

Unique Special Bid Codes

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NOTE: Special bids may be submitted in e-Pricer with a maximum of six eligible special bid codes per machine type where bid combination is allowed.

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NOTE: If you have questions, please contact your IBM Channel Client Representative.

IBM Power Systems

Power Systems Reference Table for Approval Numbers, Special Bid Codes and Products

Description: This table provides a cross reference to show which Special Bid codes are valid for which Approval prefixes

SBC	Incentive Desc	Approval Prefix	Can be combined with:	Power HVLP	Power LVLP	System i & System p	IBM i*	AIX*	Power VM* & Power HA*
Published Bid Codes									
568	HCLS	++HC	576 or 578 or 579	x	x		x	x	x
569	SLGE	SLGE	none	x	x		x	x	x
570	NC LVLP	POWN	577 or 578		x		x	x	x
571	NC LVLP + LE	PSNL	none		x		x	x	x
572	NC LVLP + MM	PSNM	none		x		x	x	x
573	NC HVLP	POWN	577 or 578	x			x	x	x
574	NC HVLP + LE	PSNL	none	x			x	x	x
575	NC HVLP + MM	PSNM	none	x			x	x	x
576	MM	MMCU	568	x	x	x	x	x	x
577	MM for use w. NC & WLE	MMCU	570 or 573 or 579	x	x		x	x	x
578	LE	LECU	568 or 570 or 573	x	x	x	x	x	x

Power HVLP: 9117-MMA, 9119-FHA, 9125-F2A

Power LVLP: 7778 (ALL), 7998 (ALL), 9408-M25, 9409-M50, 8203 (ALL), 8204 (ALL), 8234-EMA, 7031 (ALL), 7311 (ALL), 7314 (ALL)

System i: 9406-570, 9406-MMA, 9406-595, 9406-520, 9406-525, 9406-550, 9407 (ALL)

System p: 7047 (ALL), 7988 (ALL), 9110 (ALL), 9111 (ALL), 9115 (ALL), 9131 (ALL), 9133 (ALL), 9116 (ALL), 9117-570, 9118 (ALL), 9119-590, 9119-595

IBM i: 5722-SS1, 5722-SSA, 5722-SSB, 5722-SSC, 5761-SS1, 5761-SSA, 5761-SSB, 5761-SSC

AIX: 5765-GO3, 5765-G62, 5765-AEZ

Power VM: 5765-PVS, 5765-PVE

Power HA: 5761-HAS, 5765-F62, 5733-ICL

* SW must be ordered with eligible HW or eligible features/upgrades to existing eligible machines

Notes:

- Announcement letters should be referenced for current product eligibility.
- Special bids for Power Systems incentives must be submitted in e-Pricer.

Special Bid Code: 568

Description: Power Systems Healthcare and Life Sciences Business Partner incentive

(This special bid code may only be combined with special bid codes 576, 578, 579, 610 & 670).

NOTE: Special bids may be submitted in ePricer with a maximum of six eligible special bid codes per machine type where bid combination is allowed.

This special bid code can only be used with approval numbers with a prefix of ++HC.

When it can be used:

This special bid code must be used as part of the opportunity certification and special bid process for IBM Power Systems as described in the IBM Healthcare and Life Sciences Business Partner incentive, announcement letter # 509-420 (US and Canada) for Direct Business Partners/Distributors and announcement letter # 509-421 (US and Canada) for Indirect Business Partners. IBM Business Partners will need to certify that they have engaged in the required opportunity development activity in order to earn the Healthcare and Life Sciences incentive for Power Systems products. Please refer to the announcement letter for specific details regarding opportunity certification and complete terms and conditions for this incentive.

When completing the bid request form, please include the following instructions:

- Indicate the appropriate VAE in the VAE field for this incentive.
- Select **568** for Healthcare and Life Sciences Business Partner Incentive in the Special Bid Codes drop down menu and press the "Apply" button.
- Enter the healthcare approval code from the Healthcare and Life Sciences incentive program in the field titled "Approval number". When using 568, the healthcare approval code must have a prefix of "++HCxxxxxxx" to be valid.
- In the Certification Form section, select "yes" to confirm the certification terms as presented.

Additional Terms and Conditions:

As specified in the announcement letter above, to qualify for this incentive the Business Partner must show proof that they have developed an FDA-approved medical imaging software application or be the IBM-verified fulfillment Business Partner working with an ISV that has an FDA-approved medical imaging software application.

Special bids are approved with a special bid addendum document. That addendum includes terms and conditions that affect the IBM Business Partner Agreement.

A. Approval Addendum will provide the SPCN to order the eligible products.

Documentation Required for a Compliance Review:

Documented evidence of the Business Partner's sales and marketing activities; refer to criteria as specified in the Announcement Letter.

