
IBM Power “Sweep the Floor” Promotion

Announcement number: ZUWW4002A

Announcement date: July 22nd, 2024

Announcement Overview

Eligible IBM Business Partner-Distributors may earn an additional discount to the IBM Value Seller Price when they acquire eligible IBM Power10 systems for resale to their Resellers who in turn sell to End User Customers that are replacing installed IBM POWER7 or POWER8 with the new Power10 system. The intent of this promotion is to drive incremental upgrades by the End User Customer. IBM anticipates that the Distributor and Reseller will work together to use the additional discount to lower pricing to the end user.

Offer Period

This offer is valid for machines ordered and shipped between the date of this announcement and **December 31, 2024**

Who is eligible?

IBM Business Partner Distributors authorized to market IBM Power systems are eligible for this promotion.

This announcement is being made available to Distributors only. Distributors should review this announcement with their Resellers to ensure they are aware of this offer.

Where is it available?

This offer is valid in the following countries:

Americas: United States, Canada, Argentina, Brazil, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru, Uruguay, and Venezuela

APAC: Singapore, Malaysia, Indonesia, Thailand, Philippines, Brunei, Vietnam, Cambodia, Laos, Myanmar, Australia, Fiji, New Zealand, Papua New Guinea, Korea, Hong Kong, Taiwan, Macao, India, Bangladesh, Bhutan, Nepal, Sri Lanka

JAPAN

EMEA:

Afghanistan, Albania, Algeria, Andorra, Angola, Armenia, Austria, Azerbaijan, Bahrain, Belgium, Benin, Bosnia & Herzegovina, Botswana, Bulgaria, Burkina Faso, Burundi, Cameroon, Cape Verde Islands, Central African Republic, Chad, Comoros, Congo Rep, Congo-The Democratic Republic of, Croatia, Cyprus, Czech Republic, Denmark, Djibouti, Equatorial Guinea, Eritrea, Estonia, Ethiopia, Egypt, Falkland Islands, Faroe Islands, Finland, France, French Guyana, French Polynesia, French Southern Territories, Gabon, Gambia, Georgia, Germany, Gibraltar, Greece, Greenland, Guadeloupe, Guernsey, Guinea, Guinea-Bissau, Hungary, Iceland, Iraq, Ireland, Isle of Man, Israel, Italy, Jersey, Jordan, Kazakhstan, Kenya, Kuwait, Kyrgyzstan, Latvia, Lebanon, Lesotho, Liberia, Libya, Liechtenstein, Lithuania, Luxembourg, Macedonia, Madagascar, Malawi, Mali, Malta, Martinique, Mauritania, Mauritius, Mayotte, Moldova, Monaco, Montenegro, Morocco, Mozambique, Namibia, Netherlands, New Caledonia, Niger, Nigeria, Norway, Oman, Pakistan, Palestine, Pitcairn Island, Poland, Portugal, Qatar, Reunion, Romania, Rwanda, Saint Helena, San Marino, Sao Thome Island, Saudi Arabia, Senegal, Serbia, Seychelles, Sierra Leone, Slovakia, Slovenia, Somalia, South Africa, South Georgia & South Sandwich Island, Spain, Sudan, Swaziland (Eswatini), Sweden, Switzerland, Tajikistan, Tanzania, Togo, Turkey, Turkmenistan, Uganda, Ukraine (except Donetsk and Luhansk regions), United Arab Emirates, United Kingdom, Uzbekistan, Vanuatu, Vatican City, Wallis & Futuna, Yemen, Zambia, Zimbabwe.

Offer Detail

Eligible IBM Distributors may earn an additional 10% margin on the standard Value Seller discount on qualifying Power Systems transactions when selling eligible Power10 Scale-out systems to replace installed Power 7 or Power8 systems. The signed certification letter indicating that the IBM Power10 system is replacing an existing IBM Power7 or Power8 system must be attached to the ePricer bid in order to receive the promotional discount.

Eligible Power Systems hardware products:

9028-21B	Power System S1012
9105-22A	Power System S1022
9105-22B	Power System S1022s
9105-41B	Power System S1014
9105-42A	Power System S1024

Ordering/Fulfillment Information

Distributor follows normal ordering procedures.

Value Seller offer process

This offer is only available via Value Seller pricing, it is not available via Special Bid. To request a Value Seller offer discount, Distributors must submit a request through ePricer by visiting the following website:

<https://www.ibm.com/services/partners/epricer/v2/directLogin.do>

- select Create a Quote and complete all mandatory fields as appropriate for the End User opportunity including the following:
 - Attach the signed certification letter to the ePricer bid
 - Select the **WWSCO10** Value Seller Offer Code from the drop -down menu.
 - Request/Accept the request to complete the value seller offer.

IBM Distributors will receive a Value Seller Approval Addendum with an ePricer quote number that is required when ordering the eligible products.

The Value Seller Addendum will have an expiration date on it. After that time, the Value Seller Addendum will no longer be valid. If the opportunity has not culminated in a shipment for the End User Customer prior to the expiration of the Value Seller Addendum, the Distributor will need to submit a new Value Seller request to be eligible for an additional discount.

Additional Information

- The following are excluded from this promotion:
 - Products purchased under demonstration, development terms and evaluation terms
 - Products purchased for Business Partners internal use
 - Products purchased under special bid terms (e.g. frame agreement)
 - Any Used Equipment
 - MES orders
 - Products sold to another Distributor
 - Products purchased under an Embedded Solution Agreement
- IBM General Marketing and Services Representatives (GMSRs) operating in Gulf Countries and Saudi Arabia are not eligible for this incentive.
- 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.

-
- A Business Partner's participation in this offer is subject to the terms and conditions of the IBM Business Partner Agreement and the IBM Partner Plus Registration Agreement.
 - All decisions by IBM are final.
 - IBM reserves the right to recover from the Business Partner any amounts due to IBM because of overpayment or noncompliance with the offer.
 - IBM and Business Partners agree to comply with all withholding tax obligations, as applicable.
 - Bangladesh, Nepal and Bhutan: This promotion will not apply for sale to customers designated by IBM to be GOE.