
Document's Table of Contents

- [ANNOUNCEMENT LETTER NUMBER](#)
 - [DATE OF ANNOUNCEMENT \(year-month-day\)](#)
 - [TYPE OF ANNOUNCEMENT](#)
 - [TITLE OF ANNOUNCEMENT](#)
 - [BRIEF DESCRIPTION OF ANNOUNCEMENT, CHARGES, AND AVAILABILITY](#)
 - [PRODUCT NUMBER\(S\) AND/OR NAME\(S\)](#)
 - [OVERVIEW \(Highlights, Description\)](#)
-

ANNOUNCEMENT LETTER NUMBER

597-219

DATE OF ANNOUNCEMENT (year-month-day)

971118

TYPE OF ANNOUNCEMENT

Partners

TITLE OF ANNOUNCEMENT

IBM NETWORKING PRODUCTS SOLUTION PROVIDER/SYSTEMS INTEGRATOR REBATE PROMOTION

BRIEF DESCRIPTION OF ANNOUNCEMENT, CHARGES, AND AVAILABILITY

For a limited time only, eligible IBM Business Partners can receive a rebate if they sell an eligible IBM Networking product to an end user.

End-user invoices for eligible products must have a date of on or after November 18, 1997, but no later than February 27, 1998.

The following authorized IBM Networking Business Partners are eligible for this promotion:

- o Solution Providers who acquire products directly from IBM
- o Systems Integrators
- o Solution Providers who acquire IBM products from IBM Business Partner (TM) -- Distributors

IBM Business Partner -- Distributors are not eligible for a rebate under this promotion, but are responsible for making their IBM Business Partner -- Solution Providers aware of this promotion and providing them with the rebate request form.

IBM Business Partners who are operating under the Solution Provider -- Complementary Marketing or Systems Integrator -- Complementary Marketing terms are not eligible for this promotion.

This promotion is available only in the United States and Puerto Rico.

IBM reserves the right to modify or withdraw this promotion at any time.

PRODUCT NUMBER(S) AND/OR NAME(S)

2210 8230
 2216 8235
 2218 8237
 3172 8238
 3174 8244
 3299 8250
 6299 8260
 8210 8265
 8222 8270
 8223 8271
 8224 8272
 8225 8273
 8226 8274
 8228 8300
 8229

OVERVIEW (Highlights, Description)

ADDITIONAL INFORMATION

In order to receive a rebate, you must submit a completed IBM Networking Products Solution Provider/Systems Integrator Rebate Request Form (attached) and associated documentation to the IBM Redemption Center no later than March 31, 1998.

ELIGIBLE PRODUCTS

Description	Machine		Rebate
	Type	Model	
IBM Nways (TM) Multiprotocol Router	2210	All	\$ 65
IBM Multiaccess Connector	2216	All	385
IBM Nways Frame Relay Access D	2218	All	90
IBM Interconnect Controller	3172	All	575
IBM Establishment Controller	3174	All	230
IBM Terminal Multiplexer	3299	All	40
IBM Hub for Midrange Systems	6299	All	130
IBM Nways Multiprotocol Switch	8210	All	215
IBM Ethernet Workgroup Hub	8222	All	10
IBM Fast Ethernet Workgroup Hub	8223	All	30
IBM Ethernet Stackable Hub	8224	All	25
IBM Fast Ethernet Stackable Hub	8225	All	40
IBM Token Ring RJ45 Connection	8226	All	10
IBM Token Ring Network Multist.	8228	All	10
IBM Bridge	8229	All	110
IBM Controlled Access Unit	8230	All	95
IBM Dial In Access to LANs Ser.	8235	All	135
IBM Stackable Ethernet 10BASET	8237	All	30
IBM Nways Token Ring Stackable	8238	All	95
IBM FDDI Workgroup Concentrator	8244	All	270
IBM Multiprotocol Intelligent	8250	All	550
IBM Nways Multiprotocol Switch	8260	All	1,115
IBM Nways ATM Switch	8265	All	900
IBM LAN Switch	8270	All	300
IBM Ethernet LAN Switch	8271	All	125
IBM Nways Token Ring Switch	8272	All	125
IBM Nways Ethernet RouteSwitch	8273	All	155
IBM Nways LAN RouteSwitch	8274	All	355
IBM Video Access Node	8300	All	875

DISCOUNT MAXIMUMS

This promotion can be combined with one of the following discounts:

- o Distributor base discount specified in the Distributor -- Schedule A of the IBM Business Partner Agreement
- o Solution Provider/Systems Integrator -- base discount specified in the Business Partner Exhibit of the IBM Business Partner

Agreement

This promotion cannot be combined with any other Solution Provider or Systems Integrator discount, credit, rebate, or bonus on the eligible products.

