

# IBM Power Systems: enterprise servers

Accelerate your enterprise server hardware with a future-forward infrastructure

## 3Q Small Deal Incentive (SDI) is here!

**IBM Power Systems** opportunities of any deal size (>\$50K USD opportunities must be registered) may be eligible for barrier-to-close funds. These funds are to overcome a customer's objection in rendering a purchase order; therefore, Partners must provide justification and proof of performance that includes specific details on the customer problem to be eligible for these funds.

Acceptable use Categories with examples of use within each Category and the required supporting documentation are in the table below. Distributors should contact IBM for funding usage outside the Categories designated below.

Partners can receive an incentive up to the following:

- 5% of eligible Power Systems revenue up to a maximum of \$20k per deal in July for orders in OMV by 7/23 and Firm by 7/31
- 3% of eligible Power Systems revenue up to a maximum of \$12k per deal in August for orders in OMV by 8/24 and Firm by 8/31
- 1% of eligible Power Systems revenue up to a maximum of \$5k per deal in September for orders in OMV by 9/21 and Firm by 9/30

Approvals do not roll over from month to month. If the deal does not close in that month, bid bucket funds must be re-approved for the following month...in most cases for up to 50% less.

Criteria:

- All Transactions must be in Sales Connect prior to the date of this announcement.
- This offer is good for any deal size, but opportunities over \$50k USD must be registered.
- Total Power Systems revenue includes hardware, software and maintenance (SWMA).
- This funding may only be used for deals that are not classified as **"SOLID"** or **"AT RISK"** for 3Q2020 in IBM AtlasRoadmap.
- Deals must be placed with IBM as a firm order by September 30, 2020
- Deals must not be on IBM's excluded deal list
- All allocated nominations must be included in the Tech Data Upside Forecast for the quarter.
- Currencies mentioned are in USD otherwise specified. CAD must be converted to USD to qualify.

- All Awards will be issued in the form of credit memos during the first two weeks of the subsequent month.
- This incentive cannot be combined with other closing incentives.
- Services covered by Deal Closer negate using Bid Bucket funds for same justification.
- Funds provided under this initiative are generally available to all client facing resale partners within Distributor’s network, used only for lawful purposes, and used in compliance with the terms of the IBM Business Partner Agreement and the IBM Code of Conduct.
- Funding may not be used on transactions with Government Owned Entities (GOE)
- Funds are limited and provided on a first come basis

<b>Category</b>	<b>Brief Description</b>	<b>Acceptable Supporting Documentation</b>
<b>Skills Transfer / Training / Installation &amp; Migration Services</b>	Business Partner services provided to Clients including: <ul style="list-style-type: none"> <li>• partner installation of equipment,</li> <li>• partner-led training,</li> <li>• education vouchers for IBM training provided to Clients, or</li> <li>• partner provided services to relocate equipment and set up environments correctly.</li> </ul>	<ul style="list-style-type: none"> <li>• Invoices</li> <li>• Statements of Work</li> <li>• Education Vouchers</li> <li>• Proposal cover sheets</li> </ul>
<b>Pricing</b>	Reduce Client price to make proposal more competitive.	Client Invoices to support the special bids
<b>Payment Deferral / Carrying Costs</b>	Payment deferrals due to Client requirements.	Financing documentation depicting extended payment terms for Client
<b>Power Systems and shipping costs in support of phased installation</b>	Costs associated with shipping and storing equipment based on a demonstrated client requirement to facilitate phased installation of the equipment.	<ul style="list-style-type: none"> <li>• Time sheets w/ labor costs</li> <li>• Shipping invoices</li> <li>• IBM records with shipping data</li> <li>• Evidence of firm order and/or phased installation plan</li> </ul>

<b>Supporting a complimentary product</b>	Costs associated in supporting a multi-vendor environment.	<ul style="list-style-type: none"><li>• Invoices for hosting activity</li><li>• Documentation of the multi-vendor environment</li></ul>
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IBM will conduct periodic reviews to validate that the above referenced Acceptable Supporting Documentation is in place and supports the following:

- The tactical funding was used for lawful purposes that resulted in the customer's benefit to install earlier
- The required supporting documentation aligns with all entries on the Distributor submitted spreadsheet