

	A	B	C	D	E	F	G	H
1	<b>DATE: 1/2/2019</b>							
2	<b>Legend</b>							
3	1) New Contracts are added by Karen Schneider after legal vetting & state requirements have been completed.							
4	2) BPs must be approved & appear on <u>IBM's</u> web site for that <b>specific contract</b> before any selling occurs.							
5	<b>3) BPs are not to approach States for pre-approval to DRISC</b>							
6	4) States: a) may have multiple contracts; b) <b>may or may not permit BPs</b> ; c) may limit fee or reseller.							
7	5) Some contracts may have a primary # and a secondary # (NASPO)							
8	6) General Inquires are to be directed to Karen Schneider (kasch@us.ibm.com)							
9	<b>State</b>	<b>State Contract #</b>	<b>Contract Active in DRISC</b>	<b>Contract Start Date</b>	<b>Contract Original End Date</b>	<b>Extension End Date</b>	<b># BPs permitted</b>	<b>Software only BP's permitted</b>
10	Alabama	ACCS-JPA2016-29	not eligible					
11	Alaska	2015PC0016 (MNWNC-116)	Yes	8/10/2015	3/31/2017	3/31/2019	No Limit	No
12	Arizona	ADSP016-098793 (MNWNC-116)	Yes	7/16/2015	3/31/2017	3/31/2019	10	No
13	Arizona-Phoenix	4705000286 (subcontract to ADSP016-098793))	Yes	10/1/2015	3/31/2017	3/31/2019	No Limit	No
14	Arizona - Pima County	MA-PO-16-102 (subcontract to ADSP016-098793)	Yes	11/18/2015	3/31/2017	3/31/2019	Uses AZ BPs	No
15	Arizona (sw)	ADSP015-097466	not eligible					
16	Arkansas	4600036004 (MNWNC -116). <b>(HW only)</b>	Yes	12/8/2015	3/31/2017	3/31/2019	5	No
17	California	7-15-70-34-018 (MNWNC -116)	Yes	9/12/2016	3/31/2017	3/31/2019	No Limit	No
18	California	CMAS 3-16-70-0032H	Yes	6/13/2016	3/31/2021		No Limit	Yes
23	Florida	43211500-WSCA-15-ACS (MNWNC-116)	Yes	8/17/2015	3/31/2017	3/31/2019	No Limit	No
24	Florida - Palm Beach County	9505601A (MNWNC-116)	Yes	11/3/2015	3/31/2017	3/31/2019	No Limit	No
26	Georgia	SWC90813-02 <b>(HW only)</b>	Yes	8/11/2009	8/10/2010	8/31/2018	No Limit	No
27	Georgia	99999-SPD-SPD-000060 <b>(SW only)</b>	not eligible					
28	Hawaii	15-05 (MNWNC-116)	Yes	11/17/2015	3/31/2017	3/31/2019	No Limit	No
29	Idaho	PADD 16200511. (MNWNC-116)	Yes	12/2/1015	3/31/2017	3/31/2019	5	No
30	Illinois	CMS366703B	not eligible					
31	Illinois	CMS4790360	not eligible					
33	Iowa	MNWNC-116	Yes	3/28/2017	3/31/2018	3/31/2019	5	No
34	Kansas	40781 (MNWNC-116)	not eligible	9/29/2015	3/31/2017	3/31/2019	None	No

