

**SALES ASSISTANCE PROGRAM EXHIBIT
IBM Business Partner Agreement**

**Exhibit No.: SA-20
February 1, 1999**

Table of Contents

<u>Section</u>	<u>Page</u>
1.0 General	2
1.1 Compensation Plan	2
1.2 Conditions Where There is No Compensation	2
2.0 Program Payments	2-4
2.1 Product Categories	4-15

1.0 General

The terms of this Exhibit are in addition to those of the IBM Business Partner General Terms and IBM Business Partner Agreement-Sales Assistance Program Terms Attachment.

1.1 Compensation Plan

The Compensation Plan for the Sales Assistance Program is based on list Program charges, except when IBM or Lotus offer special pricing terms to the end user. If special pricing is offered to the end user, the Compensation plan is based on the discounted Program charges. The procedure for requesting payment when special pricing is used is in the operations guide.

There are two forms of Compensation available:

- Fees (hard dollars)
- Expense reimbursement (soft dollars)
(collectively called Compensation)

Expense reimbursement is only applicable to IBM workstation Programs and Lotus Programs with an approved IBM/Lotus Professional Certification Available.

Participants are approved for either fees or expense reimbursement by software category. A participant who is approved for fees may elect to receive expense reimbursement, instead of the fees, on a transaction-by-transaction basis.

1.2 Conditions Where There is No Compensation

Compensation for the following items will not be included in any element of this plan, unless we specify otherwise.

- Programs acquired and IBM/Lotus receives no revenue as a result of the sale.
- Programs acquired under the Higher Education Software Consortium (HESC) agreement.
- Programs acquired for use outside of the United States, Canada, and Puerto Rico.
- Programs acquired from non-IBM and/or non-Lotus authorized sources.
- Programs acquired for resale to another Business Partner.
- Programs manufactured by IBM or Lotus, but sold without the IBM or Lotus logo or under the terms of an IBM or Lotus OEM Agreement.
- Programs acquired by IBM or Lotus employees.
- Taxes, separately itemized or invoiced.
- Solution Providers will not receive IBM/Lotus Sales Assistance Program Compensation for sales of S/390 ESO software.
- Programs which have been sold to the Federal Government or State and Local Governments by an IBM/Lotus Sales Assistance Program participant where the IBM/Lotus Sales Assistance Program participant is also fulfilling the sale (U.S. only).

2.0 Program Payments

For Programs that run on mainframe systems, excluding ESO, OSO, and OS/390, the fee is:

- 15% of list Program charges for new licenses.
- 3% of list Program charges for new versions of installed licenses.

For ESO, OSO, and OS/390, the payment is:

- 15% of half of the list Program charges for new MVS, VM, or VSE licenses.
- 3% of half of the list Program charges for new versions of installed licenses.
- For monthly billable features on products selected as part of an ESO, the payment will be one half of the list price of the optional billable feature times 24 months times 15% if the feature is new; or times 3% if the feature is installed as a part of a version-to-version upgrade.

For mainframe software, there are two license designations that are eligible for fees: "New" and "Upgrade."

A "new" license is the installation of a net new eligible license within the enterprise or any processor or sysplex where it is not replacing a predecessor product.

An "upgrade" license is the installation of an eligible new version of an already installed product within the enterprise where the license of the already installed product is anticipated to be discontinued.

If the installation of a license causes, within six months of its installation, the discontinuance of a license for a predecessor product or conversion to a Single Version Charge of a license for a predecessor product, it is then considered an upgrade license.

A license is ineligible for any payment if the customer discontinues a license for the same version of the product on any processor in the enterprise within six months after its installation.

For PSLC software, the fee is based upon the incremental change in the list revenue for the license on the base box before and after its installation.

License movements within an enterprise are not eligible for payment under any circumstances.

New versions of products can be determined from exhibit DAWN0040, available in the BPLibrary."

For Programs that run on AS/400 systems, the payment is:

- 11% of list Program charges.

For Passport Advantage sales of IBM workstation and Lotus software products, the payment is

- 5% of the Suggested Volume Price (SVP) level C price. If the sale is into the Small and Medium Business (SMB) Marketplace, the workstation fee will be 15% of the SVP level C price.

For non-Passport Advantage sales of IBM workstation and Lotus software products, the payment is:

- 5% of SRP minus 20%. If the sale is into the Small and Medium Business (SMB) Marketplace, the workstation fee will be 15% of SRP minus 20%.

There are some exceptions to the payment schedule listed above. Examples are:

- VA Pacbase pays at 25%.
- EDMSuite pays at 11%, selected products at 25%.
- Selected products in VisualAge Java category - 15%
- Selected products in VisualAge Generator category - 15%
- Technology Watch pays at 35%.

For all Programs, the following applies:

For all recurring charges, we apply the percent to 1) 24 times the monthly license charge or 2) the sum of the initial charge and the annual charge.

All OTC software on the S/390 should be paid at 15%, regardless of whether the software is designated as new or upgrade. All OTC on other platforms should be paid at the appropriate new fee percentages.

