

Try & Buy Offering for Business Partners

IBM Europe Middle East Africa - Last revised on January 25, 2005

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IBM Announcement Letter No. ZA99-0296 dated October 12, 1999.

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IBM Announcement Letter No. ZA99-0296 dated October 12, 1999.

- Title
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IBM Announcement Letter No. ZA99-0296 dated October 12, 1999.

Internal Letter Section
Last revised on January 25, 2005.
Title

Try & Buy Offering for Business Partners

Availability

For Storage Products the General Availability Date is October 12, 1999.

For pSeries & RS/6000 and zSeries & S/390 Products the General
Availability Date
is December 14, 1999.

For iSeries 400 & AS/400 Products the General Availability Date is
November 7,
2000.

Marketing Information

Marketing Channels

IBM Business Partners acting under Remarketer terms for the eligible products listed below.

Marketing Action Required

This Programme is designed to allow IBM to offer trials to End Users in situations where a Business Partner is involved. It is aimed at those situations where End Users will make a decision to purchase products, but need final proof that the IBM solution will meet their needs.

Firm buying criteria must be agreed with the End User in writing and the final decision to implement the Try & Buy rests with the Regional Sales Manager for the Brand or his nominated delegate.
Terms and Conditions

The terms of this Programme are in addition to those of the IBM Business Partner Agreement and become effective when a Business Partner places an order with IBM under the terms of this Programme.

CEMA

This offering is available, subject to local law, in all EMEA Countries. However, for the following reasons, all trials in CEMA countries (except Czechia) must be approved via the Try & Buy Special Bid process:

Most CEMA countries operate in an offshore mode. While IBM Subsidiaries exist in some countries, business in other countries is done only via Business Partners.

Some countries are under an embargo which does not allow any local marketing of

IBM products by IBM or IBM Business Partners. Some are subject to partial embargoes, or are otherwise restricted and require specific export approvals.

Transactions are, therefore handled differently in the different countries and amended Terms & Conditions may be required.

Products under this programme are supplied by the plant of manufacture and may be returned there if the trial is unsuccessful. The amount credited by the plant on return will vary according to the elapsed time. This elapsed time may vary

considerably depending on the situation in the country concerned and may significantly exceed the 90 day limit. The rules governing the amount to be credited are included in the BOP (Business Optimisation Process).

High costs of transport and customs duties may significantly affect the overall cost of an unsuccessful Try & Buy. Such costs should be taken into account and the penalty for an unsuccessful trial may need to be adjusted accordingly. The Business Partner is responsible for import and export of the Products in compliance with the applicable laws, including all related costs of delivery from the importation platform to the End User location and, if the Products are returned, from the End User location to the IBM location indicated in the Operations Guide for the specific Product.

1. Eligible Products

Eligible products are those products that the Business Partner is approved to market as specified on their profile and which are listed below. They may raise orders for these products and we will accept them subject to availability.

All products configured with Capacity on Demand (CUoD)-option (except iSeries) are excluded from this programme.

Model upgrades as well as MES features are eligible on an exceptional basis with financial approval.

pSeries & RS/6000 PRODUCTS

All current pSeries & RS/6000 Hardware products listed on the pSeries & RS/6000 exhibit to the Business Partner Agreement. Any Hardware configuration is eligible, but it MUST include a System Unit.

All current Software products listed on the pSeries & RS/6000 exhibit to the Business Partner Agreement which are licensed under the terms of IPLA and which are either pre-loaded or directly support the trial of the pSeries & RS/6000 hardware.

All Software Maintenance Products listed in the Software product table PLET ZA00-0247 are eligible under IASP (Subscription & Support Software Maintenance) terms.

iSeries 400 & AS/400 PRODUCTS

All current iSeries 400 & AS/400 Hardware products listed on the iSeries 400 & AS/400 Exhibit to the Business Partner Agreement. Any Hardware configuration is eligible, but it MUST include a System Unit.

All current Software products listed on the iSeries 400 & AS/400 Exhibit to the Business Partner Agreement which are licensed under the terms of IPLA and which are either pre-loaded or directly support the trial of the iSeries 400 & AS/400 hardware.