	A	B	C	D	E	F	G	H
1	<b>DATE: 1/2/2019</b>							
2	<b>Legend</b>							
3	1) New Contracts are added by Karen Schneider after legal vetting & state requirements have been completed.							
4	2) BPs must be approved & appear on <u>IBM's</u> web site for that <b>specific contract</b> before any selling occurs.							
5	<b>3) BPs are not to approach States for pre-approval to DRISC</b>							
6	4) States: a) may have multiple contracts; b) <b>may or may not permit BPs</b> ; c) may limit fee or reseller.							
7	5) Some contracts may have a primary # and a secondary # (NASPO)							
8	6) General Inquires are to be directed to Karen Schneider (kasch@us.ibm.com)							
9	<b>State</b>	<b>State Contract #</b>	<b>Contract Active in DRISC</b>	<b>Contract Start Date</b>	<b>Contract Original End Date</b>	<b>Extension End Date</b>	<b># BPs permitted</b>	<b>Software only BP's permitted</b>
35	Kentucky	MA 758 160000453 (MNWNC-116) <b>HW only</b>	Yes	12/2/2015	3/31/2017	3/31/2019	No Limit	No
36	Louisiana	4400000938 (MNWNC-116)	Yes	11/4/2015	3/31/2017	3/31/2019	No Limit	No
39	Massachusetts	Contracts directly with BPs	not eligible					
40	Michigan	IBM REMC	No	7/1/2014	6/30/2019		None	N/A
41	Minnesota	97230 (MNWNC-116)	not eligible	10/1/2015	3/31/2017	3/31/2019	N/A	N/A
42	Minnesota	MN 17478 (440880)	not eligible					
44	Missouri	MNWNC-116 (Local/Ed only)	Yes	12/4/2015	3/31/2017	3/31/2019	No Limit	No
45	Missouri	CT170046001 (MNWNC-116 - State Agencies only)	Yes	4/1/2015	3/31/2017	3/31/2019	No Limit	No
47	Nat'l Coop Purch Alliance (NCPA - coop agmt)	NCPA01-67	Yes	12/9/2016	12/6/2019		No Limit	Yes
48	Nebraska	14260 OC (MNWNC-116)	Yes	12/30/2015	3/31/2017	3/31/2019	No Limit	No
49	Nevada	8346 (MNWNC-116)	Yes	10/19/2015	3/31/2017	3/31/2019	No Limit	No
51	New Jersey	40047 (MNWNC-116)	Yes	10/14/2015	3/31/2017	3/31/2019	17	No
52	New Mexico	60-000-15-00008AQ (MNWNC-116)	Yes	12/2/2015	3/31/2017	3/31/2019	6	No
53	New York	PM20890-LOT1 <b>software</b>	Yes	11/30/2015	11/29/2020		No Limit	Yes
54	New York	PM20890-LOT2 <b>hardware</b>	Yes	11/30/2015	11/29/2020		No Limit	No
55	New York	PM20890-LOT3 <b>cloud</b>	Yes	11/30/2015	11/29/2020		No Limit	No
56	New York	PM20890-LOT4 <b>services</b>	No	11/30/2015	11/29/2020			No
57	North Carolina	204X	Yes	7/1/2018	6/30/2023		7	Yes
58	North Dakota	022 (MNWNC-116)	Yes	9/20/2014	3/31/2017	3/31/2019	No Limit	No
59	Oklahoma	SW1015	Yes	8/1/2018	5/10/2020		No Limit	Yes

	A	B	C	D	E	F	G	H
1	<b>DATE:</b> 1/2/2019							
2	<b>Legend</b>							
3	1) New Contracts are added by Karen Schneider after legal vetting & state requirements have been completed.							
4	2) BPs must be approved & appear on <u>IBM's</u> web site for that <b>specific contract</b> before any selling occurs.							
5	<b>3) BPs are not to approach States for pre-approval to DRISC</b>							
6	4) States: a) may have multiple contracts; b) <b>may or may not permit BPs</b> ; c) may limit fee or reseller.							
7	5) Some contracts may have a primary # and a secondary # (NASPO)							
8	6) General Inquires are to be directed to Karen Schneider (kasch@us.ibm.com)							
9	<b>State</b>	<b>State Contract #</b>	<b>Contract Active in DRISC</b>	<b>Contract Start Date</b>	<b>Contract Original End Date</b>	<b>Extension End Date</b>	<b># BPs permitted</b>	<b>Software only BP's permitted</b>
60	Pennsylvania	4400004971 (IT Svcs ITQ)	not eligible					
61	South Carolina	4400011681 (MNWNC-116)	Yes	10/23/2015	3/31/2017	3/31/2019	No Limit	No
62	South Dakota	16864 (MNWNC-116)	Yes	10/23/2015	3/31/2017	3/31/2019	No Limit	No
63	Tennessee	52902 (MNWNC-116)	Yes	1/11/2017	3/31/2017	3/31/2019	5	No
64	Texas	DIR-TSO-3996	Yes	5/1/2018	5/10/2020		No Limit	Yes
65	Texas	DIR-TSO-3012 (svcs)	not eligible					
68	Virginia	UVA682546 (aka VASCUPP)	Yes	12/27/2007	12/26/2012	11/30/2019	No Limit	Yes
69	Virginia	VA-150826-IBM	not eligible					
70	Virginia	VA 150915-IBM	not eligible					
71	Washington	05815-006 (MNWNC-116)	Yes	1/29/2016	3/31/2017	3/31/2019	No Limit	No
72	Wisconsin	505ENT-O16- NASPOCOMPUT-09 (MNWNC-116)	Yes	5/5/2016	3/31/2017	3/31/2019	No Limit	No
74								
75	Jan 2 2019 activated TN and added IBM Z to ak, sc, tn, nj, mo (state agencies only)							

BPs are responsible for knowing & complying with All T&Cs of this State Contract.

For Contract questions => ask the Public Sector Contracts Team.

Highlights below are general e.g. not all power products may be included. Check the contract for details.

<b>State / Entity:</b>	Alaska
<b>Contract Number(s):</b>	2015PC0016 (MNWNC-116)
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed)
<b>Brands included on <u>Contract</u>:</b>	IBM Z / Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$3M including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$3M including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$5k
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting
<b>Minimum Discounts:</b>	Vary. See the IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b><u>ONLY</u></b> the IBM LOA template is permitted, and only <b><u>AFTER</u></b> product delivery.
<b>Leasing/Financing permitted:</b>	Not mentioned
<b># of BPs permitted:</b>	Not mentioned. (Software only BP's not permitted)
<b>State BP Unique requirements:</b>	none mentioned
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with All T&Cs of this State Contract.