For IBM feature codes (excluding usage feature codes) added to AS/400 and S/390 Programs, a fee percentage is applied to the list price of the feature provided 1) the Program appears in a Product Category for which you are authorized, and 2) both a valid Project Form and a valid Sales Assistance Confirmation Form are submitted. The fee percent is 15% for non-ESO programs that run on mainframe systems and 11% for programs that run on AS/400 systems, including OS/400.

For usage features billed within 12 months of the first day of charge of a Program for which you received payment, you will be paid the same percentage for these additional features as you were paid for the original Program. You must request payment for these features using the procedure outlined in the operations guide.

Note: All software drag payments were eliminated effective January 1, 1999. To be eligible for software drag payments under the 1998 BESTeam Sales Assistance Program, the following criteria must be met:

- For AS/400 and IBM Workstation Programs, both the base Program and the dragged Program(s) must have been installed and billed on or before December 31, 1998.
- For S/390 Programs, both the base Program and the dragged Program(s) must have been installed before December 31, 1998, and must bill before March 3, 1999.

All requests for drag payments must be submitted on a valid Sales Assistance Confirmation Form on or before March 15, 1999.

Unless approved in advance, there is a maximum per firm payment of \$40,000 for the sale of a single PID number (for S/390 and AS/400 Programs) or a single program part number (for IBM workstation Programs or Lotus Programs) to a customer enterprise over a 12-month calendar year. This period begins with the First Date of Charge (FDOC) or the proof-of-purchase date of the first license installed.

The transaction revenue must be at least \$2,000 of IBM revenue for mainframe or AS/400 Programs or at least \$2,000 of IBM and Lotus revenue for IBM workstation and Lotus Programs in order to qualify for payment.

There is a maximum of one IBM/Lotus Sales Assistance Program Compensation per PID number (for S/390 and AS/400 Programs) or program part number (for IBM workstation and Lotus Programs). When multiple IBM/Lotus Sales Assistance Program participants are eligible for payment, the fee will be split evenly among the eligible participants.

2.1 Product Categories

You are eligible to earn Compensation for performing pre-sales activities for the following Programs within these Categories as approved in your Sales Assistance Program Profile. Program additions, Program deletions, and other changes to this exhibit will be posted in the PARTNER News for Distributors (DISNEWS) category on IBMLink when changes are made.

Workstation Programs available on the IBM Business Partner Exhibit, Workstation Software Product Table (Z125-5505), and their Passport Advantage equivalent, will be considered part of this exhibit and will be paid as described in Section 2.0 of this exhibit. Approved Premier and Advanced Partners will be paid for those Programs for which their certification is valid. The following Workstation Software Product Table categories will be available for approved partners in the following Sales Assistance Program categories.

W1 Category	Sales Assistance Category
Data Management	DB-Workstation
Transaction Systems (except Global Sign-on)	MQ-Workstation, or TS-CICS-WS
IBM Global Sign-On - All Platforms	NS-Network Communications-WS
Network Communications	NS-Network Communications-WS
Telephony	Telephony
Systems Management	SM-ADSM-WS
Application Development	AD-VisualAge Smalltalk, or AD-VisualAge C++, or AD-VisualAge COBOL
Electronic Data Management	EDMSuite
Suites Software	DB-Workstation MQ-Workstation SM-ADSM-WS or TS-CICS-Workstation

Software Categories with No Approved IBM/Lotus Professional Certification Available

AD-AS/400

5649-PW2	AS/400 Application Dev'l Toolset
5697-D11	BYPASS2000 for AS/400 V3
5716-AF1	AFP for AS/400
5716-CM1	AS/400 Communication Utilities V3.6
5716-DS1	Business Graphics Utility-AS/400
5716-PWK	ADTS Plus
5716-PW1	AS/400 Application Dev'l Toolset
5763-AF1	AFP for AS/400
5763-CM1	AS/400 Communication Utilities V3.1
5763-PW1	AS/400 Application Dev'l Toolset V3.1
5769-CL3	ADTS CS
5769-DS1	Business Graphics Utility - AS/400
5769-PD1	Application Program Driver for AS/400
5769-PPK	ValuePak for AS/400 Print
5769-PWK	App Dev Toolset Plus
5769-PW1	ADTS and ADTS Plus

AD-AS/400 Groupware

5716-WP1	OfficeVision/400 V3R6
5763-WP1	OfficeVision/400 V3
5769-EPK	Lotus EnhancedPak
5769-WP1	OfficeVision
5798-RZJ	OfficeVision JustMail/400
5798-RZT	Facsimile Support for AS/400 V3.1
5798-TAY	Facsimile Support for AS/400 V3.6
5798-TBT	OfficeVision JustMail
5798-TBY	Facsimile Support for AS/400

AD-BookManager

5684-026	BookManager Build VM
5684-062	BookManager Read VM
5799-PXY	Library Reader
5799-QBG	Library Reader Redistribution
15J9949	BookServer for Windows NT
83H9467	BookServer for AIX
84H1512	BookServer for OS/2
84H1526	BookManager Read
84H6397	BookManager Build

