

IBM IT Enterprise Hardware Segment	IT Enterprise Hardware Sub-Segment	Minimum percentage Discount off MSRP
Servers	Hardware	12%%
	Software	12%%
	Extended Warranties	5%
Storate	Hardware	22%
	Software	22%
	Extended Warranties	5%
Networking Equipment	Hardware	12%
	Software	12%
	Extended Warranties	5%
IT Infrastructure Software	Software	20%
IT Infrastructure Converged Solutions	Hardware	17%
	Software	22%
	Extended Warranties	5%
IT Infrastructure Peripheral Components	Hardware	15%
	Extended Warranties	5%

Exceptions to Minimum Percentage Discounts for IT Infrastructure Solutions

IT Enterprise Hardware Segment	IT Enterprsie Hardware Sub-Segment	Description of Exception	Minimum Percentage Discount Off MSRP
Servers	Due to the broad nature of IBM"s offerings with thousands of items, there are some we cannot offer a minimumm discount to until they are actually being proposed. Due to the size of this list, please contact your IBM representative or one of the Business Partners authorized to resell via this contract.		
IT Infrastructure Software	Due to the broad nature of IBM"s offerings with thousands of items, there are some we cannot offer a minimumm discount to until they are actually being proposed. Due to the size of this list, please contact your IBM representative or one of the Business Partners authorized to resell via this contract.		