All Software Maintenance Products listed in the 'Software Maintenance for IBM iSeries' PLET ZP03-0149 are eligible under IASP (Subscription & Support, Software Maintenance) terms.

zSeries & S/390 PRODUCTS

All current zSeries & S/390 Hardware products listed on the zSeries & S/390 Midrange products Exhibit to the Business Partner Agreement. Any Hardware configuration is eligible, but it MUST include a System Unit.

zSeries & S/390 ALP Software is not available under this Try & Buy programme for Remarketers and should be ordered in the normal way to support proposed trials.

All Software Maintenance Products are eligible under IASP (Subscription & Support, Software Maintenance) terms.

STORAGE PRODUCTS

1722 TotalStorage DS4300
1742 TotalStorage DS4400/4500
1740 TotalStorage DS4000 Expansion 700/710
1750-511 TotalStorage DS6800
1750-EX1 TotalStorage DS6000 Expansion enclosure
@
2005 TotalStorage SAN Switch

2026 McData Sphereon 4300/4400
2027 McData 3232/6140
2042 InRange FC/9000 Director ##
2062 CISCO MDS 9000 Director ++
@
2105 Enterprise Storage Server (ESS)
2107 TotalStorage DS8100 / DS8300
2107 TotalStorage DS8000 Expansion Unit
2109 SAN Fibre Channel Switch
2145 SAN Volume Controller
@
2240 ESS Advanced Functions
2244 DS8000 Series Function Authorization
3494 Tape Library Dataserver (including VTS)
@
3583 Ultrium Scalable Tape Library
3584 UltraScalable Tape Library
3592 TotalStorage Enterprise Tape Drive
@
@
5198 TotalStorage Network Attached Storage 500G
5639-VCI SAN Volume Controller Storage
@

2042 is an Inrange Product. Special Warranty and Availability
Terms & Conditions apply. Please see PLET ZG01-0360 for details

++ 2062 is a CISCO product. Special warranty and Availability
Terms & Conditions apply. Please see PLET ZG03-0273 for details

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2. Business Partner Responsibilities

Business Partners may only apply to participate in this programme for those of the Eligible Products listed above that they are approved to market.

A. DISTRIBUTORS

Where a Distributor places an order with IBM under this Programme for Products

to be supplied/proposed to a specific End User via or in conjunction with a

specific Solution Provider/Reseller, by placing such order with IBM the Distributor represents and confirms to IBM that the Solution Provider/Reseller

has completed all the required steps with the End-User; and any acceptance by

IBM of such order is strictly in reliance on such representation and confirmation to IBM by the Distributor. In such case they agree with Steps 1 to

7 below:

B. RESELLERS, SOLUTION PROVIDERS, SYSTEMS INTEGRATORS

Where a Reseller, Solution Provider or Systems Integrator places an order with

IBM under this Programme for Products to be supplied/proposed to a specific End

User, by placing such order with IBM the Business Partner represents and confirms to IBM that they have completed all the required steps with the End

User; and any acceptance by IBM of such order is strictly in reliance on such

representation and confirmation to IBM by the Business Partner. In such case

they agree with Steps 1 to 7 below:

1. to send IBM the applicable orders using the "IBM Try & Buy Qualification

Pro-forma" properly executed with all the required information for each

case;

2. that they will issue a proposal to each relevant End User including prices, acceptance criteria and start and finish dates for the trial.

Their proposal must be accepted in writing by the End User before any

equipment is installed under the Programme. The Product installed under

this Programme must be the Product that the End User intends to purchase.

Their End User proposal must contain the following words:

"As part of this proposal, IBM is prepared to install the IBM xxx Product

on a 'Try & Buy' basis. This will be for a maximum of 60 days to allow you

to confirm the value of the IBM Product for yourselves. At the end of the

period, you agree to purchase the IBM xxx Product providing that it meets

the following criteria agreed with you:"

..... ;

..... ;

3. that the criteria agreed with their End User will focus on the performance

and/or functionality of the IBM Product. A thorough investigation of their

End User's planned workload will be undertaken and analysis carried out by

them to support this focus;

4. that the estimated win chance should be over 75%

5. that their End User commits to a resourced, measured project plan;

6. that their End User has not already installed the same or any similar

products running similar applications or solutions; and

7. that we may, as part of our periodical review, request the Business Partner to provide applicable documentation to demonstrate their compliance with items 2 to 6 above.

3. Try and Buy Period

The initial Try and Buy period will be up to a maximum of 60 days and is in lieu of any other testing allowances. Any extension to the initial period may only be made with written IBM approval. All trials must end by 15th December of the calendar year. With the exception of 3494 VTS, where trails must end by 30th November of the calendar year. No trails may start between each of these dates and the following January 1st.