Code Sponsor: K. Hsu

Special Bid Code: 569

Description: Power Systems incentive for state and local government and education

(This special bid code may only be combined with special bid codes 610 & 670).

NOTE: Special bids may be submitted in ePricer with a maximum of six eligible special bid codes per machine type where bid combination is allowed.

This special bid code can only be used with approval numbers with a prefix of SLGE.

When it can be used:

This special bid code must be used as part of the special bid process for Power Systems as described in the IBM Power Systems incentive for state and local government and education, announcement letter #509-474 (US and Canada) for Direct Business Partners/Distributors and announcement letter #509-475 (US and Canada) for Indirect Business Partners. IBM Business Partners will need to certify that they have engaged in the required opportunity development activity in order to earn state and local government and education incentives for Power Systems products. Please refer to the announcement letter for complete terms and conditions for this incentive.

When completing the bid request form, please include the following instructions:

- Indicate the appropriate VAE in the VAE field for this incentive.
- Select **569** for SLGE in the Special Bid Codes drop down menu and press the "Apply" button.
- Enter the qualification approval number from the Public Sector incentive program in the field titled "Approval number". When using 569, the qualification approval number must have a prefix of "SLGExx -xxxxx" to be valid.
- In the Certification Form section, select "yes" to confirm the certification terms as presented.

Additional Terms and Conditions:

Special bids are approved with a special bid addendum document. That addendum includes terms and conditions that affect the IBM Business Partner Agreement.

A. Approval Addendum will provide the SPCN to order the eligible products.

Documentation Required for a Compliance Review:

The approved Power Systems Qualification form (PSQUAL). Documented evidence of the Business Partner's sales and marketing activities; refer to criteria as specified in the Announcement Letter.

Code Sponsor: K. Hsu

Special Bid Code: 570

Description: Power Systems new customer incentive for Power 6 LVLP products 7998 (ALL), 9408-M25, 9409-M50, 8203 (ALL), 8204 (ALL), 8234-EMA, 7031 (ALL), 7311 (ALL), 7314 (ALL)

(This special bid code may only be combined with special bid codes 577, 578, 610 & 670).

NOTE: Special bids may be submitted in ePricer with a maximum of six eligible special bid codes per machine type where bid combination is allowed.

This special bid code can only be used with approval numbers with a prefix of POWN.

When it can be used:

This special bid code must be used as part of the special bid process for Power Systems as described in the IBM Power Systems new customer Business Partner incentive announcement letter #509-470 (US and Canada) for Direct Business Partners/Distributors and announcement letter #509-471 (US and Canada) for Indirect Business Partners. IBM Business Partners will need to certify that they have engaged in the required opportunity development activity in order to earn New Customer incentives for Power Systems products. Please refer to the announcement letter for complete terms and conditions for this incentive.

If the end user has a Mid-Market (MMCU) approval code, this bid code can be used in combination with special bid code 577.

If the end user has a Large Enterprise (LECU) approval code, this bid code can be used in combination with special bid code 578.

When completing the bid request form, please include the following instructions:

- Indicate the appropriate VAE in the VAE field for this incentive.
- Select **570** for Power Systems New Customer LVLP in the Special Bid Codes drop down menu and press the "Apply" button.
- Enter the qualification approval number from the New Customer incentive program in the field titled "Approval number". When using **570**, the qualification approval number must have a prefix of "POWNxx -xxxxx" to be valid.
- In the Certification Form section, select "yes" to confirm the certification terms as presented.

Additional Terms and Conditions:

Special bids are approved with a special bid addendum document. That addendum includes terms and conditions that affect the IBM Business Partner Agreement.

A. Approval Addendum will provide the SPCN to order the eligible products.

Documentation Required for a Compliance Review:

The approved Power Systems Qualification form (PSQUAL). Documented evidence of the Business Partner's sales and marketing activities; refer to criteria as specified in the Announcement Letter.

Code Sponsor: K. Hsu

Special Bid Code: 571

Description: Power Systems New Customer incentive for Power 6 LVLP products with General Business Large Enterprise

7998 (ALL), 9408-M25, 9409-M50, 8203 (ALL), 8204 (ALL), 8234-EMA, 7031 (ALL), 7311 (ALL), 7314 (ALL)

(This special bid code may only be combined with special bid codes 610 & 670).

NOTE: Special bids may be submitted in ePricer with a maximum of six eligible special bid codes per machine type where bid combination is allowed.

This special bid code can only be used with approval numbers with a prefix of PSNL. PSNL approval numbers are no longer issued.

When it can be used:

Target end user audience opportunities for this Bid Code include qualifying General Business Large Enterprise designated accounts.

