



# POWER9 Scale Out End User Bonus Promotion

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Announcement letter: ZAEP0091A

Announcement date: January 24, 2020

Enduser customers will receive a rebate up to 3.000 \$ (\*) when they purchase a new eligible IBM Power Systems model from an authorized IBM Business Partner as replacement of an old Power Systems, AS/400, iSeries, pSeries, System i, System p, RS/6000 server or when they purchase a new eligible IBM Power Systems model for the first time.

**(\*) See Appendix A: “Local currency conversion”**



## Announcement overview

The purpose of this program is to provide an incentive for End User customers that will help them to renew their IBM Power Systems servers or to adopt the IBM Power Systems technology for the first time.

- The End User rebate amount offered via this program will be included in the price to the Business Partner. Therefore, customers must also agree any terms upon how the payment of the End User rebate will be passed from the Business Partner to them.
- IBM Business Partner Solution Providers are required, as a condition of participation in this program, to pass the respective End User rebate amount to their End User customer e.g. declared respective amount in the EU quote. Proof has to be auditable and must be made available on the request of IBM.

## Prerequisites

- The Business Partner must have an approved Deal Registration for the specific customer. To get the promotion discount, Deal Registration is needed for both Bid Type = Standard and Bid Type = Managed Services Offering, even though DR for MSO is not mandatory for the Bid Type.
- Eligible products have to be purchased under Value Seller terms:  
[https://www.ibm.com/partnerworld/wps/servlet/mem/ContentHandler/pw\\_ast\\_exh\\_general\\_terms\\_valuesellerpricing](https://www.ibm.com/partnerworld/wps/servlet/mem/ContentHandler/pw_ast_exh_general_terms_valuesellerpricing)
- For orders involving more than 5 (five) systems, IBM Business Partners must notify IBM and obtain prior approval from Sylvia Scheerova, IBM Power Channel Manager (Sylvia\_scheerova@sk.ibm.com).

## Eligible Products

All IBM Power Systems Scale-out hardware products with POWER9 processor listed in the table below are eligible.

Description	Machine Type	Model	Processor Features	Enduser rebate
Power System S914 4 cores	9009	41A	#EP10	\$ 1.500
Power System S914 6/8 cores	9009	41A	#EP11 and #EP12	\$ 2.000
Power System S922	9009	22A	All	\$ 1.500
Power System S924	9009	42A	All	\$ 3.000
Power System AC922	8335	GTH / GTX	All	\$ 2.000



## Including

- Products purchased under Value Seller terms
- Products purchased by a Managed Service Provider (MSP)
- Products purchased under Transaction Agreements

## Excluding

- Distributor inventory
- Model upgrades and 'after Market' (MES) orders for features
- Products purchased under demonstration, development terms and evaluation terms
- Products purchased for Business Partners internal use
- All 'used' equipment
- Products purchased under special bid terms (including frame agreement and IVO offerings)
- Sales to Public Sector and Government Entity (GE) End Users do not qualify. For a definition of what IBM includes as a GE please link here:

<https://www.ibm.com/partnerworld/resources/manage/government-owned-entity-definition>

## Where is it available

This program is valid for all IBM Business Partners Distributors who have signed the Business Partner Agreement in Belgium, Luxembourg, Netherlands, Albania, Armenia, Azerbaijan, Belarus, Bosnia & Herzegovina, Bulgaria, Croatia, Czech Republic, Estonia, Georgia, Hungary, Kazakhstan, Kyrgyzstan, Latvia, Lithuania, Macedonia, Moldova, Montenegro, Poland, Romania, Russia, Serbia, Slovakia, Slovenia, Tajikistan, Turkmenistan, Ukraine, Uzbekistan, Austria, Germany, Liechtenstein, Switzerland, Andorra, Comoros, France, French Guyana, French Polynesia, French Southern Territories, Guadeloupe, Martinique, Mayotte, Monaco, New Caledonia, Reunion, St. Pierre and Miquelon, Vanuatu, Wallis & Futuna, Italy, San Marino, Vatican City, Aland Islands, Denmark, Faeroe Islands, Finland, Greenland, Iceland, Norway, Sweden, Cyprus, Greece, Israel, Malta, Portugal, Spain, British Indian Ocean Territory, Falkland Islands, Gibraltar, Guernsey, Ireland, Isle of Man, Jersey, Pitcairn Island, Saint Helena, South Georgia & South Sandwich Island, United Kingdom

## Who is eligible?

Enduser customers who purchase a new eligible IBM Power System model from an authorized IBM Business Partner.

## Start and End Dates

This promotional incentive is valid for orders received and accepted by IBM between January 24, 2020 and June 30, 2020 (including).



## Marketing information

Eligible products financed by IGF and reported as sold out via IBM sales out reporting qualify for this promotional incentive if the sales-out date is within the start and end date of this promotion. Please contact your local IGF representative for details or visit <http://www.ibm.com/financing>.

Questions relating to this program should be directed to Sylvia Scheerova, Power Systems Channel Leader, Europe (mailto: [Sylvia\\_scheerova@sk.ibm.com](mailto:Sylvia_scheerova@sk.ibm.com) ) or your IBM representative.

## Promo codes in ePricer

To apply the correct promo discount to the quote, please use one of the following ePricer promo codes:

- **EPP9SCO1** – \$ 1.500 fix amount discount off Quick Price for the eligible HW models (see the table above)
- **EPP9SCO2** – \$ 2.000 fix amount discount off Quick Price for the eligible HW models (see the table above)
- **EPP9SCO3** – \$ 3.000 fix amount discount off Quick Price for the eligible HW models (see the table above)

The ePricer calculation will show the final Value Seller price including the promotional discount for this offering.

## Ordering/fulfillment information

Follow normal ordering process.

## Additional information and conditions

The following Standard Terms and Conditions apply for all countries:

- Any information submitted to IBM will be treated as confidential and will only be used for the purposes of determining proof of entitlement, calculation and settlement of rebate requests.
- IBM reserves the right to modify or withdraw this program at any time.
- IBM makes no commitment that the above program will be available in any future program.
- This program is void wherever prohibited or restricted by Law.

## Combinability with other IBM programs

POWER9 Scale Out Bonus Promotion can be combined with any other active Power Systems programs.



## Appendix A: Local currency conversion

The Program Exchange Rates are available at this link:

[https://www-356.ibm.com/partnerworld/wps/servlet/mem/ContentHandler/pw\\_com\\_sel-currency-exchange-rates/lc=en\\_ALL\\_ZZ](https://www-356.ibm.com/partnerworld/wps/servlet/mem/ContentHandler/pw_com_sel-currency-exchange-rates/lc=en_ALL_ZZ)



## History of Revisions

Date of revision	Details of revision	Effective Date
16 January 2020	Initial Program Version	24 January, 2020