
<i>Traceability Server</i>	14.00%	60.00%		
<i>IBM Mashup Center</i>	14.00%	60.00%		
Rational	Quantity 1	Quantity 1		
Software Delivery Platform	14.00%	60.00%		
<i>Automation Framework</i>	14.00%	60.00%		
<i>Software Delivery Automation</i>	14.00%	60.00%		
IBM Rational Build Forge Family	14.00%	60.00%		
Compilers and Modernization	14.00%	60.00%		
<i>Compilers</i>	14.00%	60.00%		
IBM XL C and C++ Compiler Family	14.00%	60.00%		
IBM XL Fortran Compiler Family	14.00%	60.00%		
<i>Enterprise Modernization Tools</i>	14.00%	60.00%		
IBM Host Access Client Package Family	14.00%	60.00%		
IBM Rational Developer for System z Family	14.00%	60.00%		
IBM Rational Host Integration Solution Family	14.00%	60.00%		
Quality and Security Management	14.00%	60.00%		
<i>Developer Testing</i>	14.00%	60.00%		
IBM Rational Purify Family	14.00%	60.00%		
IBM Rational PurifyPlus Family	14.00%	60.00%		
<i>Functional Testing</i>	14.00%	60.00%		
<i>Integration Testing</i>	14.00%	60.00%		
<i>Performance Testing</i>	14.00%	60.00%		
IBM Rational Performance Tester Family	14.00%	60.00%		
<i>Quality Lifecycle Management</i>	14.00%	60.00%		
IBM Rational Quality Manager	14.00%	60.00%		
<i>Security</i>	14.00%	60.00%		
IBM Rational Policy Tester Family	14.00%	60.00%		

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Architecture, Design and Construction	14.00%	60.00%		
<i>Enterprise Architecture</i>	14.00%	60.00%		
<i>Application Construction</i>	14.00%	60.00%		
<i>Model-driven Development</i>	14.00%	60.00%		
IBM Rational Rhapsody Family	14.00%	60.00%		
IBM Rational Software Architect Family	14.00%	60.00%		
<i>Systems Testing</i>	14.00%	60.00%		
IBM Rational Systems Tester	14.00%	60.00%		
Requirements Definition and Management	14.00%	60.00%		
<i>Systems</i>	14.00%	60.00%		
<i>Information Technology (IT)</i>	14.00%	60.00%		
Product and Portfolio Management	14.00%	60.00%		
<i>Performance Management</i>	14.00%	60.00%		
<i>Portfolio Management</i>	14.00%	60.00%		
<i>Product Management</i>	14.00%	60.00%		
Change and Configuration Management	14.00%	60.00%		
<i>Change Management</i>	14.00%	60.00%		
IBM Rational ClearQuest Family	14.00%	60.00%		
<i>Collaborative Application Lifecycle Management</i>	14.00%	60.00%		
<i>Configuration Management</i>	14.00%	60.00%		
IBM Rational ClearCase Family	14.00%	60.00%		
Accelerators	14.00%	60.00%		
<i>Information Technology</i>	14.00%	60.00%		
<i>Systems</i>	14.00%	60.00%		
<i>Enterprise Modernization</i>	14.00%	60.00%		
Security Systems	Quantity 1	Quantity 1		
Security Intelligence and Compliance Analytics	14.00%	60.00%		
<i>Security Intelligence and Compliance Analytics</i>	14.00%	60.00%		
Identity and Access Management	14.00%	60.00%		
<i>Access Management</i>	14.00%	60.00%		
IBM Security zSecure suite Family	14.00%	60.00%		
IBM Tivoli Access Management Family	14.00%	60.00%		
IBM Tivoli Federated Identity Manager Family	14.00%	60.00%		
<i>Identity Management</i>	14.00%	60.00%		
IBM Security zSecure suite Family	14.00%	60.00%		
Data Protection	14.00%	60.00%		

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<i>Data Protection</i>	14.00%	60.00%		
Application Security	14.00%	60.00%		
<i>Application Security and Policy Scanning</i>				
	14.00%	60.00%		
IBM Rational Policy Tester Family	14.00%	60.00%		
IBM Security AppScan Family	14.00%	60.00%		
<i>Application Security Policy</i>	14.00%	60.00%		
Infrastructure Protection	14.00%	60.00%		
<i>Endpoint Security</i>	14.00%	60.00%		
IBM Security zSecure suite Family	14.00%	60.00%		
<i>Network Security</i>	14.00%	60.00%		
Tivoli	Quantity 1	Quantity 1		
Asset Management	14.00%	60.00%		
<i>Enterprise Asset Management</i>	14.00%	60.00%		
IBM TRIRIGA	14.00%	60.00%		
<i>Enterprise Asset Management Industry Solutions</i>	14.00%	60.00%		
IBM Maximo Asset Management Industry Solutions Family	14.00%	60.00%		
IBM TRIRIGA	14.00%	60.00%		
IBM TRIRIGA Energy Optimization	14.00%	60.00%		
<i>Enterprise Asset Management Options</i>	14.00%	60.00%		
IBM Maximo Enterprise Asset Management Options Family	14.00%	60.00%		
<i>IT Asset Management</i>	14.00%	60.00%		
<i>IT Asset Management Options</i>	14.00%	60.00%		
IBM Maximo Asset Management for IT Options Family	14.00%	60.00%		
<i>IT Financial Management</i>	14.00%	60.00%		
<i>Service Request Management</i>	14.00%	60.00%		
IBM Maximo Service Request Management Options Family	14.00%	60.00%		
Security Management	14.00%	60.00%		
<i>Threat Mitigation</i>	14.00%	60.00%		
Automation	14.00%	60.00%		
<i>Service Quality Management</i>	14.00%	60.00%		
<i>SmartCloud Application Performance Management</i>	14.00%	60.00%		
IBM Tivoli Composite Application Manager Family	14.00%	60.00%		
<i>Business Service Management</i>	14.00%	60.00%		
<i>Change and Configuration</i>	14.00%	60.00%		
IBM Tivoli Endpoint Manager Family	14.00%	60.00%		
<i>Event Management Automation</i>	14.00%	60.00%		
<i>Job Scheduling</i>	14.00%	60.00%		