For Contract questions => ask the Public Sector Contracts Team.

Highlights below are general e.g. not all power products may be included. Check the contract for details.

<b>State / Entity:</b>	Arizona
<b>Contract Number(s):</b>	ADSP016-098793 (MNWNC-116) formerly ADSP015-093835
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed)
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$750k including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$1m including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$25k based on NASPO minimum discounts
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discount:</b>	Hw/Sw discounts vary. Maint/Svcs no minimum discount. See the IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<u>ONLY</u> the IBM LOA template is permitted, and only <u>AFTER</u> product delivery.
<b>Leasing/Financing permitted:</b>	Yes
<b># of BPs permitted:</b>	Maximum of 10 BP's are allowed. (Software only BP's are not permitted)
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with All T&Cs of this State Contract.

For Contract questions => ask the Public Sector Contracts Team.

Highlights below are general e.g. not all power products may be included. Check the contract for details.

<b>State / Entity:</b>	Arizona - City of Phoenix
<b>Contract Number(s):</b>	4705000286 (subcontract to ADSPO16-098793)
<b>Entities Permitted:</b>	City of Phoenix and related entities only
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$750k including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$1m including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$25k
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discount:</b>	Vary. See the IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b><u>ONLY</u></b> the IBM LOA template is permitted, and only <b><u>AFTER</u></b> product delivery.
<b>Leasing/Financing permitted:</b>	Yes
<b># of BPs permitted:</b>	Maximum of 10 BP's are allowed. (Software only BP's are not permitted)
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	Arizona Pima County
<b>Contract Number(s):</b>	MA-PO-16-102 (subcontract to ADSPO16-098793)
<b>Entities Permitted:</b>	Pima County & Pima County entities only
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$750k including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$1m including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$25k
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discount:</b>	Vary. See the IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY</b> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	Yes
<b># of BPs permitted:</b>	This contract will use State of Arizona ADSPO16-098793 list of approved BPs.
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	Arkansas
<b>Contract Number(s):</b>	4600036004 (MNWNC-116)
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed)
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$50k
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discounts:</b>	Vary. See the IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY</b> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	AR does not permit reference to IBM state contract when financing options are used
<b># of BPs permitted:</b>	5 (Software only BP's not permitted)
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)



BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	California
<b>Contract Number(s):</b>	7-15-70-34-018 (MNWNC -116)
<b>Entities Permitted:</b>	Local government, public ed (k-12 & Hi Ed), others by PA. NO STATE AGENCIES.
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$500K including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$500K including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$5k
<b>Services:</b>	no limit
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discount:</b>	Vary. See the IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY</b> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	Not mentioned
<b># of BPs permitted:</b>	Not mentioned
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	California
<b>Contract Number(s):</b>	CMAS 3-16-70-0032H
<b>Entities Permitted:</b>	State & Local government, public ed (k-12 & Hi Ed), others INCLUDING STATE AGENCIES.
<b>Brands included on <u>Contract</u>:</b>	IBM Z /Power / Storage / Maintenance / Software / Cloud
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$500K maximum purchase order
<b>Storage:</b>	\$500K maximum purchase order
<b>Peripherals:</b>	\$500K maximum purchase order
<b>Services:</b>	\$500K maximum purchase order
<b>Products/Services EXCLUDED:</b>	None
<b>Minimum Discount:</b>	Vary. See the IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hardware 15 days after delivery / software &amp; services 30 days after delivery</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY</b> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	Yes (see excluded conditions in contract page 12)
<b># of BPs permitted:</b>	Not mentioned
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	CA CMAS specific template
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with All T&Cs of this State Contract.

For Contract questions => ask the Public Sector Contracts Team.

Highlights below are general e.g. not all power products may be included. Check the contract for details.

<b>State / Entity:</b>	Florida
<b>Contract Number(s):</b>	43211500-WSCA-15-ACS (MNWNC-116)
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed)
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$5k
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discount:</b>	Vary. See the IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	<b>hw @ acceptance (use LOA form if possible), sw @ download</b>
<b>Risk of Loss (ROL):</b>	<b>hw @ acceptance (PUR 1000 page 5 - use LOA form if possible), sw @ download</b>
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<u>ONLY</u> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	Yes - State requires state agencies to obtain state approval
<b># of BPs permitted:</b>	Not mentioned. (Software only BP's not permitted)
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with All T&Cs of this State Contract.

For Contract questions => ask the Public Sector Contracts Team.

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	Florida - Palm Beach County
<b>Contract Number(s):</b>	9505601A (MWNWC-116)
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed)
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$5k
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discount:</b>	Vary. See the IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	<b>hw @ acceptance (use LOA form if possible), sw @ download</b>
<b>Risk of Loss (ROL):</b>	<b>hw @ acceptance (PUR 1000 page 5 - use LOA form if possible), sw @ download</b>
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<u>ONLY</u> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	Yes - State requires state agencies to obtain state approval
<b># of BPs permitted:</b>	Not mentioned. (Software only BP's not permitted)
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with All T&Cs of this State Contract.