This special bid code must be used as part of the special bid process for Power Systems as described in the IBM Power Systems new customer Business Partner incentive announcement letter #509-470 (US and Canada) for Direct Business Partners/Distributors and announcement letter #509-471 (US and Canada) for Indirect Business Partners. IBM Business Partners will need to certify that they have engaged in the required opportunity development activity in order to earn the General Business Large Enterprise incentive for Power Systems products.

When completing the bid request form, please include the following instructions:

- Indicate the appropriate VAE in the VAE field for this incentive.
- Select **571** for Power Systems New Customer LVLP LE in the Special Bid Codes drop down menu and press the "Apply" button.
- Enter the qualification approval number from the New Customer incentive program in the field titled "Approval number". When using **571**, the qualification approval number must have a prefix of "PSNLxx -xxxxx" to be valid.
- In the Certification Form section, select "yes" to confirm the certification terms as presented.

Additional Terms and Conditions:

Special bids are approved with a special bid addendum document. That addendum includes terms and conditions that affect the IBM Business Partner Agreement.

A. Approval Addendum will provide the SPCN to order the eligible products.

Documentation Required for a Compliance Review:

The approved Power Systems Qualification form (PSQUAL). Documented evidence of the Business Partner's sales and marketing activities; refer to criteria as specified in the Announcement Letter.

Code Sponsor: K. Hsu

Special Bid Code: 572

Description: Power Systems New Customer incentive for Power 6 LVLP products with General Business Mid-Market

7998 (ALL), 9408-M25, 9409-M50, 8203 (ALL), 8204 (ALL), 8234-EMA, 7031 (ALL), 7311 (ALL), 7314 (ALL)

(This special bid code may only be combined with special bid codes 610 & 670).

NOTE: Special bids may be submitted with a maximum of six eligible special bid codes per machine type where bid combination is allowed.

This special bid code can only be used with approval numbers with a prefix of PSNM. PSNM approval numbers are no longer issued.

When it can be used:

Target end user audience opportunities for this Bid Code include qualifying General Business Mid-Market designated accounts.

This special bid code must be used as part of the special bid process for Power Systems as described in the IBM Power Systems new customer Business Partner incentive announcement letter #509-470 (US and Canada) for Direct Business Partners/Distributors and announcement letter #509-471 (US and Canada) for Indirect Business Partners. IBM Business Partners will need to certify that they have engaged in the required opportunity development activity in order to earn the General Business Mid-market incentive for Power Systems products.

When completing the bid request form, please include the following instructions:

- Indicate the appropriate VAE in the VAE field for this incentive
- Select **572** for Power Systems New Customer LVLP MM in the Special Bid Codes drop down menu and press the "Apply" button.
- Enter the qualification approval number from the New Customer incentive program in the field titled "Approval number". When using **572**, the qualification approval number must have a prefix of "PSNMxx -xxxxx" to be valid.
- In the Certification Form section, select "yes" to confirm the certification terms as presented.

Additional Terms and Conditions:

Special bids are approved with a special bid addendum document. That addendum includes terms and conditions that affect the IBM Business Partner Agreement.

B. Approval Addendum will provide the SPCN to order the eligible products.

Documentation Required for a Compliance Review:

The approved Power Systems Qualification form (PSQUAL). Documented evidence of the Business Partner's sales and marketing activities; refer to criteria as specified in the Announcement Letter.

Code Sponsor: K. Hsu

Special Bid Code: 573

Description: Power Systems new customer incentive for Power 6 HVLP products

9117-MMA, 9119-FHA, 9125-F2A

(This special bid code may only be combined with special bid codes 577, 578, 610 & 670).

NOTE: Special bids may be submitted with a maximum of six eligible special bid codes per machine type where bid combination is allowed.

This special bid code can only be used with approval numbers with a prefix of POWN.

When it can be used:

This special bid code must be used as part of the special bid process for Power Systems as described in the IBM Power Systems new customer Business Partner incentive announcement letter #509-470 (US and Canada) for Direct Business Partners/Distributors and announcement letter #509-471 (US and Canada) for Indirect Business Partners. IBM Business Partners will need to certify that they have engaged in the required opportunity development activity in order to earn New Customer incentives for Power Systems products. Please refer to the announcement letter for complete terms and conditions for this incentive.

If the end user has a Mid-Market (MMCU) approval code, this bid code can be used in combination with special bid code 577.

If the end user has a Large Enterprise (LECU) approval code, this bid code can be used in combination with special bid code 578.

When completing the bid request form, please include the following instructions:

- Indicate the appropriate VAE in the VAE field for this incentive.
- Select **573** for Power Systems New Customer HVLP in the Special Bid Codes drop down menu and press the "Apply" button.
- Enter the qualification approval number from the New Customer incentive program in the field titled "Approval number". When using **573**, the qualification approval number must have a prefix of "POWNxx -xxxxx" to be valid.
- In the Certification Form section, select "yes" to confirm the certification terms as presented.

