

**IBM Business Partner Agreement
Sales Assistant for Software
North American Exhibit**

**Exhibit No.: SA-09
October 1, 2001**

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1.0 Compensation

1.1 Date Compensation is Earned

You earn your Compensation on the First Date of Charge (FDOC) for S/390 and AS/400 software or on the date on the document that was submitted as proof-of-purchase for IBM workstation or Lotus software products. See the "IBM and Lotus Sales Assistance Program Operations Guide" (Operations Guide) for additional information.

1.2 Requirement for Registration of Opportunity

Program participants must register their sales opportunities with IBM according to the following time frames. Opportunity registration is done using the Web tool as described in the Operations Guide.

- For S/390 software, the opportunities must be registered prior to the Order date;
- For AS/400 software, the opportunity must be registered at least 30 days prior to the First Date of Charge (FDOC);
- For IBM workstation and Lotus software, the opportunity must be registered at least 15 days prior to the date on the document submitted as proof-of-purchase.

For IBM workstation and Lotus software, if the proof-of-purchase is an end-user invoice, the opportunity must be submitted 15 days prior to the end-user invoice date. If proof-of-purchase is a purchase order, the opportunity must be submitted 15 days prior to the date of the purchase order. If proof-of-purchase is a Passport Advantage Agreement number, the opportunity must be submitted 15 days prior to the sales order date

Your authorization to earn Compensation is valid for one year from the date you register the opportunity with IBM, unless IBM specifies otherwise in writing.

Please see the Operations Guide for more information.

1.3 Compensation Plan

The Compensation plan for this offering is based on billable Program charges, except when IBM or Lotus offer special pricing terms to the end user. If special pricing is offered to the end user, the Compensation plan is based on the discounted Program charges. The procedure for requesting payment when special pricing is used is in the Operations Guide.

There are two forms of Compensation available

- Fees (hard dollars)
- Expense reimbursement/Business Development Funds (soft dollars)

(collectively called Compensation)

Expense reimbursement/Business Development Funds are only applicable for IBM workstation and Lotus software Programs.

Participants are approved for either fees or expense reimbursement by Product Category (as specified in the Sales Assistant for Software Schedule). A participant who is approved for fees may elect to receive expense reimbursement, instead of the fees, on a transaction-by-transaction basis.

1.4 How Compensation is Calculated

For Programs that run on mainframe systems, excluding Enterprise Server Offering (ESO) software, Open Server Offering (OSO) software, and OS/390 software, the fee is:

- 12.5% of billable Program charges for new licenses in customers designated by IBM as "Enterprise Accounts."
- 16.7% of billable Program charges for new licenses in customers designated by IBM as "GMB Accounts."

- 1.7% of billable Program charges for new versions of installed licenses up to a maximum of \$15,000 (U.S.) in the United States and \$22,500 (Canadian) in Canada per Program Identification (PID) number per software serial number in customers designated by IBM as "Enterprise Accounts."
- 4.2% of the billable Program Charges for new versions of installed licenses up to a maximum of \$15,000 (U.S.) in the United States and \$22,500 (Canadian) in Canada per PID number per software serial number in customers designated by IBM as "GMB Accounts."

For ESO software, OSO software, and OS/390, the payment is:

- 12.5% of half of the billable Program charges for new OS/390, VM, or VSE licenses in customers designated by IBM as "Enterprise Accounts."
- 16.7% of half of the billable Program charges for new OS/390, VM, or VSE licenses in customers designated by IBM as "GMB Accounts."
- 1.7% of half of the billable Program charges for new versions of installed licenses up to a maximum of \$15,000 (U.S.) in the United States and \$22,500 (Canadian) in Canada per PID number per software serial number in customers designated by IBM as "Enterprise Accounts."
- 4.2% of half of the billable Program Charges for new versions of installed licenses up to a maximum of \$15,000 (U.S.) in the United States and \$22,500 (Canadian) in Canada per PID number per software serial number in customers designated by IBM as "GMB Accounts."
- For monthly billable features on Programs selected as part of an ESO, the payment will be based on one half of the billable price of the optional billable feature times 24 months. If the feature is new, that total will be multiplied by 12.5% for "Enterprise Accounts" or 16.7% for "GMB Accounts." The maximum compensation for new features is \$40,000 (U.S.) in the United States or \$60,000 (Canadian) in Canada per PID number per serial number. If the feature is installed as part of a version-to-version upgrade, that total will be multiplied by 1.7% for "Enterprise Accounts" or 4.2% for "GMB Accounts." The maximum compensation for features installed as version-to-version is \$15,000 (U.S.) in the United States or \$22,500 (Canadian) in Canada per PID number per serial number.