AD-Graphics

5668-812	GDDM PGF V2
5684-168	GDDM/VM V3
5686-057	GDDM/VSE V3

AD-ISPF

5684-043	ISPF VM V3
5684-123	ISPF PDF VM V3

AD-Languages-AS/400

5649-CB2	ILE COBOL for AS/400
5649-RG2	ILE RPG for AS/400
5716-CB1	ILE COBOL/400
5716-CX2	ILE C/400 V3.6
5716-CX4	VisualAge C Set++ for OS/400 V3
5716-DCT	Language Dictionaries/400 V3.6
5716-RG1	ILE RPG/400
5763-CB1	ILE COBOL/400
5763-CX2	ILE C/400 V3.1
5763-DCT	Language Dictionaries/400 V3.1
5763-RG1	ILE RPG/400 V3
5769-CB1	ILE COBOL
5769-CX2	ILE C for AS/400
5769-RG1	ILE RPG

AD-Languages-Host

5620-AZH	SoftAudit/2000
5620-AZI	SoftAudit/ONE
5620-AZJ	SoftAudit Package
5620-AZM	Edge Portfolio Analyzer
5620-BFV	Isogon TICTOC
5648-A25	COBOL for OS/390
5648-A53	VisualAge Pacbase V2
5648-B05	CCCA for OS/390, MVS, and VM V2 R1
5648-MLE	VisualAge COBOL MLE for OS/390 & VM
5648-MLX	VisualAge PL/I MLE for MVS & VM V1R
5648-109	VisualLift for MVS, VM and VSE
5648-142	TME10 Information Management
5654-MLE	VisualAge COBOL MLE for MVS & VM
5654-033	C for VM
5655-A33	IBM Maintenance 2000 V1.2
5655-A46	Java for OS/390
5655-B14	VisualAge Smalltalk Server for OS/390 V4.5
5655-JAV	VisualAge for Java Enterprise Edition for OS/390
5668-717	IBM VS Pascal Library
5668-767	IBM VS Pascal Compiler & Library
5668-805	VS Fortran V2

5668-806	VS Fortran V2
5668-808	APE V2
5686-A01	C for VSE
5686-A07	IBM COBOL and CICS Command Level Conversion Aid (CCCA) for VSE/ESA V2R1
5686-MLE	VisualAge COBOL MLE for VSE/ESA
5686-MLX	VisualAge PL/I MLE for VSE/ESA
5686-067	Language Environment for VSE V1
5686-068	COBOL for VSE V1
5686-069	PL/1 for VSE
5686-094	LE for VSE
5688-087	VS Fortran
5688-187	C/370 Compiler V2
5688-188	C/370 Library V2
5688-197	COBOL for MVS and VM V1
5688-198	Language Environment
5688-216	AD/Cycle 370
5688-228	APL2
5688-235	PL/1 for MVS
5695-013	IBM Compiler REXX/370
5695-014	Library for SAA REXX/370
5696-234	High Level Assembler
5697-C85	OPTI-AUDIT for VSE
5697-E07	Millennium Runtime Windowing Tool for MVS and OS/390
5740-CB1	OS/VS COBOL Compiler
5746-SM3	DFSORT/VSE
5785-ABJ	COBOL and CICS Command Conversion Aid
5785-CCA	COBOL and CICS Conversion
5785-CCC	COBOL and CICS Conversion
5798-DYR	COBOL Report Writer/Compiler Precomp
5798-DZX	COBOL Report Writer Runtime Libraries
5799-GBN	IBM Application Testing Collection
5799-GDF	Millennium Date Compression Tool for MVS

AD-VisualAge Generator

	VisualAge Generator - All Products
15J9874	VisualAge Generator Templates
15J9875	VisualAge Generator Templates
15J9876	VisualAge Generator Templates
15J9877	VisualAge Generator Templates
31H6389	VisualAge Generator DevUpg Prot OTC
31H6391	VisualAge Generator ServUpg Prot OTC
33H1864	TeamConnection DataAtlas
33H1875	TeamConnection DataAtlas
33H1876	TeamConnection DataAtlas
33H1877	TeamConnection DataAtlas
33H1878	TeamConnection DataAtlas
33H1889	VisualAge Reqts Tool
33H1893	VisualAge Reqts Tool
33H1899	VisualAge Reqts Tool
33H1910	VisualAge Reqts Tool
33H1911	VisualAge Reqts Tool
4301-770	VisualAge Generator Developer
4301-771	VisualAge Generator Dev w/cert
4301-772	VisualAge Generator Dev wo/cert
4301-773	VisualAge Generator Dev Upg
4301-774	VisualAge Generator Dev Upg w/cert
4301-775	VisualAge Generator Dev Upg wo/cert
4301-776	VisualAge Generator Dev Upg ST
4301-777	VisualAge Generator Dev Upg ST US w/cert
4301-778	VisualAge Generator Dev Upg ST US wo/cert
4301-779	VisualAge Generator Dev Media SA
4301-780	VisualAge Generator Dev Doc SA
4301-781	VisualAge Generator Server
4301-782	VisualAge Generator Server MultiUA w/cert
4301-783	VisualAge Generator Server MultiUpg
4301-785	VisualAge Generator Server MultiUpg wo/cert
4301-786	VisualAge Generator Server Media Pkg
4301-787	VisualAge Generator Server Doc Pkg
4301-788	VisualAge Generator Dev Doc Kit
4301-794	VisualAge Generator Server MultiUA wo/cert
5648-B02	VisualAge Generator Server
5688-206	CSP/370 RS V4
5688-218	CSP/370 AD V4
5716-VG1	VisualAge Generator Host Server - AS/400