Additional Terms and Conditions:

Special bids are approved with a special bid addendum document. That addendum includes terms and conditions that affect the IBM Business Partner Agreement.

B. Approval Addendum will provide the SPCN to order the eligible products.

Documentation Required for a Compliance Review:

The approved Power Systems Qualification form (PSQUAL). Documented evidence of the Business Partner's sales and marketing activities; refer to criteria as specified in the Announcement Letter.

Code Sponsor: K. Hsu

Special Bid Code: 574

Description: Power Systems New Customer incentive for Power 6 HVLP products with General Business Large Enterprise

9117-MMA, 9119-FHA, 9125-F2A

(This special bid code may only be combined with special bid codes 610 & 670).

NOTE: Special bids may be submitted with a maximum of six eligible special bid codes per machine type where bid combination is allowed.

This special bid code can only be used with approval numbers with a prefix of PSNL. PSNL approval numbers are no longer issued.

When it can be used:

Target end user audience opportunities for this Bid Code include qualifying General Business Large Enterprise designated accounts.

This special bid code must be used as part of the special bid process for Power Systems as described in the IBM Power Systems new customer Business Partner incentive announcement letter #509-470 (US and Canada) for Direct Business Partners/Distributors and announcement letter #509-471 (US and Canada) for Indirect Business Partners. IBM Business Partners will need to certify that they have engaged in the required opportunity development activity in order to earn the General Business Large Enterprise incentive for Power Systems products.

When completing the bid request form, please include the following instructions:

- Indicate the appropriate VAE in the VAE field for this incentive.
- Select **574** for Power Systems New Customer HVLP LE in the Special Bid Codes drop down menu and press the "Apply" button.
- Enter the qualification approval number from the New Customer incentive program in the field titled "Approval number". When using **574**, the qualification approval number must have a prefix of "PSNLxx -xxxxx" to be valid.
- In the Certification Form section, select "yes" to confirm the certification terms as presented.

Additional Terms and Conditions:

Special bids are approved with a special bid addendum document. That addendum includes terms and conditions that affect the IBM Business Partner Agreement.

C. Approval Addendum will provide the SPCN to order the eligible products.

Documentation Required for a Compliance Review:

The approved Power Systems Qualification form (PSQUAL). Documented evidence of the Business Partner's sales and marketing activities; refer to criteria as specified in the Announcement Letter.

Code Sponsor: K. Hsu

Special Bid Code: 575

Description: Power Systems New Customer incentive for Power 6 HVLP products with General Business Mid-Market

7998 (ALL), 9408-M25, 9409-M50, 8203 (ALL), 8204 (ALL), 8234-EMA, 7031 (ALL), 7311 (ALL), 7314 (ALL)

(This special bid code may only be combined with special bid codes 610 & 670).

NOTE: Special bids may be submitted with a maximum of six eligible special bid codes per machine type where bid combination is allowed.

This special bid code can only be used with approval numbers with a prefix of PSNM. PSNM approval numbers are no longer issued.

When it can be used:

Target end user audience opportunities for this Bid Code include qualifying General Business Mid-Market designated accounts.

This special bid code must be used as part of the special bid process for Power Systems as described in the IBM Power Systems new customer Business Partner incentive announcement letter #509-470 (US and Canada) for Direct Business Partners/Distributors and announcement letter #509-471 (US and Canada) for Indirect Business Partners. IBM Business Partners will need to certify that they have engaged in the required opportunity development activity in order to earn the General Business Mid-market incentive for Power Systems products.

When completing the bid request form, please include the following instructions:

- Indicate the appropriate VAE in the VAE field for this incentive
- Select **575** for Power Systems New Customer HVLP MM in the Special Bid Codes drop down menu and press the "Apply" button.
- Enter the qualification approval number from the New Customer incentive program in the field titled "Approval number". When using **575**, the qualification approval number must have a prefix of "PSNMxx -xxxxx" to be valid.
- In the Certification Form section, select "yes" to confirm the certification terms as presented.

Additional Terms and Conditions:

Special bids are approved with a special bid addendum document. That addendum includes terms and conditions that affect the IBM Business Partner Agreement.

D. Approval Addendum will provide the SPCN to order the eligible products.

Documentation Required for a Compliance Review:

The approved Power Systems Qualification form (PSQUAL). Documented evidence of the Business Partner's sales and marketing activities; refer to criteria as specified in the Announcement Letter.

Code Sponsor: K. Hsu

Special Bid Code: 576

Description: Power Systems, System i and System p General Business Mid-Market

(This special bid code may only be combined with special bid codes 568, 610 & 670).

NOTE: Special bids may be submitted with a maximum of six eligible special bid codes per machine type where bid combination is allowed.

