



IBM Personal Computer Company Fast-Path Special Bid Process

The IBM Personal Computer Company is pleased to announce a new competitive Fast-Path Special Bids Program designed to assist IBM Business Partners in closing competitive small and medium sized business opportunities. This program provides rapid access to IBM Special Bid information for all IBM Business Partner™-personal computer resellers.

Selected IBM Personal Computer system units are included in this program. Resellers can qualify for credits when as few as fifty ThinkPad® and/or Desktop system units (or ten server and/or IntelliStation™ units) will be sold and invoiced to a single end user within a ninety day period. Sales opportunities exceeding \$500,000 in total IBM content will be referred to the existing IBM Special Bids process.

Program Administration is designed to offer maximum flexibility. IBM Resellers may request Special Bid information, and receive credits directly from IBM. Resellers may also choose to forward the completed Fast-Path Special Bid Form to, and assign their Fast-Path credit to their IBM Personal Computer Distributor. When resellers choose to forward the Fast-Path Special Bid Form to their distributor, the Fast-Path credit will automatically be issued to the distributor.

To request Fast-Path information and a Fast-Path credit approval for a specific opportunity, resellers should complete the attached Fast-Path Special Bid Request form and fax it to IBM at 919-558-0225. Resellers may also choose to forward the completed form to their IBM PC distributor who will fax it to IBM. Fast-Path credit amounts and approvals will be the same regardless of which method is chosen. Questions about the process should be directed to the Sales Solution Center at 1-800-IBM-PCPC option #3.

Resellers should indicate on the Fast-Path Special Bid Request form whether they wish to receive Fast-Path credits directly from IBM or to assign the IBM credits to their distributor. To receive a credit directly, the reseller must be IBM authorized and have an IBM assigned location ID number. An IBM accounts receivable account will be established if one does not already exist. The Fast-Path Special Bid Request form and competitive information will be evaluated as quickly as possible, and a decision returned to the reseller (or distributor). Approvals will include specific Fast-Path credit amounts for each system unit, an IBM Fast-Path addendum and supplement, and a control number.

Once a request is approved, the reseller will have ninety days to deliver the IBM system units and invoice the end user. To claim the Fast-Path credit, the reseller should forward the approved Fast-Path Claim Form, along with the appropriate end user invoices to the IBM Redemption Center. Credits will be processed within 45 days when all of the appropriate documents are received.

At a Glance

- Competitive volume-based rebates
- Minimum opportunities of 10 Servers/Intellistations or 50 Desktops/Mobiles
- Business Partner chooses path for bid approval and rebates (Direct to IBM or through an Aggregator/Distributor)
- 24 hour response
- Bids are valid for 90 days



This announcement is provided for your information only and is subject to change without notice. For additional information, contact your IBM representative.

Administrative Information

Fast-Path Special Bid Process

Please submit requests via fax (919-558-0225) on the IBM Fast Path Special Bid Request form (form must be completely filled out).

IBM Fast Path will respond within 24 hours; approvals will include Fast-Path credit amounts, terms and conditions (IBM Fast Path addendum and supplement and Fast-Path control number).

Submit claims after end-user sale using Fast-Path Claim Form to address indicated on form.

Fast-Path credit amounts will be offered as a percentage and the Fast-Path credit will be based on the authorized percentage of the announced IBM Schedule/Reference price in effect at the time of the invoiced sale to the named end user. Program Criteria is limited to opportunities with a minimum customer install of fifty of any mix of IBM Desktop and IBM mobile system units excluding Intellistations and/or ten of any mix of IBM Server or IBM Intellistation system units. As long as either of the two minimum quantities is met, the opportunity is eligible for Fast-Path credits. Fast-Path credits apply to system units only (no peripherals, feature or options).

All claims must include the Fast-Path control number that is assigned and included on the Fast-Path Supplement document. Any claims received without this information will be rejected.

Submitted claims will be reconciled by IBM Redemption Center and a credit request (CDP) will be processed to the reseller's account receivable account.

Any opportunity with a roll out in excess of 90 days from date of approval to date to final ship date of eligible product does not qualify for this program and the normal Focus Bid process should be followed.

Special Bids are based on the volumes of a specific, single end user. Multiple end users cannot be aggregated to meet minimum quantities required to be eligible for Fast-Path credits.

The Fast-Path response that will be provided at time of approval will include the eligible Fast-Path credits for the forecasted opportunity as well as eligible credits if less than the forecasted opportunity is sold (which could be zero in some cases). Please forecast with care.

A separate request and claim must be filed for each end user, and each control number.

Claims must be filed within 30 days of the last date of sale of a qualified machine to the end user.

The effective date and expiration date will be clearly noted on the IBM Fast Path Supplement. Any sales outside of those dates will not be eligible for the credit approved.

This offering does not in any way alter the resellers normal means of acquiring product. It is not an offer by IBM to sell products or a guarantee of availability.

No other discounts, credits or rebates apply. ProPlan, MDF, promotions and Marketing SPIFs and incentives apply, if applicable.

The Fast-Path credit provided requires that the claim be filed after the final sale of the total volume to the end user. Partial claims will not be accepted.

No claims will be honored until the minimum clip level has been achieved.

This program is not offered for Government and Education opportunities. (Please refer to IBM Announcement Letter PCCO 97-062 for details on Government and Education incentive program).

IBM may modify or end this program at any time. The reseller is responsible for accurately sizing the end user opportunity. The Fast-Path credit is based on current IBM pricing methodologies and subject to change without notice. Fast-Path credit offering is only valid for the duration defined in the Fast-Path supplement.