5763-VG1	VisualAge Generator Host Server - OS/400
5801-AAR 0094	Upgrade to VisualAge Generator for OS/2 V2
5801-AAR 0095	Upgrade to VisualAge Generator Work Svcs for OS/2 and AIX V2
5801-AAR 0159	Upgrade to VisualAge Generator for OS/2 Proof of Addtl License
5801-AAR 0161	Upgrade to VisualAge Generator Work Svcs for OS/2 and AIX Addtl License
5801-AAR 0351	VisualAge Generator for OS/2 Proof of Addtl License
5801-AAR 0353	VisualAge Generator Work Svcs for OS/2 and AIX Addtl License (multi)
5801-AAR 0384	VisualAge Generator for OS/2 V2
5801-AAR 0385	VisualAge Generator Work Svcs for OS/2 and AIX V2 (multiuser)
5801-AAR 0418	VisualAge Generator Work Svcs for OS/2 and AIX V2 (single user)
5801-AAR 0420	VisualAge Generator Work Svcs for OS/2 and AIX Addtl License (single)
5801-AAR 1118	VisualAge Generator Developer
5801-AAR 1119	VisualAge Generator Workgroup
5801-AAR 1120	VisualAge Generator Workgroup
5801-AAR 1939	VisualAge Generator Developer
5801-AAR 1941	VisualAge Generator Server
5802-AAR 1056	VisualAge Generator Server
5802-AAR 1188	VisualAge Generator Dev AL
5802-AAR 1189	VisualAge Generator Dev POAL
5802-AAR 1190	VisualAge Generator WGS AL
5802-AAR 1191	VisualAge Generator WGS POAL
5802-AAR 1192	VisualAge Generator WGS AL
5802-AAR 1193	VisualAge Generator WGS POAL
5802-AAR 1872	VisualAge Generator Dev
5802-AAR 1873	VisualAge Generator Dev
5802-AAR 1874	VisualAge Generator Server
5803-AAR 0406	VisualAge Generator Upg
5803-AAR 0407	VisualAge Generator Upg
5803-AAR 0409	VisualAge Generator Upg
5803-AAR 0785	VisualAge Generator Dev Upg
5803-AAR 0791	VisualAge Generator Dev Upg
5803-AAR 0899	VisualAge Generator Wrkgrp Srv
5804-AAR 0392	VisualAge Generator Upg
5804-AAR 0393	VisualAge Generator Upg
5804-AAR 0394	VisualAge Generator Upg
5804-AAR 0395	VisualAge Generator Upg
5804-AAR 0396	VisualAge Generator Upg
5804-AAR 0397	VisualAge Generator Upg
5804-AAR 0552	VisualAge Generator Wrkgrp Upg
5804-AAR 0776	VisualAge Generator Upg
5804-AAR 0777	VisualAge Generator Upg
5804-AAR 0778	VisualAge Generator Upg
5804-AAR 0779	VisualAge Generator Upg
5804-AAR 0789	VisualAge Generator Wrkgrp Upg
5809-AAR 0410	VisualAge Generator Upg Prot
5809-AAR 0411	VisualAge Generator Upg Prot
5809-AAR 0412	VisualAge Generator Upg Prot
5809-AAR 0413	VisualAge Generator Upg Prot
83H9292	TeamConnection DataAtlas
83H9293	TeamConnection DataAtlas
83H9294	TeamConnection DataAtlas

Bridgewater

5620-AUL	Bridgewater
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DB-AS/400

5716-DP1	DataPropagator for OS/400 V3.6
5716-QU1	AS/400 Query V3R6
5716-ST1	AS/400 Structured Query Language V3R6
5716-VP1	ValuePak for AS/400
5716-XW1	Client Access Family for Windows V3R7
5716-XY1	Client Access Family V3R7
5763-DP1	DataPropagator for OS/400 V3.1
5763-QU1	AS/400 Query V3
5763-ST1	DB/2 Query Manager
5763-XW1	Client Access Family for Windows V4
5763-XY1	Client Access Family V3R2
5769-CM1	Comm Util for AS/400
5769-DP1	Data Propagator
5769-GP1	GrowthPak
5769-QU1	Query
5769-ST1	Query Mgr and SQL Development Kit
5769-VP1	ValuePak

5769-XW1 Client Access Family for Windows V4.1
5769-XY1 Client Access Family V4

DB-EDMSuite

ImagePlus VisualInfo WS
FlowMark Workstation
5622-005 ImagePlus Obj Dist Mgr
5622-969 ImagePlus Workstation
5639-C58 ImagePlus Workstation for Windows NT
5649-RD1 R/DARS
5655-A01 ImagePlus VisualInfo Obj
5655-A02 ImagePlus VisualInfo Lib
5655-A26 ImagePlus Object Distribution Manager V3.1
5655-A27 ImagePlus Folder Application Facility V3.1
5655-129 FlowMark/MVS Application AIF
5695-041 ImagePlus Folder App
5697-D59 VisualInfo for AS/400
5716-RD1 R/DARS
5733-A18 ImagePlus VisualInfo/400
5733-218 R/DARS for OS/400 V2
5763-RD1 R/DARS
5769-RD1 EDM Suite On Demand
5799-RBH SSA ImagePlus WS Program/2 Viewer for Windows 95