This special bid code can only be used with approval numbers with a prefix of MMCU.

When it can be used:

This special bid code must be used as part of the special bid process for Power Systems, System i and System p as described in the IBM Power Systems, IBM System i and IBM System p incentive for General Business, announcement letter #509-473 (US and Canada) for Direct Business Partners/Distributors and announcement letter #509- 472 (US and Canada) for Indirect Business Partners. IBM Business Partners will need to certify that they have engaged in the required opportunity development activity in order to earn the General Business Mid-Market incentive for Power Systems, System i or System p products. Please refer to the announcement letter for complete terms and conditions for this incentive.

When completing the bid request form, please include the following instructions:

- Indicate the appropriate VAE in the VAE field for this incentive
- Select **576** for Power GB-MM in the Special Bid Codes drop down menu and press the "Apply" button.
- Enter the qualification approval number from the General Business Large Enterprise incentive program in the field titled "Approval number". When using 576, the qualification approval number must have a prefix of "MMCUxx-xxxx" to be valid.
- In the Certification Form section, select "yes" to confirm the certification terms as presented.

Additional Terms and Conditions:

Special bids are approved with a special bid addendum document. That addendum includes terms and conditions that affect the IBM Business Partner Agreement.

A. Approval Addendum will provide the SPCN to order the eligible products.

Documentation Required for a Compliance Review:

The approved Power Systems form (PSQUAL). Documented evidence of the Business Partner's sales and marketing activities; refer to criteria as specified in the Announcement Letter.

Code Sponsor: K. Hsu

Special Bid Code: 577

Description: Power Systems Mid-Market for use with Power Systems New Customer and Workload Expansion incentives

(This special bid code may only be combined with special bid codes 570, 573, 579, 610 & 670).

NOTE: Special bids may be submitted with a maximum of six eligible special bid codes per machine type where bid combination is allowed.

This special bid code can only be used with approval numbers with a prefix of MMCU.

When it can be used:

When used in combination with bid codes 570 or 573, this special bid code must be used as part of the special bid process for Power Systems as described in the IBM Power Systems new customer Business Partner incentive announcement letter #509-470 (US and Canada) for Direct Business Partners/Distributors and announcement letter #509-471 (US and Canada) for Indirect Business Partners. IBM Business Partners will need to certify that they have engaged in the required opportunity development activity in order to earn New Customer incentives for Power Systems products. Please refer to the announcement letter for complete terms and conditions for this incentive.

When used in combination with bid code 579, this special bid code must be used as part of the special bid process for Power Systems as described in the IBM Power Systems, Application category and selected Cross Industry Technology category VAE Business Partner incentive announcement letter #509-476 (US and Canada) for Direct Business Partners/Distributors and announcement letter #509-477 (US and Canada) for Indirect Business Partners. IBM Business Partners will need to certify that they have engaged in the required opportunity development activity in order to earn Solution Incentive bonus for Power Systems products. Please refer to the announcement letter for complete terms and conditions for this incentive.

When completing the bid request form, please include the following instructions:

- Indicate the appropriate VAE in the VAE field for this incentive.
- Select **577** for Power GB-MM NC & WLE in the Special Bid Codes drop down menu and press the "Apply" button.
- Enter the qualification approval number from the General Business Mid-Market incentive program in the field titled "Approval number". When using 577, the qualification approval number must have a prefix of "MMCUxx-xxxxx" to be valid.
- In the Certification Form section, select "yes" to confirm the certification terms as presented.

Additional Terms and Conditions:

Special bids are approved with a special bid addendum document. That addendum includes terms and conditions that affect the IBM Business Partner Agreement.

B. Approval Addendum will provide the SPCN to order the eligible products.

Documentation Required for a Compliance Review:

The approved Power Systems form (PSQUAL). Documented evidence of the Business Partner's sales and marketing activities; refer to criteria as specified in the Announcement Letter.

Code Sponsor: K. Hsu

Special Bid Code: 578

Description: Power Systems, System i and System p General Business Large Enterprise

(This special bid code may only be combined with special bid codes 568, 570, 573, 610 & 670).

NOTE: Special bids may be submitted with a maximum of six eligible special bid codes per machine type where bid combination is allowed.

This special bid code can only be used with approval numbers with a prefix of MMCU.

When it can be used:

This special bid code must be used as part of the special bid process for Power Systems, System i and System p as described in the IBM Power Systems, IBM System i and IBM System p incentive for General Business, announcement letter #509-472 (US and Canada) for Direct Business Partners/Distributors and announcement letter #509-473(US and Canada) for Indirect Business Partners. IBM Business Partners will need to certify that they have engaged in the required opportunity development activity in order to earn the General Business Mid-Market incentive for Power Systems, System i or System p products. Please refer to the announcement letter for complete terms and conditions for this incentive.

