

*Flexible financing that can help stretch your 2000 budget: finance and install the latest I/T solutions now and make no payments for 90 days*



## 90-Day Financing Payment Deferral

Acquiring state-of-the-art technology can make the difference between success and failure in today's demanding marketplace. Effective October 1 through December 31, 2000, IBM Global Financing is offering the 90-day financing payment deferral. At no additional cost, this valuable financing payment deferral lets you install the latest I/T solutions today and defer the start of your payments for 90 days.

### **How the deferral works:**

Finance and install the latest I/T equipment before December 31, 2000 and payments won't begin for 90 days, based upon your installation date. The total financing term is the combination of the deferral period plus the financing term selected (i.e., a 36-month lease term plus a 3-month payment deferral—for an October installation) represents a 39-month total financing term with 36 monthly payments in months 4 through 39.

### **Which customers can qualify?**

This program applies to best and best plus credit-qualified commercial, education, state and local, and federal leasing and financing customers. Federal customers do not qualify for the Webserver S80 and Personal Systems Group (PSG) products.

### **What products are eligible?**

Selected AS/400® and Storage products, RS/6000® Webserver S80, operating system software, Printers and PSG products are eligible. The deferral applies to new acquisitions and upgrades. Please refer to the chart on page 2 for a listing of eligible products.

### **Highlights**

- Eliminate the worry of current budget constraints.
- Install now and defer payments for 90 days.

- 24 to 60 monthly financing payments commencing 2001.
- For ease of administration, payments on products not eligible for the deferral can be made coterminous, and if they are eligible for TOTAL Solution Financing, will receive very competitive rates.

### **Additional information**

- Minimum transaction size is \$50,000.
- This program cannot be combined with any other promotional offering from IBM Global Financing.
- Financing payment deferral on PSG products is available to state and local, education and commercial mid-market businesses (i.e., businesses ranging in size from 100 to 1000 employees) and for single transaction sizes from \$50,000 to \$300,000. Financing payment deferral is not available for federal customers.





## Experience the power of financing

Leasing is a highly effective I/T financing tool that lets you gain the newest technology now while deferring the payments. IBM Global Financing offers flexible, competitive solutions that can meet your full range of needs—hardware, software and services from IBM® and every other leading manufacturer. Count on us for solutions that support success, today and in the years to come.

### For more information:

- Contact your IBM Global Financing representative.
- Call us at 800-IBM-CALL and ask for Customer Financing in the U.S. In Canada, call 800-426-2255, extension 710.
- Visit our Web site at [ibm.com/financing](http://ibm.com/financing) in the U.S. and [ibm.com/ca/leasing](http://ibm.com/ca/leasing) in Canada.

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### Eligible products

<i>AS/400</i>	9406, models 170, 720, 730, 740, and 270, 820, 830, 840
<i>RS/6000</i>	7017 S80
<i>Storage</i>	all products
<i>Operating system software</i>	AS/400: 5769 SS1 RS/6000: 5765 C34
<i>Printers</i>	all products
<i>PSG</i>	all ThinkPads, desktops, IntelliStations and Netfinity®