4. Warranty

For Machines installed by IBM, the start date of the Try and Buy period and of the IBM warranty period will be the day following the date of installation by IBM. For Customer set up Machines, the start date of the Try and Buy period and of the IBM warranty period will be the day following the date of delivery of the Products to your or your Remarketer's End User.

If, for any reason, the Product is not accepted by the original End User, and the Business Partner wishes to purchase the same Product for re-sale to another End User, the Business Partner must agree to inform such other End User in writing (1) that the Product has previously been installed under an IBM Try & Buy offering; and (2) that the Product benefits from the full IBM warranty and the standard IBM warranty terms.

5. Modification of Products

No alterations or attachments may be ordered, supplied or installed on the Products during the Try and Buy Period.

6. Title, Risk of Loss

During the Try and Buy period, Title to the Products will remain with IBM.
Risk

of loss, as well as the obligation to ensure adequate protection of IBM's assets, for each Product delivered under this Programme will pass to the Business Partner upon delivery to the Business Partner or to their End User, and if subsequently collected by IBM, will pass to IBM upon collection by IBM

The Business Partner agrees to retain all packaging in a safe place for use in the event that any Product is returned to IBM.

7. End of Try and Buy

No later than ten working days before the expiry of the trial period, the Business Partner must notify IBM in writing whether they wish to:
purchase the Products by providing a formal purchase order; or
return the products, by advising a suitable collection date, within the

trial period; or

apply for an extension, explaining why this is necessary

If, by ten working days prior to the end of the trial the Business Partner has not notified IBM in writing that they do not wish to purchase the

Products, they

will be deemed to have accepted the Products and they will be invoiced at the prices and discounts in effect when we accepted their order under this Programme.

8. Unsuccessful Trial

In the event of an unsuccessful trial, the Business Partner agrees to:

1. ensure that the End User is advised in writing that it is their responsibility to erase all their data from any returned IBM products

and/or media before these are collected from the premises; and

2. take steps to ensure that such data has actually been erased by the End User.

It is the Business Partner's responsibility to ensure that all Products are

restored to their original condition. If, for example, a feature is missing

from, or damaged on, a returned machine, the price of this feature will be invoiced to the Business Partner.

The Business Partner may resell the Products to another Customer (provided that

they indicate to that Customer (a) that the products were previously installed

under a Try & Buy Programme; and (b) that the Products benefit from the full IBM

product warranty and terms), or they must provide a suitable date for their collection by IBM. For the former, if a Special Bid Price had been agreed for the Product, this will no longer be valid. Standard Business Partner pricing terms will apply unless a new Special Bid price is negotiated. For the latter, all Products must be made available together, to enable a consolidated collection; we will arrange for the collection of the equipment on or after the expiry date.

9. Charges

If the Product is returned to IBM at the end of the trial period, the Business Partner will be invoiced for the use of the product a charge equal to a percentage of the IBM list price of the product. This charge will be increased if the trial was increased beyond 60 days.

PRODUCT	60 DAY CHARGE	>60 DAY CHARGE
pSeries & RS/6000	1% (*)	2% (*)
iSeries 400 & AS400	6%	10%
zSeries & S/390	5% (**)	10% (**)
STORAGE:	1%	2%

note:

(*) this charge will be waived for any newly announced IBM pSeries trial product which is ordered by the Business Partner no later than three(3) months after the date of announcement of such product by IBM.

@

(**) this charge will be waived for any IBM zSeries IFL (Integrated Facility for Linux) trail product which is ordered by the Business Partner as per the terms of a published offering .

Administrative Information

1 Process

The country will order the Products as normal, but indicate at order entry that this is a Try & Buy order by using analysis code Q for both hardware and

software.

On the pSeries & RS/6000, iSeries 400 & AS/400 processors, IPLA Software is pre-loaded on the hardware. The IPLA Software is chargeable to the Business Partner as a separate item from the Hardware.

At the beginning of the Try & Buy period, a combined hardware and software Try & Buy order must be placed by the Business Partner to include under the same order reference:

1. The order for the hardware on Analysis Code Q, and
2. The order for the IPLA Software on Analysis Code Q.

At the end of the Try & Buy period the hardware and software orders must be changed from Code Q to the standard order codes.