When used in combination with bid codes 570 or 573, this special bid code must be used as part of the special bid process for Power Systems as described in the IBM Power Systems new customer Business Partner incentive announcement letter #509-470 (US and Canada) for Direct Business Partners/Distributors and announcement letter #509-471 (US and Canada) for Indirect Business Partners. IBM Business Partners will need to certify that they have engaged in the required opportunity development activity in order to earn New Customer incentives for Power Systems products. Please refer to the announcement letter for complete terms and conditions for this incentive.

When completing the bid request form, please include the following instructions:

- Indicate the appropriate VAE in the VAE field for this incentive.
- Select **578** for Power GB-LE in the Special Bid Codes drop down menu press the "Apply" button.
- Enter the qualification approval number from the General Business Large Enterprise incentive program in the field titled "Approval number". When using 578, the qualification approval number must have a prefix of "LECUxx-xxxx" to be valid.
- In the Certification Form section, select "yes" to confirm the certification terms as presented.

Additional Terms and Conditions:

Special bids are approved with a special bid addendum document. That addendum includes terms and conditions that affect the IBM Business Partner Agreement.

C. Approval Addendum will provide the SPCN to order the eligible products.

Documentation Required for a Compliance Review:

The approved Power Systems form (PSQUAL). Documented evidence of the Business Partner's sales and marketing activities; refer to criteria as specified in the Announcement Letter.

Code Sponsor: K. Hsu

IBM System Storage

Special Bid Code: 201

Description: 2 Brand Solution

(This special bid code may be combined with up to two other special bid codes.)

NOTE: Special bids may be submitted with a maximum of three eligible special bid codes per machine type where bid combination is allowed.

When it can be used:

In order to qualify for the 2 Brand Solution special bid code, the customer invoice must include Storage plus one other qualifying brand products. Qualifying products include IBM Software Group, System p, System i, System x, or System z.

Additional Terms and Conditions:

Special bids are approved with a special bid addendum document. That addendum includes terms and conditions that affect the IBM Business Partner Agreement. The following additional terms and conditions apply if the Business Partner uses this special bid code:

- A. The approved discounts are valid only with the purchase of new Storage Machine Types and Models plus a qualifying new Machine Type and Model or Part Number from IBM Software Group, System p, System i, System x, or System z. MES upgrades do not qualify.
- B. The transactions related to the other product you sell to comply with the requirements for use of this bid code are also subject to audit. Depending on the End-User discount and/or product submitted in the bid request, additional discounting may not be applied.

Documentation Required for a Compliance Review:

The Business Partner invoice(s) and end-user invoice(s) must include both the Storage product and second qualifying brand equipment, and all invoices should be within 30 days.

Code Sponsor: S. Flynn

Special Bid Code: 202

Description: 3 Brand Solution

(This special bid code may be combined with up to two other special bid codes.)

NOTE: Special bids may be submitted with a maximum of three eligible special bid codes per machine type where bid combination is allowed.

When it can be used:

In order to qualify for the 3 Brand Solution special bid code, the customer invoice must include Storage plus two other qualifying brand products. Qualifying products include IBM Software Group, System p, System i, System x, and System z.

Additional Terms and Conditions:

Special bids are approved with a special bid addendum document. That addendum includes terms and conditions that affect the IBM Business Partner Agreement. The following additional terms and conditions apply if the Business Partner uses this special bid code:

- A. The discounts approved are valid only with the purchase of new Storage Machine Types and Models plus two qualifying new Machine Types and Models or Part Numbers from IBM Software Group, System p, System i, System x, or System z. MES upgrades do not qualify.
- B. The transactions related to the other product you sell to comply with the requirements for use of this bid code are also subject to audit. Depending on the End-User discount and/or product submitted in the bid request, additional discounting may not be applied.

Documentation Required for a Compliance Review:

The Business Partner invoice(s) and end-user invoice(s) must include both the Storage brand and two other qualifying brands equipment, and all invoices should be within 30 days.

Code Sponsor: S. Flynn

Special Bid Code: 204

Description: DS8000 Advanced Function

When it can be used:

Bid code 204 can be used when selling DS8000 Advanced Function Software machine types 2396, 2397, 2398, & 2399. There are no other restrictions on its use.

Documentation Required for a Compliance Review:

The Business Partner invoice(s) and end-user invoice(s) must include the qualifying Storage product. This special bid code may be combined with up to two other special bid codes.

Code Sponsor: S. Flynn

Special Bid Code: 213

Description: IBM XIV System Storage Opportunity Registration

This special bid code may be combined with up to two other special bid codes.

NOTE: Special bids may be submitted with a maximum of three eligible special bid codes per machine type where bid combination is allowed.

This special bid code must be used with approval numbers that have a prefix of NOVXIV.