DB-Host

5622-267 DataPropagator Relational Apply/MVS
5648-158 DB2 Server for VM/VSE
5655-A22 DataPropagator Relational Apply/MVS
5655-A23 DataPropagator Relational Capture/MVS
5655-A31 DB2 Row Archive Manager
5655-DB2 DB2 for MVS V5
5655-076 DataPropagator Relational Capture/MVS
5655-102 DB2 Performance Monitor for MVS
5684-136 SQL Master for VSE and VM
5688-103 SQL/DS V3.5
5688-515 DB2 Admin Tool for MVS/ESA
5695-DB2 DB2 for MVS V4
5695-077 DB2 Auto Utility
5696-703 Data Refresher
5696-705 DataPropogator for NonR
5799-A32 Technology Watch
84H3464 IDS Addtl License
84H3465 IDS Addtl License
84H3473 IDS V1
84H3474 IDS UNIX Gateway
84H3475 IDS MVS Gateway
84H3476 IDS UNIX Addtl License
84H3477 IDS UNIX Addtl License
84H3478 IDS MVS Addtl License
84H3479 IDS MVS Addtl License
84H3480 IDS Desktop
84H3481 IDS Desktop
84H3482 IDS Desktop
84H3483 IDS Desktop
84H3484 IDS Desktop
84H3485 IDS Capsule Service
84H3486 IDS Capsule Service
84H3487 IDS Capsule Service
84H3488 IDS Capsule Service
84H3489 IDS Capsule Service
84H3490 IDS Upgrade from DIS
84H3491 IDS Upgrade from DIS
84H3492 IDS Upgrade from DIS
84H3492 IDS Upgrade from DIS
84H3493 IDS Upgrade from DIS
84H3494 IDS Upgrade from DIS
84H3495 IDS Upgrade from DIS
84H3496 IDS Upgrade from DIS
84H3497 IDS Upgrade from DIS
84H3498 IDS Upgrade from DIS
84H3564 IDS Upgrade from DIS

DB-IMS

5655-A14	IMS Batch Term Simulator
5655-A21	IMS/ESA ADF Tools Pack
5655-A68	IMS/ESA Recovery Saver
5655-085	IMS Compression Ext
5655-109	DEDB Fast Recovery V1
5655-136	IMS Message Requeuer V3
5655-158	IMS Version 6
5665-348	IMS ADF II V2.2
5685-093	IMS Sys Utilities-DB Tools V2
5695-176	IMS Version 5
5697-A05	IMS/ESA Ad-Hoc
5697-A06	IMS ESA Partition DB
5697-B87	IMS Work Load Router V2
5697-B89	IMS Performance Analyzer
5697-B92	IMS DB Integrity Control Fac. V6
5697-C33	IMS Index Builder
5697-D15	IMS/ESA Database Control Suite
5697-D87	IMS DBRC Security Tool
5697-E04	IMS/ESA Year 2000 Exit Tool
5798-CQP	IMS Perf. Analysis & Report
5799-GBA	IMS/ESA Year 2000 Local DL/I

DB-QMF

5648-061	QMF VSE ESA V3
5697-D27	QMF for Windows
5706-254	QMF MVS V3
5706-255	QMF VM

HR Access

5799-QXH	HR Access
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MQ-AS/400

5716-MQ1	MQ for AS/400
5763-MQ2	MQSeries for OS/400
5769-MQ1	MQSeries for AS/400

MQ-Host

5620-BKF 0029	MQIntegrator for OS/390 and DB2-Program License
5620-BKF 0030	MQIntegrator for OS/390 and DB2-Program License
5620-BKF 0031	MQIntegrator for OS/390 and DB2-Program License
5620-BKF 0032	MQIntegrator for OS/390 and DB2-Program License
5620-BKF 0033	MQIntegrator for OS/390 and DB2-Program License
5620-BKF 0034	MQIntegrator for OS/390 and DB2-Program License
5620-BKG 0029	MQIntegrator for OS/390 and DB2-Program Service
5620-BKG 0030	MQIntegrator for OS/390 and DB2-Program Service
5620-BKG 0031	MQIntegrator for OS/390 and DB2-Program Service
5695-137	MQSeries for MVS/ESA
5787-ECX	MQ for VSE/ESA

NS-AS/400

5763-XZ1	LAN Server for OS/400 V3.1
5769-CF1	POS Comm Utility
5769-TBW	Wireless Connection
5769-XZ1	OS/2 Warp Server

NS-Netview-Host

5654-011	Netview Perf Monitor
5655-007	Netview for MVS
5655-043	Netview Performance Monitor V2
5685-016	Netview Dist Mgr
5685-108	Netview File Transfer Program for MVS
5685-111	Netview MVS/ESA V2R2
5686-055	Netview V2 for VSE
5695-036	Netview Access Svcs
5697-B82	TME10 Netview for OS/390
5756-051	Netview VM