Both hardware and software must then be invoiced to the Business Partner:

1. At the full agreed price if the trial was successful
2. As a penalty charge if the trial was unsuccessful

The country will be charged normal costs for the Try & Buy machines. All service charges for the installation and removal of the trial machines will be the responsibility of IBM in the country involved.

If the Try & Buy is successful, the revenue will be credited normally to the country at the end of the Try & Buy period and the transaction is complete.

If the Try & Buy is not successful, and it is within the 60 days from the time

it was shipped to the country two courses of action are possible:

1. Assign the box to another customer order (within 30 days)
2. Return to the Refurbishment Center for repair/test/rework and redistribution as a new machine to a new order.

If it is not possible to place a returned Try & Buy machine within the ordering country, the Regional Sales Manager can authorize the return of the Try & Buy machine to the regional pool for placement in another account situation. The country will be credited for the initial hardware cost, less refurbishment costs and transportation costs. The removed equipment will be returned to the plant for refurbishment and subsequent disposition.

Countries will be charged only for transportation, installation, reconditioning service and cartridges in the case of an unsuccessful Try & Buy, if the machine arrives no later than 70 days from the start of the Try & Buy at the refurbishment centre. If the machine is not returned to the refurbishment center within 70 days, the country will be responsible for all costs.

If the machine is older than the 90 days and still on trial with the customer, the asset will be transferred from field inventory to fixed asset. It will be depreciated and the expense will be a country responsibility. If the customer does not purchase after the extended period, the machine will be returned to country distribution center as used equipment. EMEA Remarketing will buy and resell the used equipment.

All unique software purchased as part of the Try & Buy program is a country responsibility.

Media such as tape cartridges used in Try & Buy situations are the responsibility of the country. Cartridges can be sold to the customer after the Try & Buy or those returned may be used internally, sold as used or scrapped.

2 Quantity of On-Going Try & Buy Situations

There will be a maximum of on-going Try & Buy situations in process at any time for each brand. As the on-going trials are completed, additional trials will be made available. Any application for a trial may have to wait for a slot to become available.

MAXIMUM NUMBER OF ON-GOING TRIALS

- o pSeries & RS/6000 : 30 per Region
- o iSeries 400 & AS400 : 30 per Region
- o zSeries & S/390 : 30 for EMEA
- o Storage : 30 for EMEA

IBM reserves the right to modify or withdraw this offering at any time.
(R) Registered trademark of International Business Machines Corporation
(TM) Trademark of International Business Machines Corporation

Terms and Conditions for Customers

This offering is for Try & Buy via Business Partners only. Although of course end-user customers (including government and education customers) are involved, IBM's relationship is with the partners.

Discount Maximums

Products under this Programme are offered for sale to the Business Partner at the standard contractual discount for Solution Providers, Resellers, Distributor or Systems Integrators, or at a special bid price agreed with IBM under the normal SBO process.

This offering can be combined with any other Marketing Programme or promotional discount, credit, rebate, or bonus on the eligible product(s). Revenue from Products sold under this Programme aggregates towards Minimum Annual Attainment and PartnerReward BDF funds. Payment of invoices following unsuccessful Try and Buy installations will also aggregate, negatively, to Minimum Annual Attainment and PartnerReward BDF funds and any product or revenue bonus.

Stock Rotation for Distributors

Products purchased by Distributors under the terms of this programme are not eligible for return under the "inventory adjustment" provisions of the IBM Business Partner Agreement.
Financing Options

IBM Global Financing is available. Please contact your Financial Marketing Advisor.
Questions pertaining to this offering should be directed to IBMDE(KARIBETZ).
Attachments

IBM TRY & BUY PROGRAMME QUALIFICATION FORM FOR IBM BUSINESS PARTNERS

This form must be completed for all Business Partner Try & Buy requests. Please ensure all fields are completed.