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IBM Tivoli Workload Scheduler Family	14.00%	60.00%		
<i>Network Management and Performance</i>	14.00%	60.00%		
<i>Systems, Application, and Transaction Performance and Availability</i>	14.00%	60.00%		
IBM Tivoli Composite Application Manager Family	14.00%	60.00%		
IBM Tivoli OMEGAMON XE Family	14.00%	60.00%		
<i>Systems Performance</i>	14.00%	60.00%		
IBM Tivoli OMEGAMON XE Family	14.00%	60.00%		
<i>Transaction Management</i>	14.00%	60.00%		
<i>Service Management</i>	14.00%	60.00%		
<i>Communications Service Provider Solutions</i>	14.00%	60.00%		
<i>Network Performance Management</i>	14.00%	60.00%		
Storage Management	14.00%	60.00%		
<i>Data Protection</i>	14.00%	60.00%		
IBM Tivoli Storage Manager Family	14.00%	60.00%		
<i>Disk Systems Management</i>	14.00%	60.00%		
IBM Tivoli Storage Productivity Center Family	14.00%	60.00%		
<i>Storage Resource Management</i>	14.00%	60.00%		
<i>Storage Virtualization Management</i>	14.00%	60.00%		
<i>Tape and Optical Systems Management</i>	14.00%	60.00%		
<i>Storage Management</i>	14.00%	60.00%		
WebSphere	Quantity 1	Quantity 1		
Application Infrastructure	14.00%	60.00%		
<i>Application Foundation</i>	14.00%	60.00%		
IBM CICS Connectors Family	14.00%	60.00%		
IBM CICS Tools Family	14.00%	60.00%		
IBM CICS Transaction Gateway Family	14.00%	60.00%		
IBM Problem Determination Tools Fam	14.00%	60.00%		
IBM WebSphere Application Server Family	14.00%	60.00%		
IBM WebSphere Remote Server Family	14.00%	60.00%		
<i>Extreme Transaction Processing</i>	14.00%	60.00%		
<i>Intelligent Management</i>	14.00%	60.00%		
Application Integration and Connectivity	14.00%	60.00%		
<i>Enterprise Service Bus</i>	14.00%	60.00%		

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IBM WebSphere Message Broker Family	14.00%	60.00%		
<i>Messaging-Oriented Middleware</i>	14.00%	60.00%		
IBM WebSphere MQ Everyplace Family				
	14.00%	60.00%		
IBM WebSphere MQ Family	14.00%	60.00%		
<i>Partner Gateway</i>	14.00%	60.00%		
<i>Governance</i>	14.00%	60.00%		
<i>Adapters</i>	14.00%	60.00%		
IBM WebSphere Adapter Family	14.00%	60.00%		
<i>DataPower Appliances</i>	14.00%	60.00%		
IBM WebSphere DataPower SOA Appliances Family				
	14.00%	60.00%		
<i>Data Transformation</i>	14.00%	60.00%		
Process Innovation	14.00%	60.00%		
<i>Business Process Management</i>	14.00%	60.00%		
<i>Operational Decision Management</i>	14.00%	60.00%		
IBM ILOG JViews Family	14.00%	60.00%		
IBM ILOG Views Family	14.00%	60.00%		
IBM WebSphere Business Rules for z/OS				
	14.00%	60.00%		
IBM WebSphere Operational Decision Management Family	14.00%	60.00%		
IBM WebSphere Operational Decision Management for z/OS Family	14.00%	60.00%		
Miscellaneous	14.00%	60.00%		
<i>Industry Solutions</i>	14.00%	60.00%		
IBM WebSphere Industry Content Pack Family	14.00%	60.00%		
IBM WebSphere Remote Server Family				
	14.00%	60.00%		
<i>Networking</i>	14.00%	60.00%		
IBM Communications Server Family	14.00%	60.00%		
Mobile, Portal and Speech	14.00%	60.00%		
<i>Mobile</i>	14.00%	60.00%		
IBM Mobile Foundation Family	14.00%	60.00%		
IBM Worklight Family	14.00%	60.00%		
IBM Embedded ViaVoice Family	14.00%	60.00%		
Mid-Market Software Product Listing	Quantity 1	Quantity 1		
The following products are tailored specifically for mid-market clients.				
	14.00%	60.00%		
Business Analytics	14.00%	60.00%		
Business Intelligence	14.00%	60.00%		
<i>Business Intelligence</i>	14.00%	60.00%		
Predictive Analytics	14.00%	60.00%		