For Contract questions => ask the Public Sector Contracts Team.

Highlights below are general e.g. not all power products may be included. Check the contract for details.

<b>State / Entity:</b>	Georgia
<b>Contract Number(s):</b>	SWC90813-02
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed)
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / IBM Z / Maintenance
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	None
<b>Servers:</b>	None
<b>Storage:</b>	None
<b>Peripherals:</b>	None
<b>Products/Services EXCLUDED:</b>	Software / Professional Services
<b>Minimum Discount:</b>	Vary. See the IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ delivery
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	Not to be used
<b>Leasing/Financing permitted:</b>	GA does not permit reference to IBM state contract when financing options are used
<b># of BPs permitted:</b>	Not mentioned
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	TBD
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	Hawaii
<b>Contract Number(s):</b>	15-05 (MNWNC-116)
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed), others by PA
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$2M including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$3M including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$5k
<b>Services:</b>	\$10k/mo
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discount:</b>	Vary. See the IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY</b> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	HI does not permit reference to IBM state contract when financing options are used
<b># of BPs permitted:</b>	Not mentioned
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	Idaho
<b>Contract Number(s):</b>	PADD 16200511 (MNWNC-116)
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed)
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$5k
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discounts:</b>	Vary. See the IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY</b> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	ID does not permit reference to IBM state contract when financing options are used
<b># of BPs permitted:</b>	Not mentioned
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	Iowa
<b>Contract Number(s):</b>	MNWNC-116
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed)
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$5k
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discounts:</b>	Vary. See the IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	ONLY the IBM LOA template is permitted, and only AFTER product delivery.
<b>Leasing/Financing permitted:</b>	Yes
<b># of BPs permitted:</b>	5
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)



BPs are responsible for knowing & complying with All T&Cs of this State Contract.

For Contract questions => ask the Public Sector Contracts Team.

Highlights below are general e.g. not all power products may be included. Check the contract for details.

<b>State / Entity:</b>	Kansas
<b>Contract Number(s):</b>	40781 (MNWNC-116)
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed)
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$5k
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discount:</b>	Vary. See the IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b><u>ONLY</u></b> the IBM LOA template is permitted, and only <b><u>AFTER</u></b> product delivery.
<b>Leasing/Financing permitted:</b>	Not mentioned
<b># of BPs permitted:</b>	Not mentioned
<b>State BP Unique requirements:</b>	Orders direct to IBM only at this time.
<b>DRISC BP Report format:</b>	<b>This contract is not DRISC or CMPSZ eligible at this time</b>
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with All T&Cs of this State Contract.

For Contract questions => ask the Public Sector Contracts Team.

Highlights below are general e.g. not all power products may be included. Check the contract for details.

<b>State / Entity:</b>	Kentucky
<b>Contract Number(s):</b>	MA 758 1600000453 (MNWNC-116)
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed)
<b>Brands included on <u>Contract</u>:</b>	Servers / Storage / Maintenance
<b>Other IBM Services included on <u>Contract</u>:</b>	None
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	Not permitted
<b>Storage:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	Not permitted
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discount:</b>	Vary. See the IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY</b> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	KY does not permit reference to IBM state contract when financing options are used
<b># of BPs permitted:</b>	Not mentioned
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with All T&Cs of this State Contract.

For Contract questions => ask the Public Sector Contracts Team.

Highlights below are general e.g. not all power products may be included. Check the contract for details.

<b>State / Entity:</b>	Louisiana
<b>Contract Number(s):</b>	4400000938 (MNWNC-116)
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed)
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$5k
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discounts:</b>	Vary. See the IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY</b> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	Not permitted
<b># of BPs permitted:</b>	Not mentioned
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	Minnesota
<b>Contract Number(s):</b>	97230 (MNWNC-116)
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed), others by PA
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$5k
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discounts:</b>	Vary. See contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY</b> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	MN does not permit reference to IBM state contract when financing options are used
<b># of BPs permitted:</b>	Not mentioned
<b>State BP Unique requirements:</b>	Orders direct to IBM only. No remarketing permitted. Only CMPSZ will be used.
<b>DRISC BP Report format:</b>	<b>This contract is not DRISC eligible</b>
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with All T&Cs of this State Contract.

For Contract questions => ask the Public Sector Contracts Team.

Highlights below are general e.g. not all power products may be included. Check the contract for details.

<b>State / Entity:</b>	Missouri
<b>Contract Number(s):</b>	MNWNC-116
<b>Entities Permitted:</b>	<b>Local government, public ed (k-12 &amp; Hi Ed). NO state agencies.</b>
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$5k
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discounts:</b>	Vary. See contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b><u>ONLY</u></b> the IBM LOA template is permitted, and only <b><u>AFTER</u></b> product delivery.
<b>Leasing/Financing permitted:</b>	Not mentioned
<b># of BPs permitted:</b>	Not mentioned. (Software only BP's not permitted)
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with All T&Cs of this State Contract.

