

IBM Global Financing Doubles Reseller Fees for 4th Quarter for IBM System x Centric Financed Solutions

- Looking for a way to overcome your client's budget issues and/or provide a compelling reason to refresh old technology? IBM Global Financing (IGF) may be your ticket to the winner's circle, and we pay you handsomely!
- During the 4th quarter (October 1 - December 31), IBM Global Financing is doubling reseller fees for IBM System x centric (20% System x content) financing transactions. Simply register your opportunity (attached) and work with either your IGF distributor team or IGF directly to close the deal.
- Does your client have a budget issue? IGF's aggressive financing rates coupled with customized payment structures can solve the most daunting budget issue - even provide a payment deferral until 2010.
- Give your client a compelling reason to refresh old technology today. One of the most cost effective ways to systematically refresh technology is by leveraging IGF's lease and asset recovery capabilities. IGF can provide the client a certified and secure means to dispose of your old technology and should client equipment have market value, IGF will pay competitive prices. Moreover, IGF leasing provides an effective means to lower ROI.

4th Quarter IGF IBM System x Fee Offering Requirements and Conditions

- Second half 2009 IGF Business Partner and Financing Associates Fee Plan for the US and Canada ([Announcement Letter Number 509-1049](#)) (“Fee Plan”) conditions and exclusions apply. This is in addition to any fees earned from the Fee Plan.
- IBM System x (model/type) must be \$25,000 or greater.
- Opportunities must be registered prior to IGF lease/financing contracts are executed. Please email registration form to Stacey Faile, 678-248-6393, sfaile@us.ibm.com
- Data Required:

						<u>Total</u>	<u>x Brand</u>
					<u>Customer</u>	<u>Revenue</u>	<u>content</u>
<u>Request Date</u>	<u>Requestor</u>	<u>Partner</u>	<u>End User</u>	<u>City, St</u>	<u>Number</u>	<u>(\$M's)</u>	<u>(\$M's)</u>

<u>FMV</u>	<u>FPO</u>	<u>Targeted</u>			<u>Date</u>	<u>Fee</u>	<u>additional fee</u>	<u>Date</u>
<u>content (%)</u>	<u>content (%)</u>	<u>Close Date</u>	<u>Date Approved</u>	<u>Supplement #</u>	<u>Confirmed</u>	<u>Paid</u>	<u>Earned</u>	<u>Paid</u>