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<i>Predictive Analytics</i>	14.00%	60.00%		
IBM SPSS Family	14.00%	60.00%		
Performance Management	14.00%	60.00%		
<i>Performance Management</i>	14.00%	60.00%		
Collaboration Solutions	14.00%	60.00%		
Messaging and Collaboration	14.00%	60.00%		
<i>Advanced Messaging</i>	14.00%	60.00%		
IBM Lotus Domino Express Family	14.00%	60.00%		
<i>Application Development Tools</i>	14.00%	60.00%		
<i>Desktop Productivity</i>	14.00%	60.00%		
<i>Team Collaboration</i>	14.00%	60.00%		
Exceptional Web Experience	14.00%	60.00%		
<i>Web Integration and Publishing</i>	14.00%	60.00%		
IBM WebSphere Portal Family	14.00%	60.00%		
<i>Web Design Tools</i>	14.00%	60.00%		
Social Software	14.00%	60.00%		
<i>Community and Team Collaboration</i>	14.00%	60.00%		
<i>Social Suites</i>	14.00%	60.00%		
SmartCloud for Social Business	14.00%	60.00%		
<i>Cloud Messaging</i>	14.00%	60.00%		
<i>Cloud Social Software</i>	14.00%	60.00%		
Unified Communications	14.00%	60.00%		
<i>Instant Messaging and eMeetings</i>	14.00%	60.00%		
<i>Telephony Integration</i>	14.00%	60.00%		
Industry Solutions	14.00%	60.00%		
B2B and Commerce	14.00%	60.00%		
<i>Business Solutions</i>	14.00%	60.00%		
IBM Sterling B2B Integration Family	14.00%	60.00%		
IBM Sterling Managed File Transfer Family	14.00%	60.00%		
<i>Commerce Solutions</i>	14.00%	60.00%		
<i>Optimization Solutions</i>	14.00%	60.00%		
Enterprise Content Management	14.00%	60.00%		
<i>Advanced Case Management</i>	14.00%	60.00%		
<i>Content Management</i>	14.00%	60.00%		
IBM Datacap Taskmaster Capture Family	14.00%	60.00%		
IBM Datacap FastDoc Capture	14.00%	60.00%		
<i>Information Lifecycle Governance</i>	14.00%	60.00%		
IBM eDiscovery Management Family	14.00%	60.00%		
<i>Content Analytics</i>	14.00%	60.00%		
Enterprise Marketing Management	14.00%	60.00%		
<i>Digital Marketing Optimization</i>	14.00%	60.00%		
IBM Coremetrics Digital Marketing Optimization Suite Family	14.00%	60.00%		

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<i>Marketing Performance Optimization</i>	14.00%	60.00%		
<i>Interaction Optimization</i>	14.00%	60.00%		
Smarter Commerce	14.00%	60.00%		
<i>Buy Solutions</i>	14.00%	60.00%		
IBM Smarter Commerce Family	14.00%	60.00%		
<i>Market Solutions</i>	14.00%	60.00%		
IBM Smarter Commerce Family	14.00%	60.00%		
<i>Sell Solutions</i>	14.00%	60.00%		
IBM Smarter Commerce Family	14.00%	60.00%		
<i>Service Solutions</i>	14.00%	60.00%		
IBM Smarter Commerce Family	14.00%	60.00%		
Information Management	14.00%	60.00%		
Database	14.00%	60.00%		
<i>DB2 for Linux, UNIX, and Windows</i>	14.00%	60.00%		
IBM DB2 for Linux UNIX and Windows Family	14.00%	60.00%		
<i>Informix</i>	14.00%	60.00%		
Big Data and Warehousing	14.00%	60.00%		
<i>InfoSphere Warehouse</i>	14.00%	60.00%		
IBM InfoSphere Warehouse Family	14.00%	60.00%		
IBM InfoSphere Warehouse Packs Family	14.00%	60.00%		
Information Governance	14.00%	60.00%		
<i>Master Data Management</i>	14.00%	60.00%		
<i>Optim</i>	14.00%	60.00%		
IBM InfoSphere Optim Data Masking Solution Family	14.00%	60.00%		
<i>Guardium</i>	14.00%	60.00%		
IBM InfoSphere Guardium Database Activity Monitoring and Vulnerability Assessment Family	14.00%	60.00%		
<i>IBM Mashup Center</i>	14.00%	60.00%		
Rational	Quantity 1	Quantity 1		
Compilers and Modernization				
<i>Compilers</i>	14.00%	60.00%		
IBM XL C and C++ Compiler Family	14.00%	60.00%		
IBM XL Fortran Compiler Family	14.00%	60.00%		
<i>Enterprise Modernization Tools</i>	14.00%	60.00%		
IBM Host Access Client Package Family	14.00%	60.00%		
IBM Rational Host Integration Solution Family	14.00%	60.00%		
Quality and Security Management	14.00%	60.00%		
<i>Functional Testing</i>	14.00%	60.00%		
<i>Performance Testing</i>	14.00%	60.00%		

