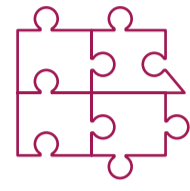


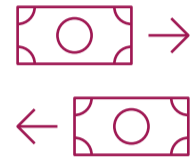
# New Reseller Discount (NRD) for IBM distributors

The incentive offers IBM distributors a one-time applicable 3%\* discount on IBM CPO Storage, IBM CPO Power® Systems, IBM CPO zBC12 and z13s Business Class solutions.

## IBM Certified Pre-Owned solution benefits:



IBM Certified Pre-Owned (ICPO) solutions are customizable, 100% IBM® certified and 100% IBM genuine parts



ICPO solutions are eligible for financing via IBM Global Financing



ICPO solutions are eligible for IBM Maintenance



ICPO solutions may be options for clients who are capital constrained

## Incentive program rules:



### Participants

All EMEA IBM distributors.



### Definition

A new reseller is any IBM reseller who did not purchase an ICPO solution between 1st of January 2020 and 31st of March 2021.



### Fair play

Multiple IBM distributors may nominate the same reseller.



### Timing

Nomination and quote to be made between 1st of April and 30th of June 2021.



### Additional benefits

May be combined with any other other ICPO discounts or IBM Global Financing channel incentives.



A one-time applicable 3%\* discount for new resellers only will be applied. The maximum discount is USD 50,000 equivalent in local currency.

Contact your ICPO sales representative for more information or to nominate your reseller for the NRD program and arrange approval before quotation - no discount applicable retrospectively.

\*Discount applies on IBM price to the distributor

For questions about the NRD program, please contact: [icpo@hu.ibm.com](mailto:icpo@hu.ibm.com)

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