NS-Network Communications-Host

5697-C32	Net.Commerce for OS/390 V1
5697-C60	commercePOINT Gateway for OS/390
5697-C62	commercePOINT eTill for OS/390
5697-D32	Net.Commerce for OS/390 V3

NS-VTAM & ACF

5621-425	3172 ICP
5622-388	Nways Broadband Switch 1.5
5648-063	ACF/NCP V7
5648-141	NTuneMon V2
5654-009	ACF/SSP VM
5654-010	VTAM V4 for VM/ESA
5655-041	ACF/SSP V4 for MVS
5664-289	ACF/SSP VM
5666-322	ACF/SSP VSE
5666-363	ACF/VTAM for VSE ESA V3
5668-719	X.25 NPSI V2
5668-738	ACS/NCP V5
5668-963	Network Routing Facility
5686-064	ACF/SSP VSE
5686-065	VTAM VSE/ESA V4
5688-035	X.25 NPSI V3
5688-231	ACF/NCP V6
5688-854	ACF/NCP V4
5695-117	ACF/VTAM V4MVS/ESA
5735-XXB	NCP Emulation Program
5735-XX7	Network Terminal Opt
5746-RC5	BTAM/ES

OS-AS/400

5716-DB1	S/38 Utilities for AS/400
5716-SS1	OS-AS/400
5733-CAF	Subscription Srv CAFee
5733-SMM	Subscription Srv MnBill
5733-SM1	Subscription Srv One Yr
5733-SM2	Subscription Srv Two Yr
5733-SM3	Subscription Srv Three Yr
5733-SM4	Subscription Srv Four Yr
5733-SM5	Subscription Srv Five Yr
5733-UPH	AS/400 SSA SW UPG PROT PREPY
5763-SS1	OS-AS/400
5769-AF1	Adv Fun Print Utility
5769-DB1	S/38 Utilities for AS/400
5769-FNT	Adv Fun Print Fonts
5769-JS1	Job Scheduler
5769-SS1	OS/400 (Upgrades only)

OS-MVS

5645-001	OS/390
5647-A01	OS/390 V2
5686-041	DSNX V2

OS-VM

5654-030	VM/ESA V2
5664-281	3270-PC File Transfer Program for VM/SP
5684-073	VMPRF
5684-096	RSCS V3
5684-130	VMPAF
5686-081	VSE/VSAM for VM
5735-FAL	TCP/IP for VM V2 R4
5748-XE4	VM/Directory Maintenance
5798-DWD	VMTRM

OS-VSE

5686-A04	TCP/IP for VSE/ESA
5686-066	VSE Central Functions V6
5690-VSE	VSE/ESA V2
5746-XC5	VSE/OCCF

Sales Automation

5799-ISA Sales Advisor

SM-ADSM

5654-A02 ADSM for VM
5655-A30 ADSM for MVS V3.1
5686-073 ADSM for VSE/ESA V1
5716-SV1 ADSM/400 - New Client Support
5716-SV2 ADSM/400 - Client Enhancements
5733-197 ADSM/400 for OS/400 V2.3
5763-SV1 ADSM/400 - New Client Support
5763-SV2 ADSM/400 - Client Enhancements
5769-SV3 ADSM for AS/400

SM-AS/400

5633-063 Netware for SAA
5697-B95 Netfinity Svcs AS/400
5716-BR1 BRMS/400
5716-JS1 Job Scheduler for OS/400
5716-OPK Ops Productivity Pak
5716-PT1 Performance Tools
5716-SM1 SystemView Operations Control Center for AS/400
5716-SVA Netfinity for AS/400
5763-BR1 BRMS/400
5763-ES1 SystemView Automation Center/400 V3
5763-MW1 ManageWare/400
5763-PT1 Performance Tools
5763-SM1 SystemView Sys Mgr
5769-BR1 BRMS
5769-FW1 Secured Network Gateway
5769-MG1 SystemView MNGP SYSRV
5769-NCE Internet Server Intl
5769-NC1 Internet Server
5769-OPK Operations Productivity Pak
5769-PT1 Performance Tools
5769-SM1 SystemView Operations Control Center for AS/400

SM-Host

5620-AQW ASAP
5620-AQX ABARS Manager
5639-B79 OV/VM Migration Tools
5645-005 Sys Auto for OS/390
5648-A12 RAMAC Snapshot
5648-A17 Extended Facilities
5648-PDM InfoSpeed exPress Data Mover for UNIX & Windows NT
5648-XX9 Document Composition Facility
5648-048 RMDS V2R2
5648-099 Ditto/VSE
5648-113 AFP Fonts
5648-129 CLIO
5648-142 Tivoli Service Desk for OS/390
5654-A03 SNAPSHOT for VM
5654-029 Ditto/VM
5655-ACS Naviquest
5655-A17 SmartBatch
5655-A18 EDI Services, DI/MVS
5655-A19 EDI Services, DI/MVS-CICS
5655-A29 Communications Server for MVS
5655-B17 Print Services Facility V3 for OS/390
5655-SWM StorWatch Reporter for OS/390
5655-OPT DFSMS Optimizer
5655-065 Batchpipes MVS
5655-091 APPC App Suite
5655-103 DITTO for MVS
5655-126 MultiSystem for MVS
5655-146 SystemView for MVS
5665-264 MVS BDT
5665-366 SDF for MVS V1 R3
5665-397 Service Level Reporter