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IBM Rational Performance Tester Family	14.00%	60.00%		
Requirements Definition and Management	14.00%	60.00%		
<i>Systems</i>	14.00%	60.00%		
Change and Configuration Management	14.00%	60.00%		
<i>Collaborative Application Lifecycle Management</i>	14.00%	60.00%		
Security Systems	Quantity 1	Quantity 1		
Security Intelligence and Compliance Analytics				
<i>Security Intelligence and Compliance Analytics</i>	14.00%	60.00%		
Identity and Access Management	14.00%	60.00%		
<i>Access Management</i>	14.00%	60.00%		
IBM Tivoli Access Management Family	14.00%	60.00%		
IBM Tivoli Federated Identity Manager Family	14.00%	60.00%		
Data Protection	14.00%	60.00%		
<i>Data Protection</i>	14.00%	60.00%		
Infrastructure Protection	14.00%	60.00%		
<i>Network Security</i>	14.00%	60.00%		
Tivoli	14.00%	60.00%		
Asset Management	14.00%	60.00%		
<i>Enterprise Asset Management</i>	14.00%	60.00%		
<i>IT Asset Management</i>	14.00%	60.00%		
<i>Service Request Management</i>	14.00%	60.00%		
Security Management	14.00%	60.00%		
<i>Threat Mitigation</i>	14.00%	60.00%		
Automation	14.00%	60.00%		
<i>SmartCloud Application Performance Management</i>	14.00%	60.00%		
IBM Tivoli Composite Application Manager Family	14.00%	60.00%		
<i>Change and Configuration</i>	14.00%	60.00%		

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<i>Event Management Automation</i>	14.00%	60.00%		
<i>Network Management and Performance</i>	14.00%	60.00%		
<i>Systems, Application, and Transaction Performance and Availability</i>	14.00%	60.00%		
IBM Tivoli Composite Application Manager Family	14.00%	60.00%		
<i>Systems Performance</i>	14.00%	60.00%		
<i>Transaction Management</i>	14.00%	60.00%		
<i>Communications Service Provider Solutions</i>	14.00%	60.00%		
<i>Network Performance Management</i>	14.00%	60.00%		
Storage Management	14.00%	60.00%		
<i>Data Protection</i>	14.00%	60.00%		
IBM Tivoli Storage Manager Family	14.00%	60.00%		
WebSphere	14.00%	60.00%		
Application Infrastructure	14.00%	60.00%		
<i>Application Foundation</i>	14.00%	60.00%		
IBM WebSphere Application Server Family	14.00%	60.00%		
Application Integration and Connectivity	14.00%	60.00%		
<i>Enterprise Service Bus</i>	14.00%	60.00%		
IBM WebSphere Message Broker Family	14.00%	60.00%		
<i>Messaging-Oriented Middleware</i>	14.00%	60.00%		
IBM WebSphere MQ Family	14.00%	60.00%		
<i>DataPower Appliances</i>	14.00%	60.00%		
<i>Data Transformation</i>	14.00%	60.00%		
Process Innovation	14.00%	60.00%		
<i>Business Process Management</i>	14.00%	60.00%		
<i>Operational Decision Management</i>	14.00%	60.00%		
IBM ILOG JViews Family	14.00%	60.00%		
IBM ILOG Views Family	14.00%	60.00%		
IBM WebSphere Operational Decision Management Family	14.00%	60.00%		
Miscellaneous	14.00%	60.00%		
<i>Industry Solutions</i>	14.00%	60.00%		
IBM WebSphere Remote Server Family	14.00%	60.00%		

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System z Software OTC	Customer Discount % off MSRP	Customer Discount % For Education	Description of MSRP
The following products have deployable components that are supported on z/OS, Linux for System z, or both.			
Business Analytics	10.00%	15.00%	
Business Intelligence	10.00%	15.00%	
<i>Business Intelligence</i>	10.00%	15.00%	
Collaboration Solutions	10.00%	15.00%	
Messaging and Collaboration	10.00%	15.00%	
<i>Advanced Messaging</i>	10.00%	15.00%	
IBM Lotus Domino Family	10.00%	15.00%	
Exceptional Web Experience	10.00%	15.00%	
<i>Web Integration and Publishing</i>	10.00%	15.00%	
IBM WebSphere Portal Family	10.00%	15.00%	
<i>Solutions</i>	10.00%	15.00%	
<i>Mobile Web Access</i>	10.00%	15.00%	
<i>Web Design Tools</i>	10.00%	15.00%	
Social Software	10.00%	15.00%	
<i>Community and Team Collaboration</i>	10.00%	15.00%	
Unified Communications	10.00%	15.00%	
<i>Instant Messaging and eMeetings</i>	10.00%	15.00%	
IBM Sametime Family	10.00%	15.00%	
Mobile	10.00%	15.00%	
<i>Mobile Websites</i>	10.00%	15.00%	
Industry Solutions	10.00%	15.00%	
B2B and Commerce	10.00%	15.00%	
<i>Business Solutions</i>	10.00%	15.00%	
IBM Sterling B2B Integration Family	10.00%	15.00%	
IBM Sterling Managed File Transfer Family	10.00%	15.00%	
<i>Optimization Solutions</i>	10.00%	15.00%	
Enterprise Content Management	10.00%	15.00%	
<i>Advanced Case Management</i>	10.00%	15.00%	
<i>Content Management</i>	10.00%	15.00%	
IBM Content Management Family	10.00%	15.00%	
Smarter Commerce	10.00%	15.00%	
<i>Buy Solutions</i>	10.00%	15.00%	
IBM Smarter Commerce Family	10.00%	15.00%	
<i>Market Solutions</i>	10.00%	15.00%	
IBM Smarter Commerce Family	10.00%	15.00%	

