



IBM Business Partner Value Seller Grid Pricing (Power Systems and Storage Systems)

Geography: RCIS

IBM Business Partners remarketing IBM products listed in the Power Systems and Storage Systems have access to the IBM Value Seller Grid Pricing terms and conditions.

Value Seller Grid Pricing

IBM Value Seller Pricing consists of two elements:

- QuickPricer discount
- Deal Registration discount.

The **QuickPricer** discount category is defined at Machine Type Model (Hardware MTM) and Product Identification (Software PID) level in the IBM Business Partner Exhibits. The current Exhibits can be found in the following IBM PartnerWorld website (Business Partners should select the Brand and the Country of their authorisation to find the relevant document):

https://www-304.ibm.com/partnerworld/wps/servlet/ContentHandler/pw_com_exh_index

The **Deal Registration** terms are defined in the 'General Terms for Deal Registration' Business Partner Exhibit document. For the details of the Deal Registration process please visit the IBM PartnerWorld website and look for the 'General Terms for Deal Registration' document. Deal Registration is not mandatory for Value Seller Grid pricing but it can provide a benefit if available.

https://www-304.ibm.com/partnerworld/wps/servlet/mem/ContentHandler/pw_ast_exh_general_terms_dealregistration?cmrec=recommendations

IBM Value Seller QuickPricer and Deal Registration discounts effective for quotes requested from IBM:



| Power Categories | Hardware | | | Software, Software Maintenance | | | | UPS |
|-------------------|----------|-----|-----|--------------------------------|-----|-----|-----|-----|
| | A | H | L | G | X | Y | Z | E |
| Quick Pricer | 26% | 30% | 30% | 26% | 25% | 18% | 13% | 26% |
| Deal Registration | 12% | 12% | 12% | 12% | 0% | 0% | 0% | 12% |

| Storage Categories | Hardware, Software, Software Maintenance | | | | | | |
|--------------------|--|--|--|-----|-----|-----|-----|
| | A,B,C,E, G, I, H, K | | | D | F | J | L |
| QuickPricer | 34% | | | 15% | 22% | 35% | 30% |
| Registration Adder | 15% | | | 15% | 0% | 0% | 15% |

| Storage Categories | HW, SW, SWMA | | | | PureFlex |
|--------------------|--------------|-----|-----|-----|----------|
| | M | N | O | P | PureFlex |
| Quick Pricer | 5% | 20% | 55% | 54% | 25% |
| Deal Registration | 10% | 15% | 15% | 15% | 14% |

| STG Services / ServicePacs | Lab Services | ServicePac |
|----------------------------|--------------|------------|
| QuickPricer | 9% | 18% |
| Deal Registration | 0% | 0% |

The Deal Registration discount is applied to eligible products of the configuration for which the specific 'Deal Registration' has been approved (i.e. if the Business Partner is selling a configuration that contains products by more than one eligible IBM brand, the Business Partner must have a valid 'Deal Registration' approved for each brand the products of which are included in the configuration in order to receive the Deal Registration discount on all eligible components).

Pre-Sales Quotes with Value Seller Grid Pricing

Pre-sales validation of a Value Seller Grid Pricing discount for any configuration is provided in the IBM ePricer tool and is a pre-requisite of orders with IBM where the Business Partner intends to use the IBM Value Seller Grid Pricing terms and conditions. The pricing function in ePricer is available for Business Partners acquiring eligible products directly from IBM. ePricer is available online through the Pre-Sales Advisor Tool (PSAT) portal in IBM PartnerWorld:

<https://www.ibm.com/partnerworld/goto/psat>



Quotes obtained from the PSAT standalone (Value Seller only) Pricing Advisor or the Opportunity and Price Request Application (OPRA) remain valid until their expiry.

ePricer Bid Types

In ePricer the Business Partner must select the correct bid type. Bid Types available in PSAT are:

- 'Standard' (quotes for standard transactions)
- Managed Service Provider (where a Remarketer retains ownership of the products for the purpose of providing a service offering to End Users)
- BP Internal (where a Remarketer retains ownership of the Products for internal use within their Business Partner operations)
- Integrated Solution Integrator/Integrated Solution Reseller (where a qualified IBM Business Partner defined as Industry Solution Integrator (ISI) supports and supplies with eligible IBM products an approved solution developer defined as Industry Solution Resellers (ISR) with an Approved Integrated Solutions – AIS -)
- Rental (where a Remarketer retains ownership of the products for the purpose of providing a rental service to End Users).

