



IBM Workstation Software Offering for Educational Institutions, Students, and Teachers

The IBM Workstation Software Offerings for Education provides IBM workstation software to educational institutions, students, and faculty members at special prices.

The **Software Advantage — Educational Institution Option** is a special version of the IBM Software Advantage for Workstations offering, which provides a discount of 60% on software licenses and upgrade protection over the two-year Software Advantage agreement period without a minimum spending level requirement. You can use the programs for academic or administrative purposes. The Software Advantage — Educational Institution Option replaces the Higher Education Software Consortium (HESC) Group 5 offering.

The **Academic Programs for Students/Teachers/Institutions** offering provides uniquely labeled shrinkwrapped packages at discounted prices for students, teachers, and schools. These packages contain software for PCs/workstations.

The Software Advantage — Educational Institution Option and the Academic Programs for Students/Teachers/Institutions are available through selected IBM Business Partners. The Software Advantage — Educational Institution Option is also available directly from IBM.

Availability Date: July 8, 1997

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

Administrative Information

Software Advantage — Educational Institution Option

IBM Business Partner™ — Distributors and IBM Business Partner — Resellers must include a Software Advantage Exhibit — Education with each IBM Software Advantage for Workstations contract submitted to IBM on behalf of an Software Advantage — Educational Institution Option customer. Standard IBM Software Advantage for Workstations processes are to be followed, except that no minimum initial order is required, the 60% discount is independent of the spending level, and no other discount, promotion, or special offering applies. Reseller discounts are unchanged.

A duly accredited educational institution is defined as a public or private, non-profit, university, college (4-year or 2-year) or school for grades pre-kindergarten through 12, or vocational, technical, or school for special education, which is accredited by a national or regional accrediting council or commission or appropriate government agency or board of education of the state or country in which the educational institution is located. In addition, teaching hospitals associated with an accredited institution, or research consortia created for educational purposes and comprised of accredited institutions are also considered accredited educational institutions.

Academic Programs for Students/Teachers/Institutions

IBM Business Partners must sign the Academic Programs Attachment to the IBM Business Partner Agreement for Resellers and Distributors, respectively, to participate in the Academic Programs for Students/Teachers/Institutions marketing, sales, and fulfillment.

Prices to IBM Business Partners for Academic Edition packages will be set lower than corresponding prices on the commercial versions of these programs to allow for substantial discounting to Academic Programs for Students/Teachers/Institutions customers.

Invoicing to resellers or distributors is at the applicable reseller/distributor price. The actual price charged to the customer will be determined by the reseller or distributor.

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