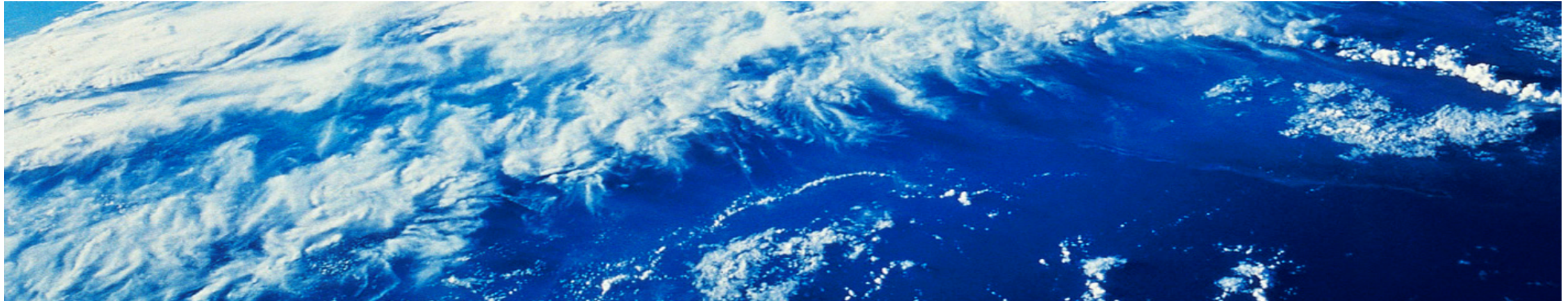

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Passport Advantage and Passport Advantage Express Overview

IBM's License, Software Subscription and Support, Cloud Services, and Appliance Acquisition Programs



Agenda

- Introduction to Passport Advantage and Passport Advantage Express
- Passport Advantage
 - Program features
 - Passport Advantage contacts
 - How to enroll
 - Agreements
 - Government & Academic customers
- Passport Advantage Express
 - Program features
- Comparing Passport Advantage and Passport Advantage Express
- Passport Advantage resources

Introduction to Passport Advantage and Passport Advantage Express

Passport Advantage and Passport Advantage Express are comprehensive IBM programs that use a common set of Agreements, processes and tools. Through these offerings customers can acquire:

- Software licenses
- Software Subscription and Support
- IBM Appliances and Appliance Services
- IBM Cloud Services offerings
- Selected Support for some Open Source and other non-IBM-warranted code

Agreements include provisions for:

- Sub-capacity licensing enabling software use in virtualized environments
- Automatic Annual Renewal of Software Subscription and Support: Expiring Software Subscription and Support is automatically renewed to the next anniversary under the terms of PA and PAE Agreements.

Introduction to Passport Advantage and Passport Advantage Express

- Both Passport Advantage offerings let you:
 - Acquire new IBM software licenses, including Token and Monthly Licenses
 - Renew Software Subscription and Support and Fixed Term Licenses
 - Buy and renew technical support for some Selected Open Source and other non-warranted applications
 - Subscribe to IBM Cloud Services offerings
 - Acquire IBM Appliances and Appliance Services

- Which Passport Advantage offering is right for you?

Passport Advantage and Passport Advantage Express compared

Passport Advantage

- designed for larger enterprises can be international in scope
- relationship-based
- requires enrollment.
- allows clients to manage Multiple Sites under a single Agreement
- offers better pricing for volume purchases over time and is based on Relationship Suggested Volume Price (RSVP) level.
 - All sites benefit from RSVP price level achieved by aggregate acquisitions under the Agreement.
- offers a single Anniversary date for Software Subscription and Support or Fixed Term License renewals

[Learn more about IBM Passport Advantage](#)

Passport Advantage Express

- is designed for single-site and smaller enterprises.
- is transaction-based
- does not require enrollment
- offers SRP pricing only
- does not offer a single annual renewal anniversary date. Customers may have multiple renewals throughout the year.
 - Customers who want a single Anniversary date for Software Subscription and Support or Fixed Term License renewals should request to move to Passport Advantage.

[Learn more about IBM Passport Advantage Express](#)

Passport Advantage - Highlights

- Relationship Suggested Volume Price (RSVP)
 - Pricing level based on your initial acquisition of eligible products
 - Each subsequent acquisition is based on your RSVP or size of the transaction, whichever results in the lower price for you
 - Your RSVP is recalculated after every transaction and will consider all entitlements purchased under the same Agreement
 - Additional locations or sites anywhere in the world can enroll under the same Agreement so your business can leverage its combined acquisition power
- Software Subscription and Support with each Passport Advantage license you purchase
- Anniversary date set at Agreement start: used to co-term (synchronize) Software Subscription and Support renewals
- Comprehensive software upgrades
- Passport Advantage Online (PAO): Web tool that helps you manage IBM software and PA relationship contacts

Passport Advantage – Customer Contacts

- Primary
 - Contact for all IBM communications regarding changes to the Agreement or other contractual issues
 - Only the Primary Contact can give access to other users within your site
- Administrative
 - Contact for all administrative documents including Software Subscription and Support renewal notices, software upgrade availability notifications and Proofs of Entitlement
- Technical
 - Maintains authorizations for support-related web and tool access

If you need assistance locating your Primary Contact, entering PAO for the first time, or help creating Secondary Contacts, please contact [IBM eCustomer Care](#).

