



Announcement Letter

IBM® Marketing Announcement
September 15, 2011

Title: IBM Year End 12 Months Interest Free Finance Offer (ANZ311-113)

The Offer

From September 15, 2011 until December 23, 2011, IBM Global Financing (IGF) is offering credit-qualified clients twelve (12) months interest free financing for all IBM System x® and BladeCenter® servers, associated options and selected IBM System Storage® products and options. The end-user can choose between:

1. "Divide by 12": Purchase price paid in 12 equal monthly repayments, with no cost of finance.
OR
2. 0% finance for the first year of a 3 Year equipment Lease.

Clients can realise big savings compared to an outright purchase by matching cash flows to business benefits, conserving cash for other strategic initiatives and benefiting from better ROI and payback periods.

All relevant orders must quote the Promotion Number **ANZ311-113**.

Eligible Products

This promotion is available on all IBM System x 1, 2 and 4 socket Tower and Rack servers, including IBM BladeCenter and all Server option, plus DSXXXX and Storwize® V7000 storage products and associated Storage options

Start and End Dates

This promotion is valid from September 15, 2011 and December 23, 2011.

Who Is Eligible?

Any end-user client that receives credit approval from IGF

Where Is It Available?

This promotion is available in Australia and New Zealand.

Terms & Conditions

1. The offer is available for new sales of all IBM System x 1, 2 and 4 socket Tower and Rack servers, including IBM BladeCenter and all Server option, plus DSXXXX and Storwize V7000 storage products and associated options.
2. IBM Global Financing may choose to enter into a new financing agreement with a client at its absolute discretion. All potential clients will be subject to a credit check.
3. Client may choose between the two available financing options, but are subject to the IBM Global Financing terms and conditions
4. This promotion may be bundled with other promotions from IBM. The promotion only applies to IBM 'Eligible Products'. IGF also offers financing for IBM and non IBM hardware and services, and non IBM software, as part of a total solution. Where IBM 'Eligible Products' form part of such a total solution, the special promotion pricing will be included on the IBM 'Eligible Products' only.
5. All other IBM Global Financing standard terms and conditions apply.
6. Business Partner Rebates and Know Your IBM points will be paid / awarded for transactions under this promotion.

7. To be eligible to offer this promotion, a Business Partner* must have a current Agreement for Financing Services from IGF signed between it and IBM Global Financing at the time the transaction is processed. This contract is available through the IBM Global Financing Telesales Department.
8. IBM reserves the right to modify or withdraw this offering at any time. Special Bid pricing is not automatically eligible for this offering, and will be negotiated on a case-by-case basis.

Ordering Information

To order, contact your local IBM representative or Business Partner*.

To identify your local IBM representative, call IBM on 13 24 26 in Australia, or 0800 801 800 in New Zealand

To take advantage of this offer, the IBM End User Client must indicate on the order that the products are being ordered under the terms of this promotion and provide the following number: **ANZ311-113**.

Financing Information

For financing information, contact the IBM Global Financing Telesales Department on 1800 616 820 or igfsales@au1.ibm.com

Further Information?

Questions pertaining to this promotion should be directed to:
IBM Global Financing - Peter Yabsley at pyabsley@au1.ibm.com or
IBM System X – Loretta North at lnorth@au1.ibm.com

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