For Contract questions => ask the Public Sector Contracts Team.

Highlights below are general e.g. not all power products may be included. Check the contract for details.

<b>State / Entity:</b>	Missouri
<b>Contract Number(s):</b>	CT170046001 (subcontract to MNWNC-116)
<b>Entities Permitted:</b>	<b>State agencies only</b>
<b>Brands included on <u>Contract</u>:</b>	IBM Z / Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$1.5M including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$1.5M including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$5k
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting
<b>Minimum Discounts:</b>	Vary. See contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY</b> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	Not mentioned
<b># of BPs permitted:</b>	Not mentioned. (Software only BP's not permitted)
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	Multiple states & local governments
<b>Contract Number(s):</b>	NCPA01-67
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed)
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / IBM Z / Software / Cloud
<b>Other IBM Services included on <u>Contract</u>:</b>	Cloud, Install, implement, integrate
<b>Configuration caps:</b>	None
<b>Servers:</b>	None
<b>Storage:</b>	None
<b>Peripherals:</b>	None
<b>Products/Services EXCLUDED:</b>	Business Partner Services, 3rd party products, IBM products not listed in price files.
<b>Minimum Discount:</b>	Vary. See IBM contract web page.
<b>Shipping &amp; Handling:</b>	Line item billing of S&H charges permitted
<b>Title transfer:</b>	hw @ ship
<b>Risk of Loss (ROL):</b>	hw @ ship
<b>Acceptance period:</b>	hw @ ship/ sw @ order processing / maint @ registration
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance:</b>	Not applicable
<b>Leasing/Financing permitted:</b>	Yes
<b># of BPs permitted:</b>	No limits
<b>State BP Unique requirements:</b>	All End users must register to use this contract before issuing PO's.
<b>DRISC BP Report format:</b>	'NCPA 01-67_monthly_reportinq_template_Aug_1_2017.xlsx
<b>Find the full Contract on:</b>	<a href="https://www-304.ibm.com/shop/americas/content/home/ncpa/contracts/pshp.html">https://www-304.ibm.com/shop/americas/content/home/ncpa/contracts/pshp.html</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with All T&Cs of this State Contract.

For Contract questions => ask the Public Sector Contracts Team.

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	Nebraska
<b>Contract Number(s):</b>	14260 OC (MNWNC-116)
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed), others by PA
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$5k
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discounts:</b>	Vary. See IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY</b> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	NE does not permit reference to IBM state contract when financing options are used
<b># of BPs permitted:</b>	Not mentioned. (Software only BP's not permitted)
<b>State BP Unique requirements:</b>	Not mentioned
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)



BPs are responsible for knowing & complying with All T&Cs of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	Nevada
<b>Contract Number(s):</b>	8346 (MNWNC-116)
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed), others by PA
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$5k
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discounts:</b>	Vary. See IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b><u>ONLY</u></b> the IBM LOA template is permitted, and only <b><u>AFTER</u></b> product delivery.
<b>Leasing/Financing permitted:</b>	NV does not permit reference to IBM state contract when financing options are used
<b># of BPs permitted:</b>	Not mentioned. (Software only BP's not permitted)
<b>State BP Unique requirements:</b>	Not mentioned
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with All T&Cs of this State Contract.

For Contract questions => ask the Public Sector Contracts Team.

