

Embedded Solution Agreement (ESA)

What is it?

The ESA is for tech partners who integrate their Intellectual Property (IP) with IBM technology to create a commercially available solution. The solution is branded by you, the tech partner, who owns the relationship with the end client.

IBM provides technical support to the tech partner, as well as flexible pricing terms for the IBM portion of the solution under the ESA.

Why sign an ESA with IBM?



Provide more client value and grow revenue by combining your value add/IP with IBM technologies



Establish a predictable cost model—no price increases during commitment period

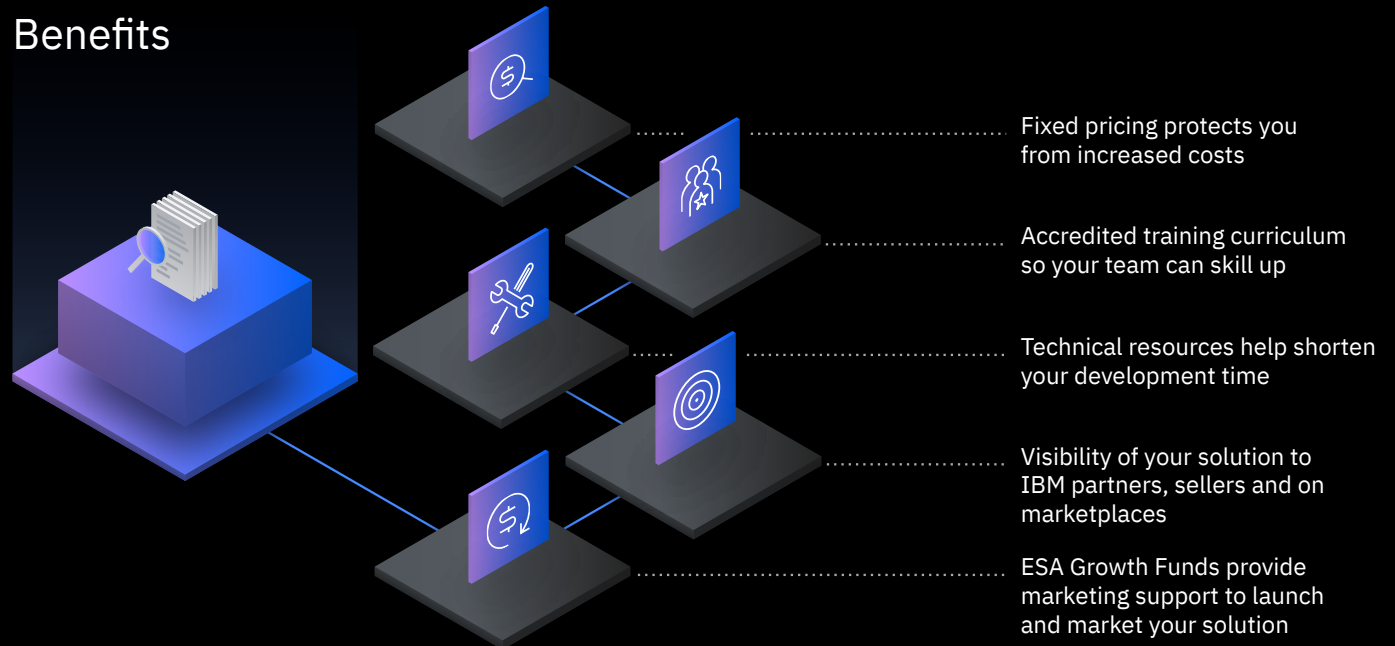


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