When it can be used:

This special bid code must be used for all XIV special bids in the United States over \$50,000. Qualifying products include IBM XIV Storage System products: 2810, 2812, 5639-XXA, XX1, XX2, XX3, XX4, XX5, XX9, X11, & X12. Only XIV Storage opportunities with an approved Registration Number will be allowed to request special bid pricing. IBM Business Partners will need to certify that they have an approved registration for every special bid request. The registration code must correspond to the opportunity for which the special price is being requested. Additional information can be found in the IBM Channel Communication Letter Number: CC0907-232 dated July 29, 2009.

Instructions for Submitting XIV Special Bids:

A Business Partner wishing to obtain special bid prices beyond their Entitled Discount should submit a Special Bid for the XIV Storage Solutions using the e-Pricer tool. When submitting a Special Bid request for XIV machines (only registered opportunities can be submitted for discounting), Business Partners should utilize special bid code 213. e-Pricer will prompt the user for their approval number. The 4 digit XIV opportunity registration number should be entered after NOVXIV (ex. NOVXIVxxxx)

Additional Terms and Conditions:

Audits will be conducted to monitor the proper use of registration and special bid pricing. IBM reserves the right to withdraw any special pricing obtained with a missing or invalid registration number. If a product has invoiced based on a missing or invalid registration, and the Business Partner is unable to produce the correct registration number, IBM reserves the right to claim restitution.

Documents Required for Compliance Review:

The opportunity registration that is both approved and valid at the time the special bid is submitted to IBM for approval.

Code Sponsor: S. Flynn

Special Bid Code: 214

Description: XIV Storage Focus Program Offering

NOTE: Special bids may be submitted with a maximum of three eligible special bid codes per machine type where bid combination is allowed.

When it can be used:

In order to qualify for the IBM XIV Storage Focus Program Offering special bid code, IBM Business Partners must qualify and be approved for the XIV Storage Focus Program Offering. Please see announcement letter # 509-901 (US and Canada) for the complete terms and conditions. Qualifying products include IBM XIV Storage System products: 2810, 2812, 5639-XXA, XX1, XX2, XX3, XX4, XX5, XX9, X11, & X12. A unique qualification code will be provided to eligible IBM Business Partners. This qualification code must be included on all Special Bid requests submitted with this Special Bid code.

Documentation Required for a Compliance Review:

XIV Focus Program Contracts

Code Sponsor: S. Flynn

Special Bid Code: 240

Description: Clothing DS5000 with ProtecTIER

This special bid code may be combined with up to two other special bid codes.

When it can be used:

Bid code 240 may be used on the following products: 3958, 5639-XXB, 5639-XXC, 5639-XXD, 5639-XXE, 5639-XXF, 5639-XXG, 5639-XXJ, 5639-XXK, 5639-XXL, 5639-XXP, 5639-XXQ, 5639-XXR, 5639-XXS, 5639-XXT, 5639-XXU, 5639-XXV, 5639-XXW, & 5639-XXX.

In order to qualify for the DS5000 / ProtecTIER Clothing special bid code, the customer invoice must include the following products:

At least one DS5000: 1814-20A, 1814-52A, 1818-51A, 1818-53A, or 1818-D1A

PLUS

At least one of each of the following ProtecTIER products: 3958 and 5639-XXB

Additional Terms and Conditions:

Special bids are approved with a special bid addendum document. That addendum includes terms and conditions that affect the IBM Business Partner Agreement. The following additional terms and conditions apply if the Business Partner uses this special bid code:

- 1) The discounts approved are valid only with the purchase of new at least one 1814-20A, 1814-52A, 1818-51A, 1818-53A, or 1818-D1A in addition to at least one of each the 3958 and 5639-XXB.
- 2) MES upgrades do not qualify.
- 3) The transactions related to the other product you sell to comply with the requirements for use of this bid code are also subject to audit. Depending on the End-User discount and/or product submitted in the bid request, additional discounting may not be applied.

Documentation Required for a Compliance Review:

The Business Partner invoice(s) and end-user invoice(s) must include the required machines, and all invoices should be within 30 days.

Code Sponsor: S. Flynn

Special Bid Code: 295

Description: Storage Healthcare and Life Sciences Business Partner Incentive

(This special bid code may not be combined with any other special bid.)

NOTE: Special bids may be submitted with a maximum of three eligible special bid codes per machine type where bid combination is allowed.

When it can be used:

This special bid code must be used as part of the opportunity certification and special bid process for Storage as described in the IBM Healthcare and Life Sciences Business Partner incentive, announcement letter # 509-420 (US and Canada) for Direct Business Partners/Distributors and announcement letter # 509-421 (US and Canada) for Indirect Business Partners. IBM Business Partners will need to certify that they have engaged in the required opportunity development activity in order to earn the Healthcare and Life Sciences incentive for Storage products. Please refer to the announcement letter for specific details regarding opportunity certification and complete terms and conditions for this incentive.