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	New Jersey
<b>Contract Number(s):</b>	40047 (MNWNC-116)
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed), others by PA
<b>Brands included on <u>Contract</u>:</b>	IBM Z / Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$750k including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$1M including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$50k
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting
<b>Minimum Discounts:</b>	Vary. See contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY</b> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	State not permitted, Local Gov't yes. See contract addendum page 4.
<b># of BPs permitted:</b>	maximum 17. (Software only BP's not permitted)
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	New Mexico
<b>Contract Number(s):</b>	60-000-15-00008AQ (MNWNC-116)
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed), others by PA
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$5k
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discounts:</b>	Vary. See IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY</b> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	NM does not permit reference to IBM state contract when financing options are used
<b># of BPs permitted:</b>	6. (Software only BP's not permitted)
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	New York
<b>Contract Number(s):</b>	PM20890 - Lot 1 - Software
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed), others by PA
<b>Brands included on <u>Contract</u>:</b>	Limited to New License and Subscription & Support software
<b>Other IBM Services included on <u>Contract</u>:</b>	None
<b>Configuration caps:</b>	
<b>Servers:</b>	N/A
<b>Storage:</b>	N/A
<b>Peripherals:</b>	N/A
<b>Products/Services EXCLUDED:</b>	All other products/services found on other Lots including software found on other lots
<b>Minimum Discounts:</b>	Vary. See IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	Not applicable
<b>Risk of Loss (ROL):</b>	Not applicable
<b>Acceptance period: (both)</b>	1- New York OGS Addendum <b>must</b> be specifically mentioned on quote - see required language in Step 1 training 2 - 60 days AFTER IBM has processed the order (enabled downloading)
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY the IBM LOA template is permitted AFTER IBM has processed the order</b>
<b>Leasing/Financing permitted:</b>	NY does not permit reference to IBM state contract when financing options are used
<b># of BPs permitted:</b>	Not mentioned
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	New York PM20890 monthly reporting template.xlsx (on PartnerWorld)
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	New York
<b>Contract Number(s):</b>	PM20890 - Lot 2 - Hardware
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed), others by PA
<b>Brands included on <u>Contract</u>:</b>	Limited to Hardware, Operating System SW & their maintenance.
<b>Other IBM Services included on <u>Contract</u>:</b>	None
<b>Configuration caps:</b>	
<b>Servers:</b>	None
<b>Storage:</b>	None
<b>Peripherals:</b>	None
<b>Products/Services EXCLUDED:</b>	All other products/services found on other Lots including hardware found on other lots
<b>Minimum Discounts:</b>	Vary. See IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	At acceptance
<b>Risk of Loss (ROL):</b>	At acceptance (appendix B page 7)
<b>Acceptance period:</b>	30 days after delivery
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY</b> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	NY does not permit reference to IBM state contract when financing options are used
<b># of BPs permitted:</b>	Not mentioned
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	New York PM20890 monthly reporting template.xlsx (on PartnerWorld)
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	New York
<b>Contract Number(s):</b>	PM20890 - Lot 3 - Cloud
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed), others by PA
<b>Brands included on <u>Contract</u>:</b>	Cloud
<b>Other IBM Services included on <u>Contract</u>:</b>	None
<b>Configuration caps:</b>	
<b>Servers:</b>	None
<b>Storage:</b>	None
<b>Peripherals:</b>	None
<b>Products/Services EXCLUDED:</b>	All other products/services found on other Lots, including product usable for Cloud.
<b>Minimum Discounts:</b>	Vary. See IBM contract web page.
<b>Shipping &amp; Handling:</b>	Not applicable
<b>Title transfer:</b>	Not applicable
<b>Risk of Loss (ROL):</b>	Not applicable
<b>Acceptance period:</b>	New York OGS Addendum <b>must</b> be specifically mentioned on quote - see required language in Step 1 Training
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	Not applicable
<b>Leasing/Financing permitted:</b>	NY does not permit reference to IBM state contract when financing options are used
<b># of BPs permitted:</b>	Not mentioned
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	New York PM20890 monthly reporting template.xlsx (on PartnerWorld)
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	New York
<b>Contract Number(s):</b>	PM20890 - Lot 4 - Implementation Services
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed), others by PA
<b>Brands included on <u>Contract</u>:</b>	ITS Services only - No services found in other lots
<b>Other IBM Services included on <u>Contract</u>:</b>	None
<b>Configuration caps:</b>	
<b>Servers:</b>	Not applicable
<b>Storage:</b>	Not applicable
<b>Peripherals:</b>	Not applicable
<b>Products/Services EXCLUDED:</b>	All other products/services found on other lots
<b>Minimum Discounts:</b>	Vary. See IBM contract web page.
<b>Shipping &amp; Handling:</b>	Not applicable
<b>Title transfer:</b>	Not applicable
<b>Risk of Loss (ROL):</b>	Not applicable
<b>Acceptance period:</b>	Acceptance per Statement of Work
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	Not applicable
<b>Leasing/Financing permitted:</b>	Not mentioned
<b># of BPs permitted:</b>	Not mentioned
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	New York PM20890 monthly reporting template.xlsx (on PartnerWorld)
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	North Carolina
<b>Contract Number(s):</b>	204X
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed)
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / IBM Z / Software / Cloud
<b>Other IBM Services included on <u>Contract</u>:</b>	Cloud, Install, implement, integrate
<b>Configuration caps:</b>	None
<b>Servers:</b>	None
<b>Storage:</b>	None
<b>Peripherals:</b>	None
<b>Products/Services EXCLUDED:</b>	Business Partner Services, 3rd party products, IBM products not listed in price files.
<b>Minimum Discounts:</b>	Vary. See IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw @ delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b><u>Not applicable</u></b>
<b>Leasing/Financing permitted:</b>	Not mentioned
<b># of BPs permitted:</b>	7
<b>State BP Unique requirements:</b>	Yes
<b>DRISC BP Report format:</b>	North Carolina unique template (see DRISC PartnerWorld web page)
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)



BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	North Dakota
<b>Contract Number(s):</b>	022 (MNWNC-116)
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed), others by PA
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$750k including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$750k including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$5k
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discounts:</b>	Vary. See IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY</b> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	Not mentioned
<b># of BPs permitted:</b>	Not mentioned. (Software only BP's not permitted)
<b>State BP Unique requirements:</b>	Not mentioned
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with All T&Cs of this State Contract.

For Contract questions => ask the Public Sector Contracts Team.

