



IBM Global Financing Red Hat Incremental Incentive Overview

Description: 1% Incremental Incentive for Red Hat content only

- Red Hat Business Partners with a current IBM Global Financing Business Partner agreement will receive their standard Geo-based Incentive plus an incremental 1% of the value of Red Hat content included and financed in each qualifying transaction

Time Frame:

- September 1st 2019 through June 30, 2020
- Payment process will be according to local process

Eligibility:

- IBM Business Partners (BP) with an financing attachment or Financing Associate (FA) agreement in eligible countries
- Incentive will be available to BPs and FAs in the following regions, using these contacts:
 - AP - Andre Fausto
 - EP - Neil Martin
 - JP - Rumiko Hirakawa
 - LA - Mauricio Neiva
 - US - Eileen Earley
 - WW - Liliana Ripper
- No incentives will be provided for Red Hat content sold in Brazil or sold by Red Hat Brazil

Qualifiers:

- Incremental incentive will not be paid on non-Red Hat items in the same contract
 - Geography specific incentive program Terms & Conditions apply
 - Each Geography will ensure that the maximum amount paid per transaction and all other regulations will comply with such Geography's incentive program and with the relevant IBM Global Financing Business Partner agreement
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