5668-949	MVS/SMP Extended
5685-045	Network Design and Analysis
5686-040	PSF/VSE
5688-190	Page Print Formatting/370
5688-191	OGL/370
5695-010	CICS VSAM Recovery
5695-040	Print Services Facility/MVS
5695-086	DFRMM R2 for MVS/DFP
5695-101	EPDM
5695-171	Info/Management V6 for MVS/ESA
5695-178	AON
5697-B14	Internet Conn Srvr
5697-B83	Tivoli Global Ent Mgr.
5697-D16	DB2 Buffer Pool Tool
5697-D61	InfoSpeed exPress Data Mover V1 for OS/390
5697-OPC	TME10 OPC/ESA
5697-119	Hardware Configuration Mgr for MVS
5740-XC5	DMS/CICS/VS
5740-XXH	RACF V1
5748-T14	Transaction Processing Facility
5765-A25	HAGEO 2.1
5765-C53	Network Storage Mgr
5765-D28	HACMP 4.3
5765-233	AIX SNA Manager/6000
5785-BAC	Jes 328X Print Facility V3

TS-CICS-AS/400

5716-DFH	CICS/400 V3R6
5763-DFH	CICS/400 V3
5769-DFH	CICS for AS/400

TS-CICS-Host

5655-018	CICS/ESA V4
5655-147	CICS Transaction Srvr MVS
5665-463	CICS DDM
5686-011	CICS VSAM Recovery/VSE
5686-018	CICS/DDM/VSE
5686-026	CICS/VSE V2
5695-010	CICS VSAM Recovery for MVS/ESA
5695-061	CICS Application Migration Aid
5695-070	CICS Searchmanager/370
5695-081	CICSplex System Manager/ESA
5696-582	Transaction Affinity
5746-XXT	SDF II VSE

Telephony

	CallPath
4230-045	Switchserver/2
5695-083	CallPath CICS/MVS
5695-089	CallCoordinator CICS/MVS
5716-CP2	Callpath for AS/400
5716-CP3	CallPath for AS/400 AIX
5763-CP2	CallPath for AS/400 V3.1
5763-CP3	CallPath for AS/400
5765-B81	DirectTalk for AIX
5769-CP4	CallPath Server/400 for AS/400
5801-AAR 1045	CallPath Server/2 ATT
5801-AAR 1046	CallPath Server/2 ML4
5801-AAR 1049	CallPath Server/2 R9006
5801-AAR 1051	CallPath Server/6000 ATT
5801-AAR 1060	CallPath Server/6000 ML4
5807-AAR 0213	CallPath Server/2 1 Use Pack
5807-AAR 0214	CallPath Server/2 5 Use Pack
5807-AAR 0215	CallPath Server/2 10 Use Pack
5807-AAR 0216	CallPath Server/2 50 Use Pack
5807-AAR 0217	CallPath Server/6000 1 Use Pack
5807-AAR 0218	CallPath Server/6000 5 Use Pack
5807-AAR 0219	CallPath Server/6000 10 Use Pack
5807-AAR 0220	CallPath Server/6000 50 Use Pack
5807-AAR 0301	CallPath Server/2 100 Use Pack
5807-AAR 0302	CallPath Server/2 200 Use Pack
5807-AAR 0303	CallPath Server/2 500 Use Pack

5807-AAR 0304	CallPath Server/6000 100 Use Pack
5807-AAR 0305	CallPath Server/6000 200 Use Pack
5807-AAR 0306	CallPath Server/6000 500 Use Pack

ViaVoice

	VoiceType Dictation
04L4340	ViaVoice 98 Executive Edition
04L5410	ViaVoice 98 Legal
04L5420	ViaVoice 98 Medical

Software Categories with an Approved IBM/Lotus Professional Certification Available

AD-VisualAge C++ (Hard Dollar Rewards)

AD-VisualAge C++ (Soft Dollar Rewards)

VisualAge for C + +
SOMobjects

AD-VisualAge COBOL (Hard Dollar Rewards)

AD-VisualAge COBOL (Soft Dollar Rewards)

VisualAge COBOL

AD-VisualAge Java (Hard Dollar Rewards)

AD-VisualAge Java (Soft Dollar Rewards)

04L0300	VisualAge e-business Pkg
04L0302	VisualAge e-business Upg Prot SA
04L0303	VisualAge e-business CDROM SA
04L0304	VisualAge e-business 1USR SA
04L0305	VisualAge e-business Doc SA
04L0316	VisualAge e-business Pkg upg
4266-980	VisualAge Java Pro
4266-985	VisualAge Java Enterprise
5801-AAR	VisualAge Java Enterprise

AD-VisualAge SmallTalk (Hard Dollar Rewards)

AD-VisualAge SmallTalk (Soft Dollar Rewards)

Smalltalk
VisualAge Smalltalk

DB-Workstation (Hard Dollar Rewards)