Highlights below are general e.g. not all power products may be included. Check the contract for details.

State / Entity:	Oklahoma
Contract Number(s):	SW1015
Entities Permitted:	All state / local government, public ed (k-12 & Hi Ed)
<b>CAUTION ==&gt;</b>	<b>For non-maintenance services hourly rates, you must use Oklahoma specific rate tables.</b>
Brands included on Contract:	Power / Storage / IBM Z / Maintenance / Software incl IBM Z sw
<b>NEW =&gt; limited 3rd party products:</b>	See Appendix C for limited # of 3rd party products available as part of a configuration
Other IBM Services included on Contract:	IT Professional Services (Install, implement, integrate), General Business Services
<b>NEW =&gt; Services Requirement:</b>	<b>Optional Offering =&gt; Ask customer if they require their data to remain within the continental US. Yes = customer must sign up for IBM Enhanced Support Services (ESS) Offering or choose a US based Cloud Data Center. No = Business as Usual.</b>
<b>NEW =&gt; Confidentiality Requirement:</b>	All confidential information must remain confidential for a period of 10 years.
Configuration caps:	None
Products/Services EXCLUDED:	System Outsourcing, <i>Cloud Offerings (in negotiation/pending)</i>
Minimum Discounts:	<b>Vary by product/service.</b>
<b>New =&gt; Additional Discount:</b>	<b>If individual Power or Storage config is greater than \$500K, include additional 1% discount</b>
Shipping & Handling:	Included in the Contract price. S&H may NOT appear as a line item.
Title transfer:	HW @ delivery
Risk of Loss (ROL):	HW @ delivery
Acceptance period:	hw @ delivery / sw @ PO processing / maint @ registration
Invoice Terms:	No Invoice permitted before Acceptance is completed.
Letter of Acceptance:	<u>Not required</u>
Leasing/Financing permitted:	<u><b>Not currently available - under negotiations</b></u>
# of BPs permitted:	Not limited
State BP Unique requirements:	Yes
DRISC BP Report format:	Oklahoma Vendor sales report template 07-19-76.xlsx
Find the full Contract on:	www.ibm.com/sledcontracts
Find the BP Program details:	www.ibm.com/partnerworld
IBM Public Sector Contracts team:	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	South Carolina
<b>Contract Number(s):</b>	4400011681 (MNWNC-116)
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed), others by PA
<b>Brands included on <u>Contract</u>:</b>	IBM Z / Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$2M including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$3M including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$5k
<b>Services:</b>	\$500k
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, Saas, Business Consulting
<b>Minimum Discounts:</b>	Vary. See IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY</b> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	Yes. See contract addendum page 20
<b># of BPs permitted:</b>	Not mentioned. (Software only BP's not permitted)
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	South Dakota
<b>Contract Number(s):</b>	16864 (MWNWC-116)
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed), others by PA
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$5k
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, Saas, Business Consulting, IBM Z
<b>Minimum Discounts:</b>	Vary. See IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY</b> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	Not mentioned
<b># of BPs permitted:</b>	Not mentioned. (Software only BP's not permitted)
<b>State BP Unique requirements:</b>	Not mentioned
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	Tennessee
<b>Contract Number(s):</b>	52902 (MNWNC-116)
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed)
<b>Brands included on <u>Contract</u>:</b>	IBM Z / Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	None
<b>Servers:</b>	None
<b>Storage:</b>	None
<b>Peripherals:</b>	None
<b>Products/Services EXCLUDED:</b>	Application software, Cloud, Saas, Business Consulting
<b>Minimum Discounts:</b>	Vary. See the IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY</b> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	Not mentioned
<b># of BPs permitted:</b>	5
<b>State BP Unique requirements:</b>	Orders direct to IBM only. No remarketing permitted.
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with **All T&Cs** of this State Contract. **Questions?** See Contacts below.  
**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	Texas
<b>Contract Number(s):</b>	DIR-TSO-3996
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed), Entities outside TX by Interlocal Coop Contract only
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / IBM Z / Maintenance / Software incl IBM Z sw, Cloud & Cognitive offerings per Appendix C
<b>NEW =&gt; limited 3rd party products:</b>	See Appendix C for limited # of 3rd party products available as part of a configuration
<b>NEW =&gt; Multivendor Support Services:</b>	See Appendix C for limited # of 3rd party products available for maintenance support
<b>Other IBM Services included on <u>Contract</u>:</b>	IT Professional Services (Install, implement, integrate), General Business Services
<b>NEW =&gt; Services Requirement:</b>	<b>Ask customer if they require their data to remain within the continental US. Yes = customer must sign up for IBM Enhanced Support Services (ESS) Offering or choose a US based Cloud Data Center. No = Business as Usual.</b>
<b>New =&gt; Confidentiality Requirement:</b>	<b>All confidential information must remain confidential for a period of 10 years after the release of the information.</b>
<b>Configuration caps:</b>	None
<b>Products/Services EXCLUDED:</b>	<b>Strategic Outsourcing</b>
<b>Minimum Discounts:</b>	Vary by product / service. See IBM web page for Texas.
<b>New =&gt; Additional Discount:</b>	<b>If Individual Power or Storage Config is greater than \$500,000.00, include additional 1% discount</b>
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	HW @ delivery
<b>Risk of Loss (ROL):</b>	HW @ delivery
<b>Acceptance period:</b>	<b>hw @ delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance:</b>	Not required
<b>Leasing/Financing permitted:</b>	Being negotiated
<b># of BPs permitted:</b>	Not limited
<b>State BP Unique requirements:</b>	Yes
<b>DRISC BP Report format:</b>	Texas Coop Vendor Sales Report Template May 10, 2018.xlsx
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	University of Virginia
<b>Contract Number(s):</b>	682546
<b>Entities Permitted:</b>	VASCUPP members, VA state and Local Government, VA Public Education institutions
<b>Brands included on <u>Contract</u>:</b>	IBM Z / Power / Storage / Maintenance / Software / Cloud
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	None
<b>Servers:</b>	None
<b>Storage:</b>	None
<b>Peripherals:</b>	None
<b>Products/Services EXCLUDED:</b>	Professional Services
<b>Minimum Discounts:</b>	Vary. See IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ delivery
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw @ ship / sw @ PO processing / maint @ registration</b>
<b>Letter of Acceptance:</b>	Not required
<b>Leasing/Financing permitted:</b>	Not mentioned
<b># of BPs permitted:</b>	Not mentioned
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	<a href="#">Virginia VASCUPP monthly reporting template - Aug 22, 2016.xlsx</a>
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)

