IBM Internet Security Systems 2010 Deal Registration Promotion

Announcement Letter Number ZW10-0001
Europe

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Internal Letter Section

IBM Internet Security Systems Deal Registration Promotion

The offer

IBM Business Partners can receive a rebate of 10% of the Total Contract Value (TCV) for eligible Internet Security Systems firm and valid orders received by IBM from March 16, 2010 to June 30, 2010. Orders must be for new opportunities that have been registered with IBM in the IBM Siebel Tool or the IBM Global Partner Portal or through the OTU (Opportunity Tracking Unit) team on or after March 16, 2010.

Eligible products

All IBM ISS Hardware, Maintenance, Software and Services included in the IBM ISS exhibit are eligible.
Excluding:

- Products purchased under demonstration or development terms
- Internal use products
- Products purchased under special bid terms (including frame agreement or other promotions)
- Renewals
- Third Party products can be considered for inclusion in this program ONLY on approval from IBM IOT/GMT CFO.

This program can only be combined with credits or rebates available in the IBM ISS Performance Bonus Program.

Start and/or end dates

This offer is valid for orders received by IBM between March 16, 2010 and June 30, 2010.

Where is it available?

This program is available to all IBM Business Partner Solution Providers and Resellers in all European, Middle Eastern and African Countries.

Marketing information

The purpose of this promotion is to encourage Business Partners to close new ISS opportunities and to improve the opportunity identification pipeline.
Questions relating to this promotion should be directed to your IBM representative.

Marketing channels

IBM Business Partner Solution Providers and Business Partner Resellers for ISS.

Ordering/fulfilment information

You must indicate the PLET Number ZW10-0001 during the Opportunity identification (on the comment description GPP field or to the OTU) and on the order to receive the rebate.
Follow normal ordering procedures for this Promotion

Additional information/condition

This promotion rebate is in addition to the base discount that Business Partner's would normally receive for these products.
Claiming your bonus
A claim documenting the eligible closed opportunities must be submitted to your IBM IMT ISS Channel Account Manager (CAM) no later than midnight 45 calendar days after the end of the quarter. Please use **Attachment A** to complete this information.
Claims must quote the PLET number ZW10-0001 and provide the following information for each closed transaction:

- Opportunity number (Siebel or GPP)
- Date of entering in Siebel/GPP/OTU
- Purchase order number and date
- Products, Total Contract Value and keys Shipment date

Only opportunities registered in Siebel or GPP or OTU after March 16, 2010 and valid PO signed and received by IBM between March 16, 2010 and June 30, 2010 will be eligible for the rebate.
IBM will validate opportunities and -

- Exclude opportunities that do not include the eligible ISS products.
- Exclude opportunities which IBM has already received an order for.
- Exclude opportunities for renewals.
- Exclude opportunities for third parties products IF not previously approved   by IOT/GMT ISS CFO
- Exclude opportunities with a special bid requested
- Exclude opportunities with no Business Partner association.

The IBM ISS Channel Account Manager's and/or Sales Leaders' decision regarding eligible opportunities is final.
IBM ISS Channel Account Manager's and/or Sales Leaders will confirm to Business Partners if the opportunity claimed is eligible.

Payment of the Bonus
Incentives earned will be paid by IBM to your firm's bank account (except in Egypt, Italy, Pakistan and Russia/CIS countries) by electronic transfer before the end of the quarter following the program end date. IBM will not issue a credit note to you to facilitate this payment. Additionally, IBM take the view that the payment by IBM is not regarded as a consideration for a service, supplied by you to IBM. Therefore, IBM does not require an invoice. If you however determine this payment is a consideration for a service supplied by you and therefore you would be required to invoice us, IBM will accept such a document and pay the VAT (if it is legally required to be charged to IBM). IBM makes no representation and cannot provide any advice as to whether such a document is required.

Please confirm your acceptance of the terms and conditions of this Program and provide your bank account details to IBM by completing the letter template in **Attachment A** and returning it to IBM at the address provided.
Resellers and Solution Providers in **Egypt, Italy, Pakistan and Russia/CIS countries** must nominate an IBM Business Partner Distributor as a 'Payment Agent'. Please complete the form in **Attachment A** and return it to IBM at the address provided no later than 30 calendar days after the Program end date.

The following Standard Terms and Conditions apply:

To participate in this Program you must be a member of IBM PartnerWorld and have a valid CE ID (Country Enterprise Identification Number). If you are not a member of IBM PartnerWorld complete the form at this link:
//www-200.ibm.com/partnerworld/pwhome.nsf/weblook/pub_join_allBPs_emea.html
IBM Business Partner Agreement (BPA) or IBM PartnerWorld Agreement.
You agree that you will not offer or make payments or gifts (monetary or otherwise) to anyone for the purpose of wrongfully influencing decisions in favour of IBM, directly or indirectly. IBM may terminate the Agreement immediately in case of 1) a breach of this clause or 2) when IBM reasonably believes such a breach has occurred or is likely to occur.
You agree to comply with the terms of the Code of Conduct as set forth in
URL: //www.ibm.com/partnerworld/pwhome.nsf/weblook/pub_join_memctr_agreement_code.html.
IBM reserves the right to modify or withdraw this promotion at any time.
Void where prohibited, restricted or taxed.

Attachment A
IBM Internet Security Systems 2010 Deal Registration Program (ZW10-0001)

Claim Form

Please complete the details on this form, sign, and return to IBM on your company letterhead. All forms must be typewritten.
Return to your IBM Channel Account Manager (CAM)

Tier 2 Company Name: _____

IBM PartnerWorld CE ID: _____

Company Contact Person and E-mail address: _____

_____

Daytime phone: _____

Address: _____

_____

City: _____ State/Province:_____

Zip/Postal code: _____

Bank Name: _____

Bank Address: _____

Bank Account Number: _____

Bank Swift Code: _____

IBAN Number: _____

Tax (VAT) Registration No: _____

If nominating a Distributor as Payment Agent (Egypt, Italy, Pakistan & Russia only) please complete this section.

We request payment via the following IBM Business Partner Distributor who will act as our nominated "Payment Agent" for this Program.

IBM Business Partner Distributor Information

Distributor Name   _____

Country, Location   _____

Contact Name: _____

Address: _____

Telephone: _____

E-mail: _____

Opportunity Information:

Opportunity Number	Date in Siebel/GPP/OTU	PO Number	PO Date	Details (Products, TCV, Shipment Date)

I certify by my signature that I accept, and am in compliance with, the terms and conditions of this Program as specified in IBM Announcement Letter ZW10-0001 and that all of the information I have entered on this form are accurate, complete, and in accordance with the request instructions.

Signature: _____ Date: _____

Name (please print): _____

Title and Company name: _____