

## IBM Certified Used Equipment



### Highlights

- **Authentic IBM quality, assured IBM service**
- **90 day quality satisfaction guarantee**
- **Broadest choice of IBM refurbished products**
- **Flexibility to integrate with the rest of your IT**
- **Affordable prices with attractive financing options**

Finding the right technology solution these days is a complex business. There are so many different elements to consider in selecting the best combination of hardware, software and services. One of the options taken by more and more companies today, irrespective of size or industry, is refurbished equipment. In fact for certain applications – such as upgrades, pilots and temporary capacity peaks – refurbished is often the preferred answer. When you choose IBM Certified Used Equipment as your refurbished solution, you're assured of excellent value for money with no compromise on quality or service.

#### Comprehensive range of products

Whether it's enterprise servers, departmental systems, storage, networking hardware or printers, IBM Certified Used Equipment gives you the option of buying attractively priced, remanufactured IBM technology from a trusted supplier with total confidence. So you can always find a quality IBM solution to suit your technical and budgetary needs. Selected systems can be custom configured to individual user specifications. All items are

offered subject to availability. IBM's refurbished products are delivered through IBM Global Financing, the world's largest IT financier.

#### Authentic IBM quality

There are many sources in the market-place for second-hand, used, refurbished or reconditioned IBM equipment. However, can you be sure of the quality? You can when you pick IBM Certified Used Equipment. Just like new IBM equipment, each remanufactured product is rigorously tested, upgraded as required and recommissioned. Only then is it made available to you, exclusively from IBM or an IBM Business Partner.

#### Expert refurbishment

IBM Certified Used Equipment is reconditioned and tested at IBM manufacturing sites. Only high-quality components, manufactured by or for IBM, are used to replace original parts. All cables and manuals required for operation are included. Each unit is fully reconditioned inside and out. Equipment is packaged and sealed at IBM manufacturing sites before shipping.

#### Assured IBM service

All IBM Certified Used Equipment is packaged as new with all essential items. The equipment is also covered by our 90-day quality satisfaction programme. If you are buying it as part of a wider IBM solution, you can also select an IBM maintenance plan to cover both the new and remanufactured elements. We provide after-sale support, including a telephone help line, to ensure your satisfaction.

### Attractive financing options

Naturally, all IBM Certified Used Equipment is affordably priced, however you can also select attractive finance options from IBM Global Financing. The flexible terms and conditions mean you can structure payments in line with your budget needs and the flow of benefits you expect to accrue.

### Why use IBM Certified Used Equipment?

*Extra capacity for growth* – A fast-growing European business took the decision to move from an IBM @server iSeries® platform to IBM RISC-based technology. However, operational constraints meant it couldn't migrate quickly enough and urgently needed additional processing capacity. As an interim solution it upgraded its existing 2051 to a more powerful 2052 processor, with additional memory and storage, as part of an IBM Certified Used Equipment solution. If you need additional capacity fast, IBM's remanufactured products can provide the answer.

*Balancing your technical budget* – As part of a major expansion programme, a leading high street retailer needed to install a large IBM @server zSeries® solution. To achieve the required capacity, without exceeding a tight budget for the project, the company chose an IBM Certified Used Equipment CMOS processor as part of the overall solution. It got the power it needed at a price it could afford. When it comes to balancing technical and budget needs, IBM's remanufactured products add value to your solution.

### Respond quickly to short-term needs

– A leading high street bank was planning to roll out a major new e-business application based on IBM iSeries servers. It wanted a head start with associated programming and familiarising future users with the new package. It also needed time to establish which iSeries model would provide the most appropriate infrastructure. Rather than delay the project, the bank rented an IBM Certified Used Equipment iSeries on a short-term basis. As well as representing excellent value for money, this rental arrangement could also be extended without bureaucracy, literally by phone or fax. It's an option that's worth considering for similar e-business pilots.

### Over to you

These are just a few examples of how customers have benefited from IBM Certified Used Equipment. If you would like to know more just contact your IBM Global Financing Account Manager or IBM Business Partner.

### IBM Global Financing – the world's leading IT financier:

- *Serving customers in more than 40 countries*
- *Managing \$40 billion of assets worldwide*
- *Providing \$44 billion of new financing annually.*



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