BPs are responsible for knowing & complying with All T&Cs of this State Contract.

For Contract questions => ask the Public Sector Contracts Team.

Highlights below are general e.g. not all power products may be included. Check the contract for details.

<b>State / Entity:</b>	Washington
<b>Contract Number(s):</b>	05815-006 (MNWNC-116)
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed)
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$5k
<b>Products/Services EXCLUDED:</b>	Application Software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discounts:</b>	Vary. See the IBM contract web page.
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY</b> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	WA does not permit reference to IBM state contract when financing options are used
<b># of BPs permitted:</b>	Not mentioned
<b>State BP Unique requirements:</b>	Not mentioned
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)



BPs are responsible for knowing & complying with **All T&Cs** of this State Contract.

For Contract questions => **ask the Public Sector Contracts Team.**

**Highlights below are general e.g. not all power products may be included. Check the contract for details.**

<b>State / Entity:</b>	Wisconsin 505ENT
<b>Contract Number(s):</b>	505ENT-O16-NASPOCOMPUT-09 (MNWNC-116)
<b>Entities Permitted:</b>	All state / local government, public ed (k-12 & Hi Ed), others by PA
<b>Brands included on <u>Contract</u>:</b>	Power / Storage / Maintenance / Software
<b>Other IBM Services included on <u>Contract</u>:</b>	Only on products purchased via this contract: Install, implement, integrate
<b>Configuration caps:</b>	Configuration cap includes software as part of configuration
<b>Servers:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Storage:</b>	\$500k including related middleware, based on NASPO minimum discounts
<b>Peripherals:</b>	\$5k
<b>Products/Services EXCLUDED:</b>	Application Software, Cloud, SaaS, Business Consulting, IBM Z
<b>Minimum Discounts:</b>	vary by Participating Addendum
<b>Shipping &amp; Handling:</b>	<b>Included in the Contract price. S&amp;H may NOT appear as a line item.</b>
<b>Title transfer:</b>	hw @ acceptance
<b>Risk of Loss (ROL):</b>	hw @ delivery
<b>Acceptance period:</b>	<b>hw 30 days after delivery / sw @ PO processing / maint @ registration</b>
<b>Invoice Terms:</b>	No Invoice permitted before Acceptance is completed.
<b>Letter of Acceptance (Optional):</b>	<b>ONLY</b> the IBM LOA template is permitted, and only <b>AFTER</b> product delivery.
<b>Leasing/Financing permitted:</b>	Yes, see contract addendum page 7
<b># of BPs permitted:</b>	Not mentioned
<b>State BP Unique requirements:</b>	Yes. See "Additional State Requirements" file on PartnerWorld DRISC page.
<b>DRISC BP Report format:</b>	NASPO ValuePoint standard format
<b>Find the full Contract on:</b>	<a href="http://www.ibm.com/sledcontracts">www.ibm.com/sledcontracts</a>
<b>Find the BP Program details:</b>	<a href="http://www.ibm.com/partnerworld">www.ibm.com/partnerworld</a>
<b>IBM Public Sector Contracts team:</b>	Public Sector Contract Sales Manager - Eric Rice (erice2@us.ibm.com) NASPO / DRISC Program Manger - Karen Schneider (kasch@us.ibm.com) DRISC Program Manager - Michael Mortenson (mrmorten@us.ibm.com)