

PASSPORT ADVANTAGE AND PASSPORT ADVANTAGE EXPRESS REFERENCE SHEET FOR SOFTWARE RESELLERS

DESCRIPTION	<p>Passport Advantage and Passport Advantage Express are simple, comprehensive IBM offerings that provide software license acquisition and software maintenance (product upgrades and technical support) to customers who purchase IBM distributed software.</p> <p>Passport Advantage addresses the needs of large enterprises that might have multiple sites. The offering provides better prices for a customer's software volume purchases over time. The customer's pricing improves based on a history of the size of software sales transactions - - - including purchases of products from select third-party software vendors.</p> <p>Passport Advantage Express is designed for single-site, medium-sized enterprises. This new offering combines the full Passport Advantage product portfolio with the simplicity of a single transaction-based software sale. Each software sales transaction is subject to the price and terms and conditions in force at the time of the customer's software purchase.</p>
BENEFIT	<p>Each software purchase customers make from a software reseller through Passport Advantage or Passport Advantage Express helps maximize the reseller's opportunities for financial rewards.*</p> <p>When customers purchase new software, a software reseller has the opportunity to provide additional applications and services as part of the software sale.</p> <p>The software reseller can go-to-market with IBM more quickly and effectively, and drive more demand for their own solutions, which might include IBM software, hardware, and services.</p>
TARGET AUDIENCE	<p>Passport Advantage Express is designed for single-site, medium-sized customer enterprises.</p> <p>Passport Advantage addresses the needs of large customer enterprises that might have multiple sites.</p>
CRITERIA TO RESELL SOFTWARE THROUGH PASSPORT ADVANTAGE OR PASSPORT ADVANTAGE EXPRESS	<p>Software resellers must:</p> <ul style="list-style-type: none">Be eligible to resell IBM distributed software according to their country trade lawsEstablish a relationship with a Distributor of IBM software, andBe issued a unique reseller identifier**. <p>For more information, go to: http://www.lotus.com/services/passport.nsf/WebDocs/Passport_Advantage_Home Select Program Information Select Passport Advantage Reseller or Contact Us.</p>
CONTRACT STIPULATION	<p>There are no contract stipulations for software resellers who resell software available through Passport Advantage or Passport Advantage Express. Software resellers are encouraged to go to: http://www.ibm.com/software/passportadvantage for additional information.</p>

*Software resellers are encouraged to join PartnerWorld for Software. Through PartnerWorld for Software membership, software resellers can be listed in the Business Partner Directory which is available to customers, obtain information on Distributors of IBM software, and be eligible to participate in special initiatives designed to financially reward software resellers. For additional information, go to: <http://www.ibm.com/partnerworld/software>.

** e.g., Reseller SAP Number

Current as of April 25, 2003.