WHEN COMPLETED PLEASE FORWARD TO THE IBM LOANS ADMINISTRATOR

* PLEASE BE AWARE THAT REQUESTS FOR TRY & BUY INSTALLATIONS FOR PERIODS IN EXCESS OF 60 DAYS WILL BE ACCEPTED IN EXCEPTIONAL CIRCUMSTANCES ONLY AND WILL REQUIRE THE PRIOR APPROVAL OF THE IBM COUNTRY FINANCE DIRECTOR *

Distributor Name: (if applicable) _____

Reseller Name: _____

Customer/Prospect Name: _____

Industry Business Name: _____

* OMSYS Number: _____

* Does this Customer have the same or any similar products already installed? Y/N

Details: _____

* Name and telephone number of Requester:

* Name of person who completed this form:

* Business Support Administrator's name and telephone number:

Try & Buy period requested _____ days

What is the requested installation date _____

1. I estimate that our chances of obtaining this business WITHOUT this Try & Buy to be _____ %

2. I estimate that our chances of obtaining this business WITH this Try & Buy to be _____ %

3. Describe below the evaluations to be carried out by the Customer during the trial to show why the Try & Buy has been requested. (add more lines as appropriate)

4. Describe the Customer's long term plans for the Try & Buy. (add more lines as appropriate)

5. What future business is expected as a direct result of the Try & Buy? (add more lines as appropriate)

6. What are the agreed decision criteria and what is the strategy to close the business at the end of the Try & Buy? (add more lines as appropriate)

7. Describe in detail the proposed configuration, or preferably forward a CF listing from EHONE. Please give names of listings.

(add more lines as appropriate)

HARDWARE (add more lines as appropriate)

"Licensed Internal Code" included in "Remarketer Terms Attachment" of your IBM Business Partner Agreement applies.

QTY	TYPE	MODEL	F/C
_____	_____	_____	_____
_____	_____	_____	_____

SOFTWARE (add more lines as appropriate)

QTY	TYPE	MODEL	F/C
_____	_____	_____	_____
_____	_____	_____	_____

8. What is the total IBM list price of this equipment? _____

AUTHORISATION SECTION

(this section must be completed before Try & Buy can proceed)

If appropriated approval authority is delegated to the Country, then the Country Sales, Country Finance and Country Channel Sales Manager can sign the request.

Distributor Name: (if appropriate) _____

Signature: _____ Date: / /

We hereby order the equipment detailed above under the terms of the "IBM Try and

Buy Programme Attachment for Business Partners", which are incorporated herein by reference and made part of this transaction

Reseller Name: _____

Signature: _____ Date: / /

I approve this request

IBM Regional Sales Manager Name: _____

Signature: _____ Date: / /

I approve this request

IBM Regional Finance Director Name: _____

(only required for trials that exceed 60 days)

Signature: _____ Date: / /

IBM Regional Channel Sales Manager : _____

Signature: _____ Date: / /

Exhibit to the Business Partner Agreement

Try & Buy Products for Remarketers (Distributors, Resellers, Systems Integrators, Solution Providers), - Remarketer Terms.

Business Partners may only apply to participate in this programme for those products that they are approved to market.

Eligible Products

Eligible products are those products that the Business Partner is approved to market as specified on their profile and which are listed below. They may raise orders for these products and we will accept them subject to availability.

All products configured with Capacity on Demand (CUoD)-option (except iSeries) are excluded from this programme.

Model upgrades as well as MES features are eligible on an exceptional basis with financial approval.

pSeries & RS/6000 PRODUCTS

All current pSeries & RS/6000 Hardware products listed on the pSeries & RS/6000 Exhibit to the Business Partner Agreement. Any Hardware configuration is eligible, but it MUST include a System Unit.

All current Software products listed on the pSeries & RS/6000 exhibit to the Business Partner Agreement which are licensed under the terms of IPLA and which are either pre-loaded or directly support the trial of the of the pSeries & RS/6000 hardware.

iSeries 400 & AS/400 PRODUCTS

All current iSeries 400 & AS/400 Hardware products listed on the iSeries 400 & AS/400 Exhibit to the Business Partner Agreement. Any Hardware configuration is eligible, but it MUST include a System Unit.

All current Software products listed on the iSeries 400 1 AS/400 Exhibit to the Business Partner Agreement which are licensed under the terms of IPLA and which are either pre-loaded or directly support the trial of the iSeries 400 & AS/400 hardware.

zSeries & S/390 PRODUCTS

All current zSeries 1 S/390 Hardware products listed on the zSeries & S/390 Midrange products Exhibit to the Business Partner Agreement. Any Hardware configuration is eligible, but it MUST include a System Unit.

zSeries 1 S/390 ALP Software is not available under this Try & Buy programme for

Remarketers and should be ordered in the normal way to support proposed trials.