Please visit [PA contacts further information](#)

Passport Advantage – How to Enroll

- Enroll online
 - Online enrollment is available in all countries
 - In some countries, you may be required to print, sign and fax or mail your enrollment form to complete the process
 - You will be required to review the Terms & Conditions contained in the IBM International Passport Advantage Agreement and the International Program License Agreement and all of its applicable License Information documents (LIs). By selecting "I Agree"; you are agreeing to the terms of these documents
 - Government and Academic customers may not enroll online at this time

[Online enrollment help](#)

- Enroll through an IBM Business Partner
 - For help in finding a reseller, please consult the [IBM Business Partner Directory](#)

Passport Advantage – Agreements

- The International Passport Advantage Agreement (IPAA) is the framework that defines the program terms that allow you to acquire eligible products
 - Local language versions of the IPAA can be found here:
 - http://www.ibm.com/software/passportadvantage/pa_agreements.html

- The International Program License Agreement (IPLA) has general license terms
 - Local Language versions of the IPLA can be found here:
 - <http://www.ibm.com/software/sla/sladb.nsf>

- If there is a conflict between the terms of the IPAA and those of the IPLA or any of its License Information documents (Lis), the terms of the IPAA prevail

Passport Advantage – Agreements

- IBM International Passport Advantage Agreement (IPAA)
 - Framework for how to buy Passport Advantage offerings
 - Regulates price levels
 - Contains overall license terms (including Sub-capacity terms)
- Acceptance of IPAA Agreement terms when:
 - Customer submits a completed enrollment form and initial order
 - IBM acceptance indicated by providing a Proof of Entitlement (PoE) Certificate
- Non-expiring Agreement / no specified end date
- Terms remain in effect until terminated by either party
 - By customer 30 days written notice
 - By IBM if customer is inactive for 24 months

Passport Advantage – Agreements

- International Program License Agreement (IPLA)
 - Licensing Terms for Passport Advantage Sales:
 - General Terms
 - License Information (LI) website <http://www.ibm.com/software/sla/>
 - Program Transfer
 - Limited Warranty
 - Limitation of Liability
 - Country Unique Terms

Passport Advantage – Government and Education Customers

- All eligible Government and Academic customers must use Passport Advantage to get their particular pricing and terms
- Government and Academic pricing and terms are ONLY available in Passport Advantage and are NOT available in Passport Advantage Express
- Government customers receive special pricing
- Academic customers are assigned the Education price Level
- See [Government and Academic FAQ](#)

Passport Advantage Express

- Designed for single-site, smaller enterprise businesses
- Full Passport Advantage eligible product list with the simplicity of transaction-based acquisition
- Passport Advantage Express does not require a relationship Agreement
 - Each transaction is subject to the terms and conditions effective at the time
- No formal enrollment required
 - Customer detail comes from order information
 - Primary Contact information provided during order used for all contact roles
- There are no 'Passport Advantage points' associated with any Passport Advantage Express acquisitions
 - Single price level - SRP
- Customers may have multiple renewals throughout the year.
 - There is no built-in Anniversary coordination for Software Subscription and Support or Fixed Term License offerings – Customers who want a single Anniversary date should request to move to Passport Advantage.

Passport Advantage / Passport Advantage Express comparison

Attribute	Passport Advantage Express	Passport Advantage
Customer set	Small & medium	All, including large distributed enterprises
Purchase model	Transactional	Relationship
Site coverage	Single	Multi-Site, multinational
Enrollment	No	Required
Agreement signature requirements	None	Not required in most countries
Entry level	No minimum	No minimum
Price Levels	One: SRP	Eight RSVP Levels: BL, D thru H plus Government and Academic
'Point' aggregation	No	Yes
Price Level recalculation	No	Yes, after each transaction and at Agreement Anniversary
Transaction pricing	SRP only	Better of RSVP or SVP based on points / value of order
Software Subscription and Support	Included with all new licenses	Included with all new licenses
Software Subscription and Support proration	Not Applicable	Yes, to sync all renewals with Anniversary Date
Software Subscription and Support Automatic Renewal	Yes	Yes
Code provision: Download or physical media available, (with some exceptions)	Yes	Yes
Program deliverable: Proof of Entitlement. Welcome kit, Support welcome letter, Software Subscription and Support renewal notification	Yes	Yes
Routes to market: IBM Direct, IBM Business Partners	Yes	Yes

Passport Advantage Resources

- [Passport Advantage and Passport Advantage Express overview](#)
- [Passport Advantage Online \(PAO\) Customer Sign-in page](#)
- [Passport Advantage Agreements and forms page](#)
- [eCustomer Care contact information](#)
- [IBM Software Subscription and Support information](#)
- [Support Portal](#)