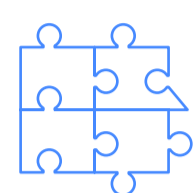


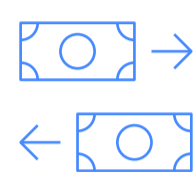
New IBM Certified Pre-Owned incentive program for IBM Business Partners

The incentive offers new clients a 10% discount on IBM Storage and IBM Power Systems solutions.

IBM Certified Pre-Owned solution benefits:



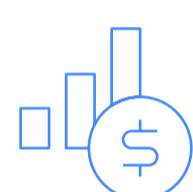
IBM Certified Pre-Owned solutions (ICPO) solutions are customizable, 100% IBM® certified and 100% IBM genuine parts



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 North America IBM Business Partners.



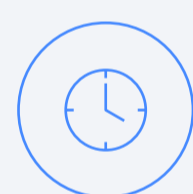
Definition

A new client is any end user who has not purchased an ICPO solution in 2020.



Fair play

Multiple IBM Business Partners may nominate the same client.



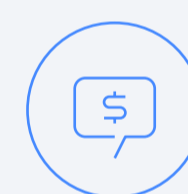
Timing

The discount applies from 14 Sept - 31 Dec 2020.



No go

May not be combined with any other ICPO discounts.



Additional benefit

May be eligible with IBM Global Financing channel incentives.



A **10%** discount for only new clients will be applied to the final invoice. The maximum discount is USD 50,000.

ICPO Marketplace with IBM Storage and IBM Power® Systems solutions offers:

- 1) IBM tested and certified products - you can count on IBM quality.
- 2) Delivery within 24 hours of order - all orders placed before 12 PM Eastern Time (ET) will be shipped the same day for next day delivery.
- 3) A large selection of the most popular power, storage parts and features - inventory is updated daily so we can be responsive to client demands.



ibm.biz/shopibmused

Contacts

Tony Patrone
ICPO Sales Executive
tony.patrone@ibm.com

Ronnie Greer
ICPO Sales Executive
greerr@us.ibm.com

© Copyright IBM Corporation 2020. IBM, the IBM logo, and ibm.com are trademarks of International Business Machines Corp., registered in many jurisdictions worldwide. Other product and service names might be trademarks of IBM or other companies. A current list of IBM trademarks is available on the Web at <https://www.ibm.com/legal/us/en/copytrade.shtml>, and select third party trademarks that might be referenced in this document is available at <https://www.ibm.com/legal/us/en/copytrade.shtml> - section 4.

IBM Global Financing offerings are provided through IBM subsidiaries and divisions worldwide to qualified commercial and government clients. IBM Global Financing lease and financing offerings are provided in the United States through IBM Credit LLC. Rates and availability are based on a client's credit rating, financing terms, offering type, equipment and product type and options, and may vary by country. Non-IBM content which is part of an overall IBM end user client solution may also be eligible for financing through IBM Global Financing. Non-hardware items are financed by means of loans. Other restrictions may apply. Rates and offerings are subject to change, extension or withdrawal without notice and may not be available in all countries. IBM and IBM Global Financing do not, nor intend to, offer or provide accounting, tax or legal advice to clients. Clients should consult with their own financial, tax and legal advisors. Any tax or accounting treatment decisions made by or on behalf of the client are the sole responsibility of the client. For IBM Credit LLC in California: Loans made or arranged pursuant to a California Financing Law license. All statements regarding IBM's future direction and intent are subject to change or withdrawal without notice and represent goals and objectives only.