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<i>Sell Solutions</i>	10.00%	15.00%	
IBM Smarter Commerce Family	10.00%	15.00%	
<i>Service Solutions</i>	10.00%	15.00%	
IBM Smarter Commerce Family	10.00%	15.00%	
Information Management	10.00%	15.00%	
Database	10.00%	15.00%	
<i>DB2 for z/OS</i>	10.00%	15.00%	
<i>DB2 Connect</i>	10.00%	15.00%	
IBM DB2 Connect Family	10.00%	15.00%	
<i>IMS</i>	10.00%	15.00%	
IBM IMS Family	10.00%	15.00%	
<i>Database Tools - Multi-database</i>	10.00%	15.00%	
<i>Database Tools - DB2</i>	10.00%	15.00%	
IBM DB2 Tools for z/OS Family	10.00%	15.00%	
<i>Database Tools - IMS</i>	10.00%	15.00%	
IBM IMS Tools Family	10.00%	15.00%	
Big Data and Warehousing	10.00%	15.00%	
<i>InfoSphere Warehouse</i>	10.00%	15.00%	
<i>System z Warehouse</i>	10.00%	15.00%	
Information Governance	10.00%	15.00%	
<i>Foundation tools</i>	10.00%	15.00%	
<i>Optim</i>	10.00%	15.00%	
IBM InfoSphere Optim Data Growth Solution Family	10.00%	15.00%	
IBM InfoSphere Optim Data Masking Solution Family	10.00%	15.00%	
IBM InfoSphere Optim Test Data Management Solution Family	10.00%	15.00%	
<i>Guardium</i>	10.00%	15.00%	
IBM InfoSphere Guardium Database Activity Monitoring and Vulnerability Assessment Family	10.00%	15.00%	
<i>InfoSphere Information Server</i>	10.00%	15.00%	
IBM InfoSphere Information Server Family	10.00%	15.00%	
<i>Change Data Capture</i>	10.00%	15.00%	
Rational			
Software Delivery Platform	10.00%	15.00%	
<i>Automation Framework</i>	10.00%	15.00%	
<i>Software Delivery Automation</i>	10.00%	15.00%	
IBM Rational Build Forge Family	10.00%	15.00%	
Compilers and Modernization	10.00%	15.00%	
<i>Compilers</i>	10.00%	15.00%	
IBM XL C and C++ Compiler Family	10.00%	15.00%	

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IBM XL Fortran Compiler Family	10.00%	15.00%	
<i>Enterprise Modernization Tools</i>	10.00%	15.00%	
IBM Host Access Client Package Family	10.00%	15.00%	
IBM Rational Developer for System z Family	10.00%	15.00%	
IBM Rational Host Integration Solution Family	10.00%	15.00%	
Quality and Security Management	10.00%	15.00%	
<i>Functional Testing</i>	10.00%	15.00%	
<i>Performance Testing</i>	10.00%	15.00%	
IBM Rational Performance Tester Family	10.00%	15.00%	
Architecture, Design and Construction	10.00%	15.00%	
<i>Enterprise Architecture</i>	10.00%	15.00%	
<i>Application Construction</i>	10.00%	15.00%	
<i>Model-driven Development</i>	10.00%	15.00%	
Change and Configuration Management	10.00%	15.00%	
<i>Collaborative Application Lifecycle Management</i>	10.00%	15.00%	
Accelerators	10.00%	15.00%	
<i>Information Technology</i>	10.00%	15.00%	
<i>Enterprise Modernization</i>	10.00%	15.00%	
Security Systems	10.00%	15.00%	
Security Intelligence and Compliance Analytics	10.00%	15.00%	
<i>Security Intelligence and Compliance Analytics</i>	10.00%	15.00%	
Identity and Access Management	10.00%	15.00%	
<i>Access Management</i>	10.00%	15.00%	
IBM Security zSecure suite Family	10.00%	15.00%	
IBM Tivoli Access Management Family	10.00%	15.00%	
IBM Tivoli Federated Identity Manager Family	10.00%	15.00%	
<i>Identity Management</i>	10.00%	15.00%	
IBM Security zSecure suite Family	10.00%	15.00%	
Data Protection	10.00%	15.00%	
<i>Data Protection</i>	10.00%	15.00%	
Infrastructure Protection	10.00%	15.00%	
<i>Endpoint Security</i>	10.00%	15.00%	
IBM Security zSecure suite Family	10.00%	15.00%	
Tivoli	10.00%	15.00%	

