

IBM and Lotus Sales Assistance Program Sales Assistance Confirmation Form

Please provide complete name and address information, not abbreviations, in order to facilitate processing.

* Indicates a required field; you must provide the information requested

BUSINESS PARTNER INFORMATION:

* Business Partner Name: _____ * IBM/Lotus Business Partner #: _____

* IBM Software Program number or Lotus Business Partner Authorization Cd: BST or Auth (circle one) _____

E-mail Address: _____ Tracking No. of Project Form (if available) _____

CUSTOMER INFORMATION:

* Customer Name: _____ IBM Customer # (if available): _____

* Customer Address: _____

(line 2): _____

* City: _____ * State/Province: _____ * Zip/Postal Code: _____ * Country: _____

* Contact Name: _____ *Telephone Number: (____) _____ - _____

Passport Advantage contract number (if available): _____

Product Categories

___ AD-AS/400	___ DB-Host	___ OS-MVS
___ AD-AS/400 Groupware	___ DB-IMS	___ OS-OS/2
___ AD-Graphics (GDDM)	___ DB-QMF	___ OS-VM
___ AD-ISPF	___ DB-Workstation	___ OS-VSE
___ AD-Languages-AS/400	___ Government	___ Sales Automation
___ AD-Languages-Host	___ HR Access	___ SM-ADSM-Host
___ AD-VisualAge C++	___ Insurance	___ SM-ADSM-Workstation
___ AD-VisualAge COBOL	___ Lotus Products	___ SM-AS/400
___ AD-VisualAge Generator	___ MQ-AS/400	___ SM-Host
___ AD-VisualAge Java	___ MQ-Host	___ SM-Netfinity
___ AD-VisualAge SmallTalk	___ MQ-Workstation	___ Telephony
___ Bridgewater	___ NS-AS/400	___ TS-CICS-AS/400
___ DB-AS/400	___ NS-NetView-Host	___ TS-CICS-Host
___ DB-EDMSuite-AS/400	___ NS-Network Comm-Host	___ TS-CICS-Workstation
___ DB-EDMSuite-Host	___ NS-Network Comm-WS	___ ViaVoice
___ DB-EDMSuite-Workstation	___ NS-VTAM & ACF	
	___ OS-AS/400	

This form requires both signatures for submission. Signatures are for IBM and Lotus informational purposes only.

The IBM/Lotus Business Partner named below performed pre-sales activities that resulted in the decision to acquire the software listed above.

IBM/Lotus Business Partner Name: (please print)

Customer Name: (please print)

Business Partner Signature:

Customer Signature:

Title:

Date:

Title:

Date:

IBM and Lotus Sales Assistance Program Sales Assistance Confirmation Form

For IBM and Lotus Sales Assistance Program Participant Use Only

This form must be received within four (4) months of the First Date of Charge or Proof of Purchase date for the software products included on this form.

* Is this sale part of an IBM or Lotus Special Bid? (Y/N) Yes No

* Are you reselling or remarketing any or all of the products in this transaction to the United States Federal Government or to a state or local government in the United States? (Y/N) Yes No

NOTE: You may not receive IBM and Lotus Sales Assistance Program Compensation for software products fulfilled/sold by your company to the United States Federal Government or to a state or local government in the United States.

* Did you sell or remarket the hardware on which this software will be installed? (Y/N) Yes No

NOTE: Solution Providers will not receive IBM and Lotus Sales Assistance Program Compensation for sales of S/390 ESO software.

NOTE: If you are requesting payment for an IBM feature code, you must provide the four digit IBM feature code number and description.

Products Ordered

Product Name	Product Category	Product Number	QTY	Hard/Soft Dollars (H or S)	Invoice Date MM/DD/YY	Host Version Upgrade (Y/N)	Proof-of-Purchase (1) Information

- (1) NOTE: Proof-of-purchase information consists of one of the following:
1. software serial number
 2. software purchase order and hardware model number
 3. customer invoice
 4. hard copy purchase order
 5. "Passport Advantage" notation

These terms prevail over and are in addition to those of the IBM Business Partner Agreement - Sales Assistance Program Terms Attachment.

Comments:

**IBM and Lotus Sales Assistance Program
Sales Assistance Confirmation Form**

Please print this form, complete and mail or FAX to:

For companies located in the United States:

IBM and Lotus Sales Assistance Program
4111 Northside Parkway
5th Floor - L05H15
Atlanta, GA 30327-3098
Fax: (404) 238-6431

Send your questions to:
BSAP@us.ibm.com

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For companies located in Canada:

IBM and Lotus Sales Assistance Program
C/O Amy Batthish
3600 Steeles Avenue East
Markham, Ontario L3R 9Z7
Fax: (905) 316-3699

Send your questions to:
ABATTHIS@ca.ibm.com