

# IBM Storwize Gen 3 Promotion for Business Partners “Pick 2”

Announcement Number: ZWAM8325A

Announcement Date: November 9, 2018

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## Overview

For a limited time, Business Partners who acquire a new eligible IBM Storwize V7000 Gen 3 can select to receive two (2) of three (3) incentives to reduce the overall cost of the Storwize offering to their End User customers.

Orders for the eligible machines must be placed with IBM no later than December 31, 2018. Qualification is based on the date the order is placed, not shipment.

MES upgrades to existing machines do not qualify.

See eligible products in the table below.

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## Details

Business Partners select two (2) of the three (3) incentives below.

**1) V7000 Gen 3 Free Installation** – For the duration of this incentive only, the NA Storage Deal Closer (SDC) Program is enhanced to include installation services on the V7000 Gen 3 not to exceed \$1,500 USD (1,965 CAD) per transaction. This offer is subject to all other terms and conditions of the SDC program. You must mention the Storwize Gen 3 Promotion in your SDC request. Refer to the SDC Program Instructions that can be found at the urls below:

IBMers: <https://w3-connections.ibm.com/activities/service/html/mainpage#activitypage,ee0194c8-7413-425e-a883-b33c08bdb618,entry=2b8a7ccd-39ac-4c17-a09d-1498211f573e>

Business Partners: <https://www-356.ibm.com/partnerworld/wps/servlet/mem/ContentHandler/SGDW694636Y38697R69?>

**2) V7000 Gen 3 Expansion Unit License Fee Waiver** - The IBM Business Partner can receive a rebate for the amount of the Distributor invoice to them on a single expansion unit license not to exceed \$1,600 USD (2,099 CAD). See instructions in the “How To Claim” section.

**3) No Charge Copy Data Management (CDM)** - The IBM Business Partner can receive a rebate for the amount of the Distributor invoice to them on a ten (10) Pak (10 TB's) of CDM not to exceed \$8,960 USD (11,770 CAD). See instructions in the “How To Claim” section.

## Eligible Products

Refer to the following table for eligible products.

Machine Type - Model	Feature	Description	Qty
2076 – 724		Storwize V7000 Gen 3 Controller	Min 1
2076 – 12F or 24F		Storwize V7000 Gen 3 Expansion Unit	Min 1 for option 2
5639 – XB8	0002	IBM Storwize V7000 Expansion Base SW with 1 Year SW Maintenance, Per Storage Device	Min 1 for option 2
5641 – CD4	2244	IBM Spectrum CDM 1 Year Reg Basic License 1 Year SW S&S	Max 1 for option 3
5641 – CD5	2241	IBM Spectrum CDM 2 Year Reg Basic License 2 Year SW S&S	Max 1 for option 3
5641 – CD6	2244	IBM Spectrum CDM 3 Year Reg Basic License 3 Year SW S&S	Max 1 for option 3

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## Who is Eligible?

The following IBM Business Partners are eligible for this offer:

- Solution Providers who purchase from an IBM Distributor
- Systems Integrators who purchase from an IBM Distributor
- Distributors

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## Qualification Criteria

IBM Business Partner Agreement is required.

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## Need help?

Questions about this announcement should be directed to your IBM Distributor or IBM Program Manager, Nancy Bearry at [nbearry@us.ibm.com](mailto:nbearry@us.ibm.com).

## Start and End Dates

This offer is valid from 9-November-2018 to 31-December-2018.

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## Which countries is the offer available in?

This offer is available only in Canada, American Samoa, Guam, Puerto Rico, United States, U.S. Virgin Islands.

This offer is not available in the Caribbean North District.

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## Terms & Conditions

This promotion is not eligible for transactions to Government Owned Entities.

Can be combined with other discounts/rebates.

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## Ordering

Follow normal ordering procedures.

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## How to claim

The IBM Business Partner must submit the storage deal registration and special bid using normal procedures.

To claim the rebate for options 2 and/or 3, the IBM Business Partner must submit the following in email to [amin@sk.ibm.com](mailto:amin@sk.ibm.com).

1. Completed Promotion Rebate Claim form provided as an attachment.
2. The Distributor invoice to the Business Partner reflecting the eligible machines in this promotion with the purchase price to the Business Partner.
3. The Business Partner invoice to the End User dated on or after the date of this promotion, including the eligible machines in this promotion reflecting a \$0 charge. All eligible products must appear on a single End User invoice. If multiple invoices are required they must not be dated more than 21 days apart.

Payments may only be made to the Business Partner company participating in the promotion. Payments will be made via electronic funds transfer.

Payments may not be transferred.

Allow 30 days for payment to be submitted.

Claims must be submitted to IBM within 30 calendar days from the offer End Date.

Any payment disputes must be submitted to IBM within 30 days of payment (or non-payment). Thereafter the payment (or non-payment) will be considered accepted by the Business Partner.

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## General Terms & Conditions

- A Business Partner's participation in this offer is subject to the terms and conditions of any applicable agreements, such as the IBM PartnerWorld Agreement and, if applicable, the IBM Business Partner Agreement.
  - IBM reserves the right to modify or withdraw this offer at any time.
  - This offer is void wherever prohibited or restricted by law.
  - 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.
  - The charges / consideration payable under this offering are inclusive of all indirect taxes, not limited to service tax, value added tax or any local taxes, as applicable.
  - Financing may be available. Refer to the at: [IBM Global Financing Web site](#)
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## IBM Storwize Gen 3 Promotion for Business Partners “Pick 2”

### Rebate Claim Form

This claim form is provided separately in a word document posted with the announcement letter.

The IBM Business Partner must complete this form and submit it in email with their End User and Distributor invoices to: [aminsk@sk.ibm.com](mailto:aminsk@sk.ibm.com)

IBM Business Partner Announcement Letter Number	
IBM Business Partner Company Name	
IBM Business Partner Contact Name	
IBM Business Partner Contact email	
End User Customer Name	
End User Customer Number	

End User Invoice number	Distributor Invoice Number	Machine Type - Model	Description	Rebate \$ Indicate US or CAD
		-		\$US or CAD
		-		\$US or CAD
Total Rebate Requested				
must not exceed \$10,560 USD or 13,853 CAD				\$US or CAD

Enter the IBM Business Partner contact information for the rebate payment. Payments may only be made to the Business Partner company participating in the promotion. Payments will be made via electronic funds transfer. Payments may not be transferred.

IBM Business Partner Contact Name (print clearly) \_\_\_\_\_

IBM Business Partner Contact Email address \_\_\_\_\_

IBM Business Partner Contact Daytime phone \_\_\_\_\_

IBM Business Partner Company Name \_\_\_\_\_

IBM Business Partner Mailing address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

Zip code \_\_\_\_\_

Claims must be submitted to IBM within 30 calendar days from the offer End Date.

Any payment disputes must be submitted to IBM within 30 days of payment (or non-payment). Thereafter the payment (or non-payment) will be considered accepted by the Business Partner.