

# VSP Promotional Offer

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**IBM TSS US Announces the Extension of the Value Seller Express Pricing Offer that Increases the Entitled Hardware Maintenance Discounts on Select IBM System Storage and SAN Products**

**Description:**

Effective January 1, 2021, IBM US is announcing the extension of the ValueSeller Express Pricing offer that increases the entitled discounts for the IBM Business Partner Value Seller Program on Select IBM System Storage and IBM System Tape Products. This offer is being extended and will be valid beginning immediately and valid through 12/31/21.

The increased entitled discounts over the current entitled discounts, allows Business Partners to aggressively price IBM System Storage Warranty Service Upgrades and PostWarranty Hardware Maintenance, (HWMA) in select cases as outlined below, without IBM Special Bids/TEPs.

**The following applies to TSS services:**

- No “not to exceed stipulation”
- This offering is limited to net new machine purchases and attached (WSU and HWMA) for select machines type models, and limited to (WSU only) for IBM System Tape as listed herein
- Not eligible for contract renewals, new maintenance contracts only
- No Special Bid request required
- No TSS related rebates (including PartnerRewards/DIO) are available to Distributors or Resellers or their end users
- This promotional offer is not valid for, and cannot be combined with other promotional offers and/or cannot be combined with other approved discounts via any special bid program such as but not limited to (HPDA/TEP)

**Entitled Discounts for Select SystemStorage Products:**

The entitled 'pre-approved' Value Seller Express Pricing discounts remain unchanged.

**Pricing Process and offer, and eligible machine list remains unchanged.**

- Machines must be ordered by, or contract submitted for registration by 12/31/2021 as Pre-Approved promotional discounting expires for these specific machine models on this date, and promotional

discounts should not be applied to 'what if' or machines with 'assumptive' serial numbers after this date.

**The eligible machine list as previously announced.**

**The following Eligible Products are pre-approved for the additional (WSU and PostWarranty HWMA) discounting beginning immediately and ending on 12/31/2021:**The following IBM System Storage Products are eligible for the Value SellerExpress Pricing Promotional Discounts for the IBM Business Partner ValueSeller Program on Select IBM System Storage Products (2072-2H2, 2072-2H4,2072-3H2, 2072-3H4, 2072-12G, 2072-24G, 2072-92G, 2077-4H4, 2077-12G, 2077-24G,2077-92G, 2078-4H4, 2078-UHB, 2078-12G, 2078-24G, 2078-92G, 2076-824, 2076-12G,2076-24G, 2076-92G) only.

**The following Eligible IBM SAN Products are pre-approved for additional (WSU and Post Warranty HWMA) through year end 2021, beginning immediately and ending on 12/31/2021:**

The following IBM System SAN Products are eligible for the ValueSeller Express Pricing Promotional Discounts for the IBM Business Partner Value Seller Program on Select IBM System SAN Products ( 2498-F96, 2498-R42,8960-F24, 8960-F64, 8960-F65, 8960-F96, 8960-F97, 8960-N64, 8960-N65, 8960-N96,8960-N97, 8960-P64, 8960-R18, 8960-R64, 8977-R50, 8977-T32, 8977-T48, 8977-T96,9711-S48, 9711-S96) only.

**The following Eligible IBM System Tape Products are pre-approved for additional Warranty Service Upgrade discounting through year end 2021, beginning immediately and ending on 12/31/2021:**

The following IBM System Tape Products are available for the Value SellerExpress Pricing Increased Warranty Service Upgrade Discounts for the IBM Business Partner Value Seller Program on Select IBM System Tape Products(3555-E3A, 3555-L3A, 3580-H6S, 3580-H7S, 3580-H8S) only.

\*\*\* Distributors and Resellers are solely responsible to set pricing accordingly per the Terms and Conditions of this offer \*\*\*

\*\*\*For IBM Business Partners doing business in Canada or Latin American geographies, please refer to those geographies own specific announcements in regard to how to take advantage of this offer\*\*\*

**IBM may change or withdraw this offering at any time.**

For more information on the Value Seller Express Pricing Program, please contact your TSS Distributor, Channel Representative, or Steve Daigle [atdaigle@us.ibm.com](mailto:atdaigle@us.ibm.com).