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Asset Management	10.00%	15.00%	
<i>IT Asset Management</i>	10.00%	15.00%	
<i>IT Financial Management</i>	10.00%	15.00%	
Automation	10.00%	15.00%	
<i>SmartCloud Application Performance Management</i>	10.00%	15.00%	
IBM Tivoli Composite Application Manager Family	10.00%	15.00%	
<i>Change and Configuration</i>	10.00%	15.00%	
<i>Event Management Automation</i>	10.00%	15.00%	
<i>Job Scheduling</i>	10.00%	15.00%	
IBM Tivoli Workload Scheduler Family	10.00%	15.00%	
<i>Network Management and Performance Systems, Application, and Transaction Performance and Availability</i>	10.00%	15.00%	
IBM Tivoli Composite Application Manager Family	10.00%	15.00%	
IBM Tivoli OMEGAMON XE Family	10.00%	15.00%	
<i>Systems Performance</i>	10.00%	15.00%	
IBM Tivoli OMEGAMON XE Family	10.00%	15.00%	
<i>Transaction Management</i>	10.00%	15.00%	
IBM Tivoli OMEGAMON DE on z/OS	10.00%	15.00%	
<i>Service Management</i>	10.00%	15.00%	
Storage Management	10.00%	15.00%	
<i>Data Protection</i>	10.00%	15.00%	
IBM Tivoli Storage Manager Family	10.00%	15.00%	
<i>Disk Systems Management</i>	10.00%	15.00%	
IBM Tivoli Storage Productivity Center Family	10.00%	15.00%	
<i>Storage Resource Management</i>	10.00%	15.00%	
IBM Tivoli Storage Productivity Center Family	10.00%	15.00%	
<i>Tape and Optical Systems Management</i>	10.00%	15.00%	
WebSphere	10.00%	15.00%	
Application Infrastructure	10.00%	15.00%	
<i>Application Foundation</i>	10.00%	15.00%	
IBM CICS Connectors Family	10.00%	15.00%	
IBM CICS Tools Family	10.00%	15.00%	
IBM CICS Transaction Gateway Family	10.00%	15.00%	
IBM Problem Determination Tools Family	10.00%	15.00%	
IBM WebSphere Application Server Family	10.00%	15.00%	
<i>Extreme Transaction Processing</i>	10.00%	15.00%	

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<i>Intelligent Management</i>	10.00%	15.00%	
Application Integration and Connectivity	10.00%	15.00%	
<i>Enterprise Service Bus</i>	10.00%	15.00%	
IBM WebSphere Message Broker Family	10.00%	15.00%	
<i>Messaging-Oriented Middleware</i>	10.00%	15.00%	
IBM WebSphere MQ Family	10.00%	15.00%	
<i>Adapters</i>	10.00%	15.00%	
IBM WebSphere Adapter Family	10.00%	15.00%	
Process Innovation	10.00%	15.00%	
<i>Business Process Management</i>	10.00%	15.00%	
IBM WebSphere Business Services Fabric Family	10.00%	15.00%	
<i>Operational Decision Management</i>	10.00%	15.00%	
IBM WebSphere Business Rules for z/OS	10.00%	15.00%	
IBM WebSphere Operational Decision Management for z/OS Family	10.00%	15.00%	
Miscellaneous	10.00%	15.00%	
<i>Industry Solutions</i>	10.00%	15.00%	
IBM WebSphere Industry Content Pack Family	10.00%	15.00%	
<i>Networking</i>	10.00%	15.00%	
IBM Communications Server Family	10.00%	15.00%	
Mobile, Portal and Speech	10.00%	15.00%	
<i>Mobile</i>	10.00%	15.00%	
IBM Mobile Foundation Family	10.00%	15.00%	
IBM Worklight Family	10.00%	15.00%	
System z Software MLC	Customer Discount % off MSRP	Customer Discount % For Education	
Business Analytics	Contact IBM Rep. for specific pricing	15.00%	
Business Intelligence	Contact IBM Rep. for specific pricing	15.00%	
<i>Business Intelligence</i>	Contact IBM Rep. for specific pricing	15.00%	
Collaboration Solutions	Contact IBM Rep. for specific pricing	15.00%	
Messaging and Collaboration	Contact IBM Rep. for specific pricing	15.00%	