DB-Workstation (Soft Dollar Rewards)

	Database (DB2)
	Database Server
	DataGuide
	DataHub - All platforms
	DataJoiner
	DB2 Data Replication
	DB2 OLAP Server
	DB2 SW Developer's Kits
	DB2 Universal Database
	DB2 Workstation Database
	DDCS-all platforms
	Digital Library - all platforms
	Intelligent Decision Server
	Intelligent Miner
	Net.Data
	Suites Software
	Visual Warehouse
04L6651	QMF for Win, Program Package
04L7206	QMF for Win, 1 Server
04L7207	QMF for Win, 1 Add'l Processor
41H2114	DB Server for OS/2
5765-328	Database (DB2) Parallel Edition for AIX
5801-AAR 0806	Database (DB2) for HP-UX
5801-AAR 0868	DB Server for AIX
59H0663	DB Server for Windows NT
84H5342	Visual Warehouse for Windows NT
84H5343	Visual Warehouse for Windows NT

Lotus Products (Hard Dollar Rewards)
Lotus Products (Soft Dollar Rewards)

Notes (clients)
 Notes for Messaging
 Notes for Collaboration
Domino (servers) - All platforms
 Domino Mail Server
 Domino Application Server
 Domino Enterprise Server
Domino Designer
Domino Application Studio
Domino Client Access License (CAL)
Sametime Connect (client)
Sametime Server
Domino.Doc
LearningSpace
eSuite
 DevPack
 Workplace
SmartSuite
Lotus Enterprise Integrator
Lotus Domino Connectors - All
Fax for Domino
Wireless for Domino
EasySync
Organizer

MQ-Workstation (Hard Dollar Rewards)
MQ-Workstation (Soft Dollar Rewards)

 MQIntegrator
 MQSeries
 Suites Software
5620-AWY Copernicus
5620-AWZ Copernicus Ann Supp
5801-AAR 0926 MQSeries for HP-UX

NS-Network Communications-WS (Hard Dollar Rewards)
NS-Network Communications-WS (Soft Dollar Rewards)

 commercePOINT eTill
 Communications Server
 Firewall
 Host On-Demand - All products
 IBM Global Sign-On
 Internet Connection
 Internet Connection Server Windows
 Net.Commerce
 Nways
 OS/2 LAN Server
 PCOMM - All products
 Suite for Windows NT - All Products
 TCP/IP
 Web Traffic Express
 Websphere - All Products
10H9754 Dir and Security Server
5655-A81 eNetwork HOD V2 for S/390
5696-731 Netview for AIX
5697-A74 Internet Secure Server AIX
5758-HS9 Stalker
5758-T80 MIME Sweeper
5765-C17 ARTour Gateway for AIX
5765-C18 ARTour Web Exp Srvr AIX
5765-C33 WebStalker Pro for AIX
5765-C58 ARTour EmulatorExp Srvr AIX
5765-C87 Firewall V3 for AIX
5765-638 Internet Conn Srvr AIX
5765-652 Communications Server for AIX
5801-AAR 1184 Firewall AIX
5801-AAR 1723 Communications Server for Windows NT
5801-AAR 2139 Firewall
5801-AAR 2140 Firewall
5801-AAR 2141 Firewall

5802-AAR 1994	Communications Server for Windows NT
5803-AAR 0869	Firewall
5803-AAR 1221	Firewall
5803-AAR 1222	Firewall
5803-AAR 1826	Firewall
5803-AAR 1827	Firewall
5803-AAR 1828	Firewall
5809-AAR 4303	Firewall
5809-AAR 7740	Firewall
5809-AAR 7742	Firewall
84H1613	Internet Secure Server OS/2
84H1614	Internet Secure Server NT
84H1802	Communications Server for OS/2

OS-OS/2 (Hard Dollar Rewards)

OS-OS/2 (Soft Dollar Rewards)

Workspace on Demand
OS/2 WARP
OS/2 WARP Server

SM-ADSM-WS (Hard Dollar Rewards)

SM-ADSM-WS (Soft Dollar Rewards)

	ADSM Workstation Products
	StorWatch
	Suites Software
5765-D27	3466 Network Storage Manager Software Package

SM-Netfinity (Hard Dollar Rewards)

SM-Netfinity (Soft Dollar Rewards)

	TME10 Netfinity Manager
89H1653	TME10 Netfinity Server

TS-CICS-Workstation (Hard Dollar Rewards)

TS-CICS-Workstation (Soft Dollar Rewards)

	CICS
	Suites Software
	Transaction Server
	TXSeries
	TXSeries (includes CICS and Encina personalities)
04L3032	TXSeries for AIX, Solaris, HP-UX and Windows
04L3033	TXSeries for Sun Solaris V4.2
04L3034	TXSeries for Windows NT and Gradient DCE V4.2
04L3035	TXSeries for Windows NT and IBM DCE V4.2
04L3069	TXSeries for HP-UX V4.2
33H2061	Transaction Server OS/2
5620-AYM	DCE for HP-UX
5620-AYK	DCE for Solaris
5765-B96	DCE Manager for AIX
94H5431	CICS Transaction Server for OS/2 Warp V4.1