

IBM BladeCenter Chassis promotion (expires December 31, 2009)

Announcement Letter Number 509-565

October 6, 2009

The offer

For a limited time only, eligible IBM® Business Partners can receive a rebate if their End User, as defined in the IBM Business Partner Agreement, acquires a selected eligible new IBM BladeCenter® chassis to replace a qualifying, installed, non-IBM chassis or a minimum of nine (9) non-IBM rack-optimized servers.

There is a limit of one eligible new IBM BladeCenter chassis per End-User location (single building with a single street address) that can qualify for a rebate.

Sales to Public Sector End Users do not qualify.

For a list of qualifying and eligible products, refer to the [Qualifying/Eligible products](#) section.

* as defined in the IBM Business Partner Agreement

Start and/or end dates

End-User invoices for the eligible products must be dated on or after October 6, 2009, but no later than December 31, 2009.

Completed and signed Replacement certification forms must be received by IBM no later than December 31, 2009.

EDI or Web-based sales transaction reporting must be received by IBM no later than December 31, 2009.

Who is eligible?

The following IBM Business Partners are eligible for this promotion:

- Solution Providers and Resellers who acquire products directly from IBM
- Solution Providers and Resellers who acquire IBM products from IBM Business Partner -- Distributors
- Systems Integrators

Where is it available?

This promotion is available only in the United States and its territories.

Qualifying/Eligible products

Qualifying products

Description	Machine type	Minimum quantity installed
Non-IBM chassis	ALL	1
Non-IBM rack-optimized servers	ALL	9

Eligible products

Description	Part number	Rebate amount
BladeCenter S	88861TU	\$2,079
or		
BladeCenter H	88524SU	4,063

Additional information/conditions

IBM reserves the right to modify or withdraw this promotion at any time.

This promotion is subject to the terms and conditions of any applicable Agreements.

Products acquired for IBM Business Partner internal use, or for demonstration or development use, do not qualify for rebates under the terms of this promotion.

IBM intends to audit sales transactions on an ongoing basis to ensure compliance with the terms and conditions of this promotion. For sales transactions that received rebate payments, and are later determined to be ineligible or otherwise non-compliant with the terms and conditions of this promotion, IBM will invoice the IBM Business Partner for any rebate payments made.

End-User replacement certification

In order for you to receive a rebate, your End User must complete and sign a Replacement certification (see attached), and you must send the signed Replacement certification statement to IBM no later than December 31, 2009, at:

Fax: 1-800-477-6745, or
E-mail: blade@tradeonemktg.com

Prior to sending the Replacement certification statement to IBM, you must ensure that your Business Partner company name and Location ID Number appear on the form.

Sales transaction reporting

All qualifying sales must be reported via EDI or the Web-based reporting facility no later than December 31, 2009.

Transshipment of product between Resellers does not qualify as a sale to an End User, and should not be reported as such under the terms and conditions of these incentives.

Accruals and payments for these incentives will be reflected in your monthly ProPlan 2009 statement. IBM will debit any account for returns or adjustments to reported sales. For questions pertaining to your statement, contact the IBM Promotional Support Center at 800-477-6756.

Any inquiries related to differences between Business Partner reported sales transactions and IBM's verified sales must be documented, in writing, by the Business Partner to IBM within 90 days of the accrual period, or claims to any unpaid incentive payments will be forfeited. Inquiries may be faxed to 800-477-6745.

Business Partners are responsible for ensuring the accuracy of their sales reporting. IBM reserves the right to request further data for reconciliation, and will withhold payments subject to validation of the data, or recover monies already paid based upon changes to previously submitted data.

Ordering information

Follow normal ordering procedures for the eligible products.

Can this offer be combined?

This promotion cannot be combined with any other IBM discounts, rebates, allowances, or special bids on the eligible products.

Need help?

Questions pertaining to this promotion should be directed to Brian Kielty at bkielty@us.ibm.com, Sean Whalen (alternate) at swhalen@us.ibm.com, or PartnerWorld® Contact Services at 800-426-9990.

Replacement certification form (509-565)

IBM BladeCenter chassis promotion

Non-IBM chassis or nine (9) non-IBM rack optimized servers being replaced

Vendor	Description	Serial number
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