IBM Sales Assistance Program – Asia Pacific
Project Form
Note: This Form must be submitted at least 30 days prior to the Customer Order date. Please provide complete name and address information, not abbreviations, in order to facilitate the process of applying credits to your Expense Reimbursement Funds Account.

Business Partner Information	
PartnerWorld for Software ID Number:	
Name of Contact for Business Partner Firm:	
Company Name (Legal Name):	
Telephone Number:	
Fax Number:	
Email Address:	

Customer Information	
Name of Contact for Customer:	
Company Name (Legal Name):	
Telephone Number:	
Fax Number:	
Email Address:	
Mailing Address:	
Address 2:	
Address 3:	
City:	
State/Province:	
Zip/Postal Code:	
Country:	

Name of IBM or Lotus Representative you are working with on this Account: (if no one is assigned, enter "none")	
Is this an extension to an existing Project Form (yes/no)?	
If Yes, enter the Tracking Number of the original Project Form:	

Proposed Product Categories

For each eligible Product Category you will propose to this Customer:
Enter your estimate for Revenue (US$ and local currency), Closing Odds, and Customer Order Date.

Product Category	Y/N	Estimated Revenue US$	Estimated Revenue Local Currency	Estimated Closing Odds (%)	Estimated Customer Order Date dd/mm/yy
IBM Application Enabling and Integration					
IBM Content Management					
IBM Data Management					
IBM e-Commerce					
IBM Transaction Systems					
IBM Voice					
Lotus					

Comments

Project Name:	
Pre-sale activity you are performing, and will perform:	

Your signature is required

The statements provided in this Form are accurate to the best of my knowledge. IBM or Lotus may contact any person or institution identified in this Form for the purpose of verifying information contained in this Form.

Your Name:	
Your signature*:	
Date:	

* IF YOU SUBMIT THIS FORM ELECTRONICALLY:

BY SUBMITTING THIS FORM, YOU ATTEST THAT the statements provided in this Form are accurate to the best of your knowledge. You represent that the information in this is not confidential. IBM or Lotus may contact any person or institution identified in this Form for the purpose of verifying information contained in this Form.

Please fax your completed Form to:
Asia Pacific Support Center
Fax: (632) 814-0718