For the eligible products included in MSP, BP Internal, ISI/ISR quotes the Deal Registration discount is applied without a Deal Registration number.

Quote Validity

The discount validation is based on the cfr output the Business Partner provides from the IBM eConfigurator. The validation intends to establish the correct discounts for the hardware Machine Type Models and software Product Identification numbers included in the configuration. IBM will use current (valid at the time when IBM has received the order) List Prices. The prices in the Value Seller Grid Pricing quote are not guaranteed. ePricer quotes are valid for 45 (forty five) calendar days.

Orders with Value Seller Pricing

When placing an order with IBM based on Value Seller grid Pricing, the products being ordered must be included (at Machine/Type/Model level) in the ePricer /PSAT Quote. The PSAT quote number must be included in the 'OPRA number' section of the PartnerCommerce server.

Orders that are multiples of the Machine Type Models or Software Product Identification numbers in the ePricer quote as well as orders where the Business Partner removed or



added components (feature code) from the configuration the quote was received for may be accepted by IBM.

Purchases for inventory orders do not require an ePricer quote. If a Business Partner decides to obtain an ePricer quote for an inventory order, the 'Standard' bid type should be selected.

Rebate claim price rules

In case of a rebate claim for eligible products sold from Distributor's inventory the discounts will be applied to the IBM List Price as in effect at the time of the sales out date, or the list price effective on the day when the order was submitted to IBM, whichever is the lower. For retrospective claims the PSAT quote list price information is not relevant, IBM recalculates the configuration using the above rule.

If the Business Partner includes features in the configuration on the claim where the features were purchased by the Distributor at a discount higher than that of the system, the Business Partner accepts that IBM BPSO Disbursement adjust the feature discount level to match that of the system, or should authorize IBM BPSO to remove the feature from the configuration of the claim.

Below the 'No Bid' transaction clip level (measured at IBM List Price) the Value Seller Grid Pricing is the main vehicle to deliver discounts to Business Partners in a way that is visible, accessible and provides line of sight for the Business Partners. Therefore, below the 'No Bid' price level IBM does not accept requests for Special Bid Offering (SBO) quotes for IBM Power Systems and Storage Systems transactions. For details of the minimum value for Special Bid Requests in the local currencies and the exceptions from this rule, visit:

http://public.dhe.ibm.com/partnerworld/pub/misc/power_storage_nobidpolicy_febsixteen_ten.pdf

Retrospective Claims with Value Seller Grid pricing

No retrospective claims for Value Seller Grid Pricing discount after the order has been placed with IBM will be considered, with the exception of transactions fulfilled from Distributor's inventory.

A Distributor's claim must be received by IBM within 30 days after the sales out date of the qualifying system.

To qualify for the rebate the IBM Business Partner must submit a claim via the standard e-Claim process tool.

Users may request the newest eClaimer template by sending a request to ibmclaim@uk.ibm.com



Users should send the request email with the following in the ‘Subject’ line:

For the eClaimer template: **Request 5**

For the eClaimer Users Guide: **Request 6**

Also claims sent using the ‘mass template’ are accepted.

The claim must include the following information in order for IBM to validate the claim:

- ePricer quote number, where it applies
- End User Name and Address (optional) and any identification that enables IBM Disbursement to establish whether the customer is the same as the one that the Business Partner received the PSAT quote for
- Solution Provider Name and Address (optional)
- Sales-out Date of the Eligible Product
- Eligible Product details (machine type, model, serial number, order number), including the list of any features the Distributor added from his inventory.

