

IBM 8260 Sales Rebate Promotion

ABSTRACT

For a limited time only, if your end users have an IBM 8250 or equivalent non-IBM hub installed as of September 9, 1997, they can receive a rebate of \$2,000 when they purchase an IBM 8260 Model A17 or G17 and a minimum of \$25,000 worth of eligible 8260 ATM features. The end user invoice for the IBM 8260 Model A17 or G17 must have a date of on or after **September 9, 1997**, but no later than **February 27, 1998**. *Rebate Request Form* (see attached) and associated documentation must be received by the IBM Redemption Center no later than March 27, 1998.

The following IBM Business Partners™ are eligible to participate in this promotion:

- Solution Providers who acquire products directly from IBM
- Systems Integrators
- Solution Providers who acquire IBM products from IBM Business Partners -- Distributors

Solution Providers and System Integrators are responsible for providing the Rebate Request Form to their end users. Distributors are responsible for providing the Rebate Request Form to their Solution Providers. This promotion is available only in the **United States and Puerto Rico**.

IBM reserves the right to modify or withdraw this promotion at any time.

MARKETING INFORMATION

This promotion provides an incentive for 8250 end users with old technology to upgrade to the newer 8260 platform. This IBM platform provides capabilities not available in the 8250 including ATM, MSS, and video distribution. IBM Credit Corporation financing is available.

MARKETING CHANNELS

- o IBM Business Partner -- Distributors
- o IBM Business Partner -- Solution Providers who acquire products directly from IBM
- o IBM Business Partner -- Systems Integrators
- o IBM Business Partner -- Solution Providers who acquire IBM products from IBM Business Partner -- Distributors

ORDERING INFORMATION

Follow normal ordering procedures for this promotion.

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OVERVIEW ADDITIONAL INFORMATION ELIGIBLE PRODUCTS

- 8260-A17
- 8260-G17

End users must purchase an eligible 8260 and a minimum of \$25,000 worth of the following features in order to receive a rebate:

ELIGIBLE 8260 ATM FEATURES

- #5002 2P ATM Flex 155 Mbps Media Card
- #5003 3P ATM Flex 155 Mbps Media Card
- #5012 12P ATM 25 Mbps Module
- #5100 ATM Switch/Control Point
- #5101 ATM 622 Mbps (MMF)
- #5104 4P ATM 100 Mbps Module
- #5201 ATM 622 Mbps (SMF)
- #5511 ATM CP Version 3 for PNNI-1
- #8800 155 Mbps ATM MMF I/O Card
- #8801 155 Mbps ATM SMF I/O Card
- #8802 155 Mbps ATM UTP5/STP I/O Card
- #5302 ATM WAN Module
- #5602 ATM WAN Module 2
- #8501 E3 I/O Card
- #8502 DS3 I/O Card
- #8503 OC3 I/O Card (SMF)
- #8504 OC3 I/O Card (MMF)
- #8505 STM1 I/O Card (SMF)
- #8506 STM1 I/O Card (MMF)
- #8507 4-p E1/T1/J1 I/O
- #5300 MSS Server Module (1)
- #8706 MSS Microcode R1
- #8708 Hard Disk PCMCIA Card
- #6208 8272 Token Ring LAN Switch Module (2S)
- #6308 8272 Token Ring LAN Switch Module (3S)
- #6212 8271 Ethernet LAN Switch Module (2S)
- #6312 8271 Ethernet LAN Switch Module (3S)
- #5312 8271 ATM/LAN Switch Module (3S)
- #5212 8271 ATM/LAN Switch Module (2S)
- #5308 8272 ATM/LAN Switch Module (3S)
- #5208 8272 ATM/LAN Switch Module (2S)
- #5009 ATM MES Upgrade for #6212, #6312
- #5010 ATM MES Upgrade for #6208, #6308
- #5092 4-PORT Token Ring/Enhanced UTP/STP
- #5087 2-PORT Token Ring/Enhanced Fiber UFC
- #6988 ATM/Ethernet UFC

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- #5076 ATM/Token-Ring UFC
- #5008 Video Distribution Module (VDM)
- #5204 8281 ATM-Token Ring-Ethernet LAN Bridge Module

DISCOUNT MAXIMUMS

This promotion can be combined with other discounts, credits, rebates, and bonuses, including the:

- Solution Provider/Systems Integrator -- base discount specified in the Business Partner Exhibit of the IBM Business Partner Agreement, or
- Distributor base discount specified in the Distributor -- Schedule A of the IBM Business Partner Agreement

QUESTIONS

If you have questions pertaining to this promotion, contact PartnerLine at 800-426-9990.

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