QUESTIONS

If you have questions pertaining to this promotion, contact PartnerLine at 800-426-9990.

Trademarks

Business Partner and Nways are trademarks of International Business Machines Corporation in the United States or other countries or both.

Other company, product, and service names may be trademarks or service marks of others.

 IBM NETWORKING PRODUCTS SOLUTION PROVIDER/SYSTEMS INTEGRATOR REBATE REQUEST FORM

To qualify for your rebate, you must install at least one of the following IBM Networking products at an end-user location:

ELIGIBLE PRODUCTS

DESCRIPTION	MACHINE		REBATE	QUANTITY	REBATE AMOUNT
	TYPE	MODEL			
IBM Nways Multiprotocol Router	2210	All	\$ 65	_____	_____
IBM Multiaccess Connector	2216	All	385	_____	_____
IBM Nways Frame Relay Access D	2218	All	90	_____	_____
IBM Interconnect Controller	3172	All	575	_____	_____
IBM Establishment Controller	3174	All	230	_____	_____
IBM Terminal Multiplexer	3299	All	40	_____	_____
IBM Hub for Midrange Systems	6299	All	130	_____	_____
IBM Nways Multiprotocol Switch	8210	All	215	_____	_____
IBM Ethernet Workgroup Hub	8222	All	10	_____	_____
IBM Fast Ethernet Workgroup Hub	8223	All	30	_____	_____
IBM Ethernet Stackable Hub	8224	All	25	_____	_____
IBM Fast Ethernet Stackable Hub	8225	All	40	_____	_____
IBM Token Ring RJ45 Connection	8226	All	10	_____	_____
IBM Token Ring Network Multist.	8228	All	10	_____	_____
IBM Bridge	8229	All	110	_____	_____
IBM Controlled Access Unit	8230	All	95	_____	_____
IBM Dial In Access to LANs Ser.	8235	All	135	_____	_____
IBM Stackable Ethernet 10BASET	8237	All	30	_____	_____
IBM Nways Token Ring Stackable	8238	All	95	_____	_____
IBM FDDI Workgroup Concentrator	8244	All	270	_____	_____
IBM Multiprotocol Intelligent	8250	All	550	_____	_____
IBM Nways Multiprotocol Switch	8260	All	1,115	_____	_____
IBM Nways ATM Switch	8265	All	900	_____	_____
IBM LAN Switch	8270	All	300	_____	_____
IBM Ethernet LAN Switch	8271	All	125	_____	_____
IBM Nways Token Ring Switch	8272	All	125	_____	_____
IBM Nways Ethernet RouteSwitch	8273	All	155	_____	_____
IBM Nways LAN RouteSwitch	8274	All	355	_____	_____
IBM Video Access Node	8300	All	875	_____	_____
		Total Rebate		_____	_____

Name (please print)

Company (if appropriate)

Address

Mailing Address (if different)

City

State

Zip

Daytime Phone

Make Check Payable To:

I certify by my signature that the information I have entered on this rebate request is accurate and complete and that submission of this form is in accordance with the rebate request instructions. Falsification of data may, in IBM's sole discretion, result in the loss of my IBM Business Partner Authorization.

Signature

Date

TERMS AND CONDITIONS

1. The rebate is valid only for qualifying end-user installations made on or after November 18, 1997, but no later than February 27, 1998.
2. As proof of purchase, send a copy of your end-user invoice or bill-of-sale to the IBM Redemption Center at the address listed below.
 - o Your invoice/bill-of-sale must be either typewritten or computer-generated. Handwritten or altered documents will not be accepted.
 - o The name and company appearing on this form must match the information provided on the invoice/bill-of-sale.
3. To qualify for the rebate, this form must be received on or before March 31, 1998, at:
 - IBM Redemption Center
 - P.O. Box 27410
 - Detroit, MI 48227
 - Attn: IBM Networking Products Solution Provider/Systems Integrator Rebate Promotion

For questions pertaining to the status of your rebate request, call 800-752-8728.
4. Any rebate request forms lost or misdirected by the U.S. Postal Service or other delivery service are not the responsibility of IBM or the IBM Redemption Center.
5. Allow up to eight weeks for your rebate check to arrive.
6. This promotion is void wherever prohibited or restricted by law.
7. IBM reserves the right to modify or withdraw this promotion at any time.

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