Clarification on the Claim requirements:

1. A Distributor will use the ePricer to get approved quote for configuration made in eConfigurator. When claiming discount differences for sales out configurations, the claim must match (on Machine/Type /Model level) the approved ePricer. If the PSAT configuration does not match exactly the configuration in the claim, IBM will do a new validation on the configuration but will accept the submitted Price quote as a proof of the fact that the requirements, where they apply, for the ‘Deal Registration’ discount have been met by the time of the sales-out.
2. The Distributor’s claim may include a configuration that consists of items that were sold from the Distributor’s inventory as configured product, contain products added from bulk MES sales in as well as software and software maintenance products ordered directly from IBM for the serial number of the configuration. In these cases the **Distributor must provide evidence that the products were sold together to the end user**, e.g. the Distributor’s delivery note, invoice, that show that the elements belong together.
3. In order to establish the correct sales in price of each items as a basis for the claim calculation the Distributor must provide details on each element they include in the claim as follows:
 - IBM order number** (or the Distributor Purchase Order number) for the product (each product, including back-to-back software or software maintenance orders)
 - AND
 - IBM invoice number**
 - AND
 - Serial number where it applies**



Additional Terms

IBM reserves the right to request additional information concerning opportunities as well as the discount validation (quote) requests and to reject IBM Value Seller Grid Pricing requests not meeting the Value Seller criteria.

An IBM Value Seller price request validation (quote) may be withdrawn at any time if IBM's ongoing verification process reveals that the Business Partner has not reflected the circumstances of his business proposal regarding the transaction correctly.

Business Partners must immediately advise IBM of any changes to the information they submitted to IBM which affects their entitlement to the Value Seller Grid Pricing.

Eligible products sold or otherwise transferred by the named customer or not put into productive use for the benefit of the named customer, in each case within six months of their delivery to the customer (other than for the purposes of leasing), do not qualify for Value Seller Grid Pricing discounts and IBM may recover unearned discounts as described below.

If IBM determines during its audit activities that the relevant transaction(s) do not qualify for Value Seller Grid Pricing, in addition and without prejudice to any rights IBM may have under the Business Partner Agreement or otherwise in law in respect of such transaction (s), the relevant discount components shall become repayable to IBM and IBM may recover such sums directly from the Business Partner(s).

The Standard Terms and Conditions within the IBM Business Partner Agreement (BPA) apply.

IBM reserves the right to modify or withdraw the Value Seller discounts and/or pricing terms at any time.



History

| Release date | Description of change | Effective date |
|-------------------|--|----------------------------|
| April 1, 2016 | Add new Storage discount category 'O' - DS8K and Cat 'O' for IBM Storwize V5000 discount changes; Terms clarification | April 1, 2016 |
| March 1, 2016 | Add new Storage discount category 'M' and 'N' | March 1, 2016 |
| November 2, 2015 | Add new Storage Discount Cat. L for Storage SW 5655-V43/V44 | November 2, 2015 |
| October 9, 2015 | Add new Power discount category L for new announced LC products; ePricer tool change accommodated removed need to obtain quotes for inventory purchases; bid types list changes; terminology harmonised | October 9, 2015 |
| September 8, 2015 | Add new Storage category K for LE Tape; no discount change | September 8, 2015 |
| April 10, 2015 | Storage Cat F discount reduced | April 1, 2015 |
| February 18, 2015 | Add ServicePacs for Storage | 18 February 2015 |
| February 4, 2015 | Remove PureFlex which is now part of Power brand Add new Storage discount category J for GPFS, Add new Power discount category for 8247-22L/42L | 4 February 2015 |
| October 28, 2014 | Add new categories G (V7000 Gen I) ,H (XIV), I (SVC); PureFlex special order requirements removed | October 28, 2014 |
| August 7, 2014 | New Storage discount category 'F' added ; Deal registration adder aligned with Europe IOT | August 7, 2014 |
| April 7, 2014 | Initial release of the document | 8 th April 2014 |