

IBM 8265 Nways ATM Switch Sales Rebate Promotion

ABSTRACT

For a limited time only, eligible IBM Business Partner end users who have acquired an ATM-equipped 8260 can receive a \$3,000 rebate when they purchase an eligible new 8265 Nways (TM) ATM Switch with a total invoice purchase price of at least \$30,000. To qualify for the rebate, end users must return the ATM Control Point Switch (A-CPSW) module from their 8260, along with a copy of the 8265 purchase invoice and a completed IBM 8265 Rebate Request Form (attached), to the IBM Redemption Center.

End users of the following IBM Business Partners are eligible for this promotion:

- Solution Providers who acquire products directly from IBM
- Systems Integrators
- Solution Providers who acquire IBM products from IBM Business Partner -- Distributors

IBM Business Partner -- Distributors are responsible for making their IBM Business Partner -- Solution Providers aware of this promotion and providing them with the rebate request form.

Orders for the 8265 must be placed on or before March 31, 1998. The Date of Installation, as defined in the IBM Customer Agreement, must occur on or after October 28, 1997, but no later than April 30, 1998. 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.

MARKETING INFORMATION

In March 1997, IBM made a preview announcement of the 8265 Nways ATM Switch. This announcement promised a chassis conversion capability to migrate ATM models of the 8260 to the new 8265. Subsequently, IBM determined that the physical conversion of the 8260 chassis to the 8265 is not possible. This promotion provides an alternative way to offer 8260 end users comparable value for their 8260 A17/G17 chassis as they migrate to 8265 technology. IBM Credit Corporation financing is available.

MARKETING CHANNELS

- IBM Business Partner -- Distributors
- IBM Business Partner -- Solution Providers who acquire products directly from IBM
- IBM Business Partner -- Systems Integrators

ORDERING INFORMATION

Follow normal ordering procedures for this promotion.

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OVERVIEW ADDITIONAL INFORMATION

Eligible Products listed below meet the minimum invoice purchase price of \$30,000.

| | | |
|-------------------------|--------------|-----|
| Nways Multiprotocol Hub | 8260 | A17 |
| A-CPSW Module | 5000 or 5100 | |
| Nways Multiprotocol Hub | 8260 | G17 |
| A-CPSW Module | 5000 or 5100 | |

End users may qualify for a rebate on any eligible 8265 that meets the \$30,000 minimum purchase price, provided they return an 8260 A-CPSW module with each qualifying 8265 purchase. The 8260 A-CPSW module is located in slots 9 and 10 of the 8260 chassis. End users are responsible for shipment of the 8260 A-CPSW module to the IBM Redemption Center. They can use the packaging from their new 8265 CPSW (feature number 6501) module for the return of the 8260 A-CPSW module. Each eligible purchase must include the 8265-17S chassis plus the 8265 CPSW and any mix of additional 8265 features from the

ELIGIBLE PRODUCTS

| | | |
|--------------------------------|------|---------|
| ■ 8265 Nways ATM Switch | 8265 | 13J8690 |
| ■ ATM CP/SW Module | 6501 | 13J8704 |
| ■ CP/SW Memory Upgrade | 6516 | 13J8698 |
| ■ PNNI PCMCIA Code Card V1 | 6505 | 02L2415 |
| ■ IISP PCMCIA Code Card V1 | 6506 | 13J8696 |
| ■ PNNI PCMCIA Code Card V2 | 6526 | 02L3057 |
| ■ IISP PCMCIA Code Card V2 | 6525 | 02L3056 |
| ■ 415-W Power Supply | 8027 | 13J8706 |
| ■ Power Cord, 9 Ft | 8038 | 6952300 |
| ■ Power Cord, 6 Ft | 8039 | 6952301 |
| ■ Controller Module | 8000 | 13J8708 |
| ■ 4-Pt 155-Mbps Flex Module | 6543 | 13J8738 |
| ■ MMF I/O Card for Flex Module | 6580 | 02L2416 |
| ■ SMF I/O Card for Flex Module | 6581 | 02L2413 |
| ■ UTP I/O Card for Flex Module | 6582 | 02L2420 |
| ■ 4-Pt 155-Mbps Integrated MMF | 6540 | 02L2414 |
| ■ 622-Mbps MMF Module | 6511 | 02L2412 |
| ■ 622-Mbps SMF Module | 6512 | 02L2413 |
| ■ 12-Pt 25-Mbps Module | 5012 | 13J8713 |
| ■ WAN2 ATM Module | 5602 | 13J8728 |
| ■ 4-Pt T1 I/O Card for WAN2 | 6570 | 13J8728 |
| ■ DS3 I/O Card for WAN2 | 8502 | 13J8716 |

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| ■ OC3 SMF I/O Card for WAN2 | 8503 | 13J8717 |
| ■ OC3 MMF I/O Card for WAN2 | 8504 | 13J8718 |
| ■ STM1 SMF I/O Card for WAN2 | 8505 | 13J8719 |

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| ■ STM1 MMF I/O Card for WAN2 | 8506 | 13J8720 |
| ■ MSS Module | 5300 | 02L3159 |
| ■ MSS V2 with Hard Drive | 8707 | 02L3073 |
| ■ MSS Data/Fax Modem | 5357 | 02L3157 |
| ■ 8272 ATM/LAN Switch Module | 5208 | 13J8725 |
| ■ 8271 ATM/LAN Switch Module | 5212 | 13J8723 |
| ■ Code Download Kit | 3150 | 02L2437 |

DISCOUNT MAXIMUMS

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

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

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

QUESTIONS

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

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