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<i>Advanced Messaging</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Lotus Domino Family	Contact IBM Rep. for specific pricing	15.00%	
Exceptional Web Experience	Contact IBM Rep. for specific pricing	15.00%	
<i>Web Integration and Publishing</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM WebSphere Portal Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Solutions</i>	Contact IBM Rep. for specific pricing	15.00%	
<i>Mobile Web Access</i>	Contact IBM Rep. for specific pricing	15.00%	
<i>Web Design Tools</i>	Contact IBM Rep. for specific pricing	15.00%	
Social Software	Contact IBM Rep. for specific pricing	15.00%	
<i>Community and Team Collaboration</i>	Contact IBM Rep. for specific pricing	15.00%	
Unified Communications	Contact IBM Rep. for specific pricing	15.00%	
<i>Instant Messaging and eMeetings</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Sametime Family	Contact IBM Rep. for specific pricing	15.00%	
Mobile	Contact IBM Rep. for specific pricing	15.00%	
<i>Mobile Websites</i>	Contact IBM Rep. for specific pricing	15.00%	
Industry Solutions	Contact IBM Rep. for specific pricing	15.00%	
B2B and Commerce	Contact IBM Rep. for specific pricing	15.00%	
<i>Business Solutions</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Sterling B2B Integration Family	Contact IBM Rep. for specific pricing	15.00%	
IBM Sterling Managed File Transfer Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Optimization Solutions</i>	Contact IBM Rep. for specific pricing	15.00%	
Enterprise Content Management	Contact IBM Rep. for specific pricing	15.00%	

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<i>Advanced Case Management</i>	Contact IBM Rep. for specific pricing	15.00%	
<i>Content Management</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Content Management Family	Contact IBM Rep. for specific pricing	15.00%	
Smarter Commerce	Contact IBM Rep. for specific pricing	15.00%	
<i>Buy Solutions</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Smarter Commerce Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Market Solutions</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Smarter Commerce Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Sell Solutions</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Smarter Commerce Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Service Solutions</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Smarter Commerce Family	Contact IBM Rep. for specific pricing	15.00%	
Information Management	Contact IBM Rep. for specific pricing	15.00%	
Database	Contact IBM Rep. for specific pricing	15.00%	
<i>DB2 for z/OS</i>	Contact IBM Rep. for specific pricing	15.00%	
<i>DB2 Connect</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM DB2 Connect Family	Contact IBM Rep. for specific pricing	15.00%	
<i>IMS</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM IMS Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Database Tools - Multi-database</i>	Contact IBM Rep. for specific pricing	15.00%	
<i>Database Tools - DB2</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM DB2 Tools for z/OS Family	Contact IBM Rep. for specific pricing	15.00%	

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<i>Database Tools - IMS</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM IMS Tools Family	Contact IBM Rep. for specific pricing	15.00%	
Big Data and Warehousing	Contact IBM Rep. for specific pricing	15.00%	
<i>InfoSphere Warehouse</i>	Contact IBM Rep. for specific pricing	15.00%	
<i>System z Warehouse</i>	Contact IBM Rep. for specific pricing	15.00%	
Information Governance	Contact IBM Rep. for specific pricing	15.00%	
<i>Foundation tools</i>	Contact IBM Rep. for specific pricing	15.00%	
<i>Optim</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM InfoSphere Optim Data Growth Solution Family	Contact IBM Rep. for specific pricing	15.00%	
IBM InfoSphere Optim Data Masking Solution Family	Contact IBM Rep. for specific pricing	15.00%	
IBM InfoSphere Optim Test Data Management Solution Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Guardium</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM InfoSphere Guardium Database Activity Monitoring and Vulnerability Assessment Family	Contact IBM Rep. for specific pricing	15.00%	
<i>InfoSphere Information Server</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM InfoSphere Information Server Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Change Data Capture</i>	Contact IBM Rep. for specific pricing	15.00%	
Rational			
Software Delivery Platform	Contact IBM Rep. for specific pricing	15.00%	
<i>Automation Framework</i>	Contact IBM Rep. for specific pricing	15.00%	
<i>Software Delivery Automation</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Rational Build Forge Family	Contact IBM Rep. for specific pricing	15.00%	
Compilers and Modernization	Contact IBM Rep. for specific pricing	15.00%	

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<i>Compilers</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM XL C and C++ Compiler Family	Contact IBM Rep. for specific pricing	15.00%	
IBM XL Fortran Compiler Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Enterprise Modernization Tools</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Host Access Client Package Family	Contact IBM Rep. for specific pricing	15.00%	
IBM Rational Developer for System z Family	Contact IBM Rep. for specific pricing	15.00%	
IBM Rational Host Integration Solution Family	Contact IBM Rep. for specific pricing	15.00%	
Quality and Security Management	Contact IBM Rep. for specific pricing	15.00%	
<i>Functional Testing</i>	Contact IBM Rep. for specific pricing	15.00%	
<i>Performance Testing</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Rational Performance Tester Family	Contact IBM Rep. for specific pricing	15.00%	
Architecture, Design and Construction	Contact IBM Rep. for specific pricing	15.00%	
<i>Enterprise Architecture</i>	Contact IBM Rep. for specific pricing	15.00%	
<i>Application Construction</i>	Contact IBM Rep. for specific pricing	15.00%	
<i>Model-driven Development</i>	Contact IBM Rep. for specific pricing	15.00%	
Change and Configuration Management	Contact IBM Rep. for specific pricing	15.00%	
<i>Collaborative Application Lifecycle Management</i>	Contact IBM Rep. for specific pricing	15.00%	
Accelerators	Contact IBM Rep. for specific pricing	15.00%	
<i>Information Technology</i>	Contact IBM Rep. for specific pricing	15.00%	
<i>Enterprise Modernization</i>	Contact IBM Rep. for specific pricing	15.00%	
Security Systems	Contact IBM Rep. for specific pricing	15.00%	
Security Intelligence and Compliance Analytics	Contact IBM Rep. for specific pricing	15.00%	

