



# IBM Global Financing Offerings and Promotions for Business Partners

Offerings/Promotions	System i™	System p™	System x™	System z™	TotalStorage®	PCs	POS Systems	Printing Systems	Software	Services	OEM
<b>BladeCenter® Flexible Choice</b> – 60-month FPO lease on chassis and 36-month FMV lease on blades. Ongoing.			x								
<b>Blue Blade Bundle</b> – Special pricing, services and financing on IBM BladeCenter solutions—the industry's leading blade server solution now comes in a very attractive package. Expiration 12/31/08.			x					x	x	x	
<b>Business Partner Innovation Centers</b> – Rates as low as 1% on list price per month over a 24-month term. Option to terminate lease and return equipment after 12 payments at no penalty. Ongoing.	x	x	x		x						
<b>Developer Lease Program</b> – Program to provide Software Developers, BPs and System Integrators the latest in IBM technology at a very low monthly payment with flexible terms and conditions. Ongoing.	x	x	x	x	x	x	x	x	x		
<b>Economic Stimulus Advantage—U.S. Only</b> – Take advantage of historic tax incentives for acquiring new computer hardware. Choose enhanced low rate financing or choose a three-month no-charge deferral.	x	x	x	x	x		x	x			x
<b>Equity Upgrade Lease</b> – Use equity in IT equipment to finance next upgrade. Ongoing.	x	x	x	x	x	x	x	x			x
<b>Low Rate Financing</b> – Rates as low as 3.00% in the U.S. or 2.60% in Canada on eligible hardware, as low as 3.60% in the U.S. or 3.20% in Canada on eligible software and GBS, and as low as 5.70% in the U.S. on eligible GTS. Ongoing.	x	x	x	x	x		x	x	x	x	
<b>p5 595 to POWER6™ TUO</b> – Lease a new p5 595 server today, and upgrade to POWER6 when it becomes available. Ongoing.		x									
<b>PC Lifecycle Management</b> – A comprehensive strategy to minimize the costs and risks related to acquiring, using and retiring all of your PCs. Ongoing					x						
<b>POS Lifecycle Leasing</b> – Special four- and five-year leases specifically for IBM POS solutions. Ongoing.							x				
<b>Price Per Phone</b> – IP Communications solution pricing on a price per phone basis. Ongoing.								x	x	x	
<b>Project Financing</b> – Single source financing solution for projects and implementations that may contain multiple components. Ongoing.	x	x	x	x	x	x	x	x	x	x	x
<b>Sale Leaseback Process Update—U.S. Only</b> – Turn fixed IT assets into liquid ones by selling to IBM Global Financing and leasing back at highly competitive rates. Ongoing.	x	x	x	x	x	x	x	x			x
<b>System p Six Month Deferral</b> – No payments and no interest for six months on select System p systems. Ongoing.		x									
<b>Global Asset Recovery Services</b>											
<b>Asset Recovery Solutions</b> – Recycling and remarketing of used IT equipment. Ongoing.			x			x	x				
<b>Certified Used Equipment</b> – Cost-effective alternative to new when matching, upgrading or adding to IT portfolio. Ongoing.	x	x	x	x	x	x	x	x			x
<b>Certified Used 2105 800 Enterprise Storage with Three Years of Service Coverage—U.S. Only</b> – IBM quality and support in the <28.8 terabyte range—together at one low price. Ongoing.					x						
<b>p4 to p5 Exchange</b> – Migration from p4 to p590 or p595. Apply current FMV to p5 server. Ongoing.		x									
<b>System i Exchange—U.S. Only</b> – Get substantial value for i825, i870, i890, i550 or i570 servers when migrating to the System i5™ or POWER6 platforms. Ongoing.	x										
<b>System p5™ to POWER6 Exchange</b> – Get substantial market value credit for qualifying System p5 server when migrated to select remanufactured POWER6 servers. Ongoing.		x									

# IBM Global Financing Offerings and Promotions (continued)

for Business Partners

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## Commercial Financing

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**Convenient Pay** – Save with each automatic monthly payment from your company's account. Ongoing.

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**Flexible Credit—U.S. Only** – Make purchases from authorized suppliers on a revolving line of credit. Ongoing.

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**Inventory Financing** – 100% financing of eligible inventory, with no-charge financing period up to 75 days for approved manufacturers. Ongoing.

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**Payables Financing** – Balance cash flow, enhance cash conversion cycle. Ongoing.

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**Receivables Financing** – Obtain working capital by borrowing against available collateral such as accounts receivable and inventory. Ongoing.

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**Term Loans** – Spread the cost of assets and infrastructure investments over time. Ongoing.

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