STORAGE PRODUCTS

- 1722 FastT 600 Storage Server
- 1742 FastT 700/900 Storage Server
- 1740 FastT 700 Expansion Unit
- 3560 FastT 500 Expansion Unit
- 2031 McData FC Switch **
- 2032 McData FC Director **
- 2042 InRange FC/9000 Director ##
- 2062-CISCO MDS 9000 Director ++
- 2105 Enterprise Storage Server (ESS)
- 2109 SAN Fibre Channel Switch
- 2145 SAN Volume Controller
- 2146 SAN Integrated Server
- 2240 ESS Advanced Functions
- 3494 Tape Library Dataserver (including VTS)
- 3534 SAN Fibre Switch
- 3583 Ultrium Scalable Tape Library
- 3584 UltraScalable Tape Library
- @
- 3592 TotalStorage Enterprise Tape Drive
- @
- 4146 TotalStorage SAN File System
- @
- 5196+5187 NAS 300G
- 5639-VCI SAN Volume Controller Storage
- 7133 SSA Disk Subsystem

** 2032 is a McData Product. Special Warranty and Availability Terms & Conditions apply. Please see PLET ZG00-0209 for details

2042 is an Inrange Product. Special Warranty and Availability Terms & Conditions apply. Please see PLET ZG01-0360 for details

++ 2062 is a CISCO product. Special warranty and Availability Terms & Conditions apply. Please see PLET ZG03-0273 for details

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9. Charges

If the Product is returned to IBM at the end of the trial period, the Business

Partner will be invoiced for the use of the product a charge equal to a percentage of the IBM list price of the product. This charge will be increased

if the trial was increased beyond 60 days.

PRODUCT 60 DAY CHARGE >60 DAY CHARGE

pSeries & RS/6000	:	1% (*)	2% (*)
iSeries 400 & AS400	:	6%	10%

zSeries & S/390	:	5%(**)	10%(**)
STORAGE:		1%	2%

note:

(*) this charge will be waived for any newly announced IBM pSeries trial product which is ordered by the Business Partner no later than three(3) months after the date of announcement of such product by IBM.

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(**) this charge will be waived for any IBM zSeries IFL (Integrated Facility for Linux) trail product which is ordered by the Business Partner as per the terms of a published offering .

Quantity of On-Going Try & Buy Situations

There will be a maximum of on-going Try & Buy situations in process at any time for each brand. As the on-going trials are completed, additional trials will be made available. Any application for a trial may have to wait for a slot to become available.

MAXIMUM NUMBER OF ON-GOING TRIALS:

pSeries & RS/6000:	30 per Region
iSeries 400 & AS400:	30 per Region
zSeries & S/390:	30 for EMEA
STORAGE:	30 for EMEA

Notes

Note 1. The initial Try and Buy period will be up to a maximum of 60 days and is in lieu of any other testing allowances. Any extension to the initial period may only be made with written IBM approval. All trials must end by 15th December of the calendar year, with the exception of 3494 VTS, where trails must end by 30th November of te calendar year. NO trials may start between each of these dates and the following January 1st.

Note 2. The estimated win chance should be at least 75% for all trials. Announcement Countries

Offer valid in all European, Middle Eastern and African Countries, for all Business Partners who have signed the IBM Business Partner Agreement IBM Announcement Letter No. ZA99-0296 dated October 12, 1999.

Customer Letter Section
Last revised on January 25, 2005.

See final section for details of availability and limitations, if applicable.

Title

Try & Buy Offering for Business Partners
Overview

This Programme is designed to allow IBM to offer trials to End Users in situations where a Business Partner is involved. It is aimed at those situations

where End Users will make a decision to purchase products, but need final proof

that the IBM solution will meet their needs.

Availability

For Storage Products the General Availability Date is October 12, 1999.

For pSeries & RS/6000 and zSeries & S/390 Products the General Availability Date

is December 14, 1999.

For iSeries 400 & AS/400 Products the General Availability Date is November 7, 2000.

Announcement Countries

Offer valid in all European, Middle Eastern and African Countries, for all Business Partners who have signed the IBM Business Partner Agreement

The data in this letter is subject to the disclaimer in Letter ZS90-0112, which is available from the same IBM announcement letters database.

This announcement is provided for your information only. For additional information, please contact your IBM Representative or IBM Business Partner as appropriate.

***** End of Document *****