For more information on this program please contact your IBM marketing representative or call the IBM Sales Solution Center at 800-IBM-PCPC, option #3.

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**IBM FAST-PATH
CLAIM FORM
(Replicate as Required)**

Fast-Path Control Number*:

***Note:** This control number is provided on the IBM FAST-PATH SUPPLEMENT. Any claim received without this number will be rejected.

Submitting Business Partner Name:

Address:

Business Partner LOCID to be credited:

End User Name:

Locally assigned Claim Reference Number:

- Please complete the following information for the eligible products installed at the End User during the approved period. You must use a separate claim form for each End User.
- All claims must be submitted within 30 days of the final end-user acquisition invoice.
- Incomplete and incorrect claim forms will be returned to the submitter.

<u>Part Number</u>	<u>Description</u>	<u>Quantity</u>	<u>Business Partner</u>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Expected Credit Amount*:

***Any discrepancy between your expected credit amount and IBM calculation will be communicated to you to assist in the reconciliation of your claim.**

Attach the End User invoices for eligible products acquired.

Mail or fax to:

IBM Redemption Center
Maritz Co.
P.O. Box 4900
1365 North Highway Drive
Fenton, MO 63099
Attn: Pat Kostecke
(314) 827-8628
(314) 827-1400 (fax)

For questions about status, credit discrepancies, or instructions, please contact your IBM Marketing Representative, the Sales Solution Center (SSC), or Special Bids at (918) 517-2010.

I certify the above information to be accurate:

Authorized IBM Business Partner Signature

Date

*Business Partner Internet Address:

*Business Partner Contact and phone:

*Business Partner Fax Number:

***Mandatory to allow immediate notice if any discrepancy in your claim**



Enhancements and Clarifications to PCC 97-355, SMB Fast Path Special Bid Program

Effective today, IBM is pleased to announce enhancements and clarifications to the SMB Fast Path Special Bid Program Announcement Letter PCC 97-335, dated on August 15, 1997.

The SMB Fast Path Special Bid Program has become the number one way to reach the small and medium business marketplace. This program allows for special bid pricing for opportunities with a minimum of 50 desktop/mobile or 10 server/IntelliStation™ units. The SMB Fast Path process is simple and fast (response times are within 24 hours). The SMB Fast Path process is also flexible, allowing the selling Business Partner™ to receive special pricing and rebates directly from IBM or through their Distributor.

Form Changes: The SMB Fast Path Request Form has been simplified. You must use the new form when submitting your request for special bid pricing. Any requests received on a form other than the revised form in this announcement letter will be rejected.

Please fill out the Request Form completely. We need all of the requested information in order to quickly respond to your request. Incomplete forms will be rejected and sent back to the originating Business Partner for completion.

Selected Monitors Included: Selected IBM monitors are now eligible to receive special bid pricing when sold in conjunction with the required minimum volumes of 50 desktop/mobile or 10 server/Intellistation units. IBM monitors are not eligible to receive special bid pricing unless sold with the minimum volume of system units.

At a Glance

- The SMB Fast Path Request Form has been simplified
- Selected IBM monitors are now eligible to receive special bid pricing when sold with the required minimum volumes of system units

Clarifications of SMB Fast Path Program:

- Government and Education end user opportunities are not eligible for the SMB Fast Path Special Bid program.
- This program does not include any products outside of desktop, mobile, Intellistation, server and selected monitors. Any request for products other than those mentioned above will be rejected (including configurations, features, options, software, etc.). When a request form is submitted with eligible products and ineligible products, the response will indicate the approved rebate percentage for the eligible products and a 0% for the ineligible products.
- The Fast Path rebate is in the form of an A/R credit to the IBM A/R account and not in the form of a check. To convert this A/R credit to a check, the Business Partner must contact their A/R contact at (800)-IBM-4440.
- Any request for opportunities in excess of \$500K must be handled through the Focus Bid process. The Business Partner should work with their IBM Marketing Support Representative or IBM Marketing Specialist to assist them in initiating the Focus Bid process on behalf of the end user.

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**IBM FAST-PATH
SPECIAL BID REQUEST FORM**

Distributor Name:	Address
Location ID	
Contact Name	Title
Telephone Number	Fax Number
Business Partner Name(selling to end user)	
Address	
Location ID	
Contact Name	Title
Telephone Number	Fax Number
End User Name	City/State

ALL RESPONSES TO THIS REQUEST WILL BE SENT TO THE SUBMITTING PARTY

The submitting Business Partner is: (please check one)

Distributor Business Partner (selling to end user)

Where should the credits be sent? (please check one)

Distributor Business Partner (selling to end user)

*If to the Distributor, signature of selling Business Partner authorizing the assignment is required: _____

Total System Unit Installs for this Opportunity (Within 90 days)

Desktop	Mobile	Server	IntelliStation™
_____	_____	_____	_____

Total must be the actual end user requirement.

IBM Product Requiring Special Bid:

<u>Part Number</u>	<u>Description</u>	<u>Total Quantity</u>
_____	_____	_____
_____	_____	_____

Competitive Product Information:

Manufacturer	Part Number	Description	Quantity
_____	_____	_____	_____
_____	_____	_____	_____

Submitter's Signature	Title
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This document is to be faxed to: IBM Fast Path, 919-558-0225. If you have a question about this program, contact your IBM Marketing Support Representative or the Sales Solution Center at 1-800-IBM-PCPC, option #3.