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<i>Security Intelligence and Compliance Analytics</i>	Contact IBM Rep. for specific pricing	15.00%	
Identity and Access Management	Contact IBM Rep. for specific pricing	15.00%	
<i>Access Management</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Security zSecure suite Family	Contact IBM Rep. for specific pricing	15.00%	
IBM Tivoli Access Management Family	Contact IBM Rep. for specific pricing	15.00%	
IBM Tivoli Federated Identity Manager Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Identity Management</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Security zSecure suite Family	Contact IBM Rep. for specific pricing	15.00%	
Data Protection	Contact IBM Rep. for specific pricing	15.00%	
<i>Data Protection</i>	Contact IBM Rep. for specific pricing	15.00%	
Infrastructure Protection	Contact IBM Rep. for specific pricing	15.00%	
<i>Endpoint Security</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Security zSecure suite Family	Contact IBM Rep. for specific pricing	15.00%	
Tivoli	Contact IBM Rep. for specific pricing	15.00%	
Asset Management	Contact IBM Rep. for specific pricing	15.00%	
<i>IT Asset Management</i>	Contact IBM Rep. for specific pricing	15.00%	
<i>IT Financial Management</i>	Contact IBM Rep. for specific pricing	15.00%	
Automation	Contact IBM Rep. for specific pricing	15.00%	
<i>SmartCloud Application Performance Management</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Tivoli Composite Application Manager Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Change and Configuration</i>	Contact IBM Rep. for specific pricing	15.00%	
<i>Event Management Automation</i>	Contact IBM Rep. for specific pricing	15.00%	

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<i>Job Scheduling</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Tivoli Workload Scheduler Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Network Management and Performance</i>	Contact IBM Rep. for specific pricing	15.00%	
<i>Systems, Application, and Transaction Performance and Availability</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Tivoli Composite Application Manager Family	Contact IBM Rep. for specific pricing	15.00%	
IBM Tivoli OMEGAMON XE Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Systems Performance</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Tivoli OMEGAMON XE Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Transaction Management</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Tivoli OMEGAMON DE on z/OS	Contact IBM Rep. for specific pricing	15.00%	
<i>Service Management</i>	Contact IBM Rep. for specific pricing	15.00%	
Storage Management	Contact IBM Rep. for specific pricing	15.00%	
<i>Data Protection</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Tivoli Storage Manager Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Disk Systems Management</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Tivoli Storage Productivity Center Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Storage Resource Management</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Tivoli Storage Productivity Center Family	Contact IBM Rep. for specific pricing	15.00%	

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<i>Tape and Optical Systems Management</i>	Contact IBM Rep. for specific pricing	15.00%	
WebSphere	Contact IBM Rep. for specific pricing	15.00%	
Application Infrastructure	Contact IBM Rep. for specific pricing	15.00%	
<i>Application Foundation</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM CICS Connectors Family	Contact IBM Rep. for specific pricing	15.00%	
IBM CICS Tools Family	Contact IBM Rep. for specific pricing	15.00%	
IBM CICS Transaction Gateway Family	Contact IBM Rep. for specific pricing	15.00%	
IBM Problem Determination Tools Family	Contact IBM Rep. for specific pricing	15.00%	
IBM WebSphere Application Server Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Extreme Transaction Processing</i>	Contact IBM Rep. for specific pricing	15.00%	
<i>Intelligent Management</i>	Contact IBM Rep. for specific pricing	15.00%	
Application Integration and Connectivity	Contact IBM Rep. for specific pricing	15.00%	
<i>Enterprise Service Bus</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM WebSphere Message Broker Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Messaging-Oriented Middleware</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM WebSphere MQ Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Adapters</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM WebSphere Adapter Family	Contact IBM Rep. for specific pricing	15.00%	
Process Innovation	Contact IBM Rep. for specific pricing	15.00%	
<i>Business Process Management</i>	Contact IBM Rep. for specific pricing	15.00%	

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IBM WebSphere Business Services Fabric Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Operational Decision Management</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM WebSphere Business Rules for z/OS	Contact IBM Rep. for specific pricing	15.00%	
IBM WebSphere Operational Decision Management for z/OS Family	Contact IBM Rep. for specific pricing	15.00%	
Miscellaneous	Contact IBM Rep. for specific pricing	15.00%	
<i>Industry Solutions</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM WebSphere Industry Content Pack Family	Contact IBM Rep. for specific pricing	15.00%	
<i>Networking</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Communications Server Family	Contact IBM Rep. for specific pricing	15.00%	
Mobile, Portal and Speech	Contact IBM Rep. for specific pricing	15.00%	
<i>Mobile</i>	Contact IBM Rep. for specific pricing	15.00%	
IBM Mobile Foundation Family	Contact IBM Rep. for specific pricing	15.00%	
IBM Worklight Family	Contact IBM Rep. for specific pricing	15.00%	