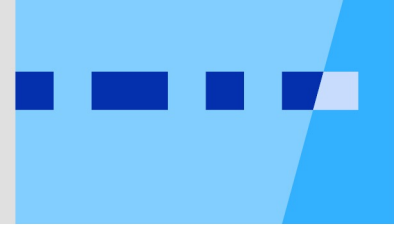


IBM Partner Ecosystem

The IBM Storage Trade-in Program

Purchase new IBM storage and trade in old storage for a rebate



An IBM® Business Partner can offer you a direct payment from IBM when you purchase eligible IBM storage from that partner and trade in your old storage.

What is the IBM Storage Trade-in Program?

Customers in Canada and the United States who purchase new IBM storage from an IBM Business Partner, to replace IBM or competitive storage, can earn a trade-in rebate from IBM. The trade-in payment is dependent on the type of storage being traded in.

How does the program work?

- Your IBM Business Partner works with IBM to determine the trade-in payment based on the new solution and storage you will trade in.
- You purchase the new IBM storage and agree to trade in your eligible old storage.
- IBM pays for the packaging and pickup of your old storage
- IBM pays the cash rebate directly to you after receiving the old storage.

What types of storage products are eligible?

Disk, flash and tape from IBM and other manufacturers are eligible to trade in.

What is the timeline?

- Engage an IBM Business Partner early when planning to update your storage infrastructure.
- The IBM Business Partner can quote the trade-in payment based on your specific environment.
- After you purchase the new IBM storage, your IBM Business Partner will submit a trade-in claim.
- IBM will send you a trade-in agreement to be signed.
- Implement the new solution and prepare the old storage for return to IBM within 9 months of the invoice date.

Contact your IBM Business Partner for more details about the IBM Storage Trade-in Program.

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