When completing the bid request form, please include the following instructions:

- Select Primary Product Type as appropriate.
- Select 295 for Healthcare and Life Sciences Business Partner Incentive in the Special Bid Codes drop down menu.
- In the Comment section, input the Healthcare Approval Code provided by BPSO during the transaction approval process.
- In the Certification Form section, select "yes" to confirm the certification terms as presented.

Additional Terms and Conditions:

As specified in the announcement letter above, to qualify for this incentive the Business Partner must show proof that they have developed an FDA-approved medical imaging software application or be the IBM-verified fulfillment Business Partner working with an ISV that has an FDA-approved medical imaging software application.

Special bids are approved with a special bid addendum document. That addendum includes terms and conditions that affect the IBM Business Partner Agreement.

- A. Approval Addendum will provide the SPCN to order the eligible products.

Documentation Required for a Compliance Review:

Documented evidence of the Business Partner's sales and marketing activities; refer to criteria as specified in the Announcement Letter.

Code Sponsor: T. Byrne

IBM Cross Brand

Special Bid Code: 610

Description: ServiceElite Business Partner Hardware Maintenance Pricing Delegation for selected IBM Power Systems, IBM System i, IBM System p and IBM System Storage models

(This special bid code may be combined with any other special bid code.)

NOTE: Special bids may be submitted with a maximum of three eligible special bid codes per machine type where bid combination is allowed.

When it can be used:

Eligible IBM Business Partners may now request consideration for special maintenance pricing when requesting special hardware pricing for certain marketing scenarios. Selected IBM Power Systems, System i, System p and System Storage machine types may be eligible for special maintenance pricing when considered as part of the process for special bid hardware discounting. The purpose of this special bid code is to route the discounted maintenance bid request to the appropriate Hardware Pricer. Business Partners should refer announcement letter #508-863 for complete details and eligible machine types.

Business Partners must attach the eConfig and ISAT output for prepaid ServiceElite Maintenance to the PC/S BPBids special bid request.

Additional Terms and Conditions:

Special bids are approved with a special bid addendum document. That addendum includes terms and conditions that affect the IBM Business Partner Agreement. No additional terms and conditions apply.

Documentation Required for a Compliance Review:

The Business Partner must maintain documentation to verify compliance with the terms and conditions of the announcement letter.

Code Sponsor: T. Norval

Special Bid Code: 670

Description: Business Partner under Complementary Marketing Terms for Power Systems, System i, System p, System Storage and System z

(This special bid code may be combined with any other special bid code.)

NOTE: Special bids may be submitted with a maximum of three eligible special bid codes per machine type where bid combination is allowed. **However, ALL products in the special bid request must have a Complementary Marketing special bid code associated with it. Business Partners cannot submit a special bid with some products acting as a Complementary Business Partner and other products acting as a Remarketer.**

When it can be used:

Eligible IBM Business Partners who are approved under the terms and conditions of the Complementary Marketing Terms Attachment - Marketing under the IBM State Contract (CMTASC) are required to submit a special bid request when marketing to specific IBM State and Local End Users. This special bid code can be used by Business Partners approved under the Attachment and Distributors who submit a bid on behalf of their Solution Providers approved under the Attachment. The CMTASC is by invitation only. The Business Partner must be sent the CMTASC "contract", sign and return it, before they are authorized to use this bid code. In addition, Business Partners are only authorized to use this bid code when proposing transactions under the specific IBM State Contract for which they are authorized in their CMTASC Agreement, and only for those products that are listed on that IBM State Contract. Business Partners are expected to check that any product they are quoting using this bid code is actually listed on the State Contract for which they are CMTASC authorized.

ANY BID APPROVALS THAT RESULT FROM AN INAPPROPRIATE USE OF THIS BID CODE ARE CONSIDERED NULL AND VOID.

Business Partners should access the CMTASC Operations Guide using the instructions below, for further information about the CMTASC and the use of this special bid code. The Guide contains instructions for pricing as well as information on how to submit orders to IBM CSO, and request fee payments.

Access steps to CMTASC Manual:

- www.ibm.com/partnerworld
- enter Password
- select a Country, click Go
- select Selling Resources on the left toolbar
- select Sales Incentives and Promotions
- CMTASC Operations Manual will be on this page

Additional Terms and Conditions:

Upon approval of the special bid, the Business Partner will receive an Authorization document that will provide additional terms under which they can market under the Attachment.

Documentation Required for a Compliance Review:

The Business Partner must maintain documentation to verify compliance with the terms and conditions of the Complementary Marketing Terms Attachment for Marketing under the IBM State Contract.

Code Sponsor: C. Low