For 5655-C17, S/390 Application Development Solution, the payment is:

- 7.5% for new 5655-C17, S/390 Application Development Solution, licenses

For new IBM feature codes (excluding PSLC and Usage feature codes) added to AS/400 and S/390 Programs, the fee percentage is 12.5% or 16.7%, based on account type, for non-ESO programs that run on mainframe systems and 11% for programs that run on AS/400, including OS/400.

For Parallel Sysplex License Charge (PSLC) and Usage features billed within 12 months of the first day of charge of a Program for which you received payment, you will be paid the same percentage for these additional features as you were paid for the original Program. You must request payment for these features using the procedure outlined in the Operations Guide.

Upgrade fees (1.7% or 4.2% based on account type) are applicable for aggregated PSLC software. The fee is based upon the incremental change in the billable revenue for the license on the base box before and after its installation. These upgrade fees are also applicable when additional software licenses are added to an existing parallel sysplex.

Note: Please see the Operations Guide for the definition of "new" and "upgrade," as well as for additional definitions and information.

For Programs that run on AS/400 systems, the Compensation is:

- 11% of billable Program charges.

For Passport Advantage sales of IBM workstation and Lotus software products, the Compensation is:

- 5% of the Suggested Volume Price (SVP) level C price. If the sale is into a Midmarket (as defined in the Operations Guide) account, the workstation fee will be 15% of the SVP level C price.

For non-Passport Advantage sales of IBM workstation and Lotus software products, the Compensation is:

- 5% of SRP minus 20%. If the sale is into a Midmarket account, the workstation fee will be 15% of SRP minus 20%.

For all Programs, the following applies:

For all recurring charges, the percent is applied to: 1) 24 times the monthly license charge; or 2) the sum of the initial charge and the annual charge.

All approved One Time Charge (OTC) software on the S/390 system will be paid at 5% in "Enterprise Accounts" or 15% in "GMB Accounts" up to a maximum of \$15,000 (U.S.) per PID number per serial number in the United States or a maximum of \$22,500 (Canadian) per PID number per serial number in Canada. See the Operations Guide for additional information. All OTC software on other platforms should be paid at the appropriate new fee percentages.

1.5 Compensation Minimum or Maximums

The transaction revenue per Sales Assistance Confirmation Form must be at least \$2,000 (U.S.) in the United States and \$3000 (Canadian) in Canada of IBM revenue in order to qualify for payment.

Version-to-version upgrades of S/390 software products have a maximum Compensation of \$15,000 (U.S.) in the United States and \$22,500 (Canadian) in Canada per PID number per serial number. S/390 OTC software products (both new products and upgrades) have a maximum per firm compensation of \$15,000 (U.S.) in the United States and \$22,500 (Canadian) in Canada per PID number per serial number.

There is a maximum per firm Compensation of \$40,000 (U.S.) in the United States and \$60,000 (Canadian) in Canada for the sale of a single PID number (for S/390 and AS/400 Programs) or a single Program part number (for IBM workstation Programs or Lotus Programs) per software serial number per transaction. Payment of Compensation above this limit is subject to approval by IBM.

1.6 Requirement to Claim Compensation

Once the end user has decided to acquire the IBM/Lotus software proposed by the program participant, a Payment Request must be completed on the Web tool and submitted to the Country Processing Center (CPC) such that it is received by IBM within four months of the FDOC (for S/390 and AS/400 software products), or within four months of the date on the document that was submitted as proof-of-purchase for IBM workstation and Lotus software products. This rule will be suspended in a "multiple partner" situation, as specified in the Operations Guide.

To receive fees on S/390 OTC Software products, Business Partners must obtain prior IBM approval as specified in the Operations Guide.

The Sales Confirmation e-mail, which is triggered by the Payment Request, must be approved by the customer and sent electronically to the BPSO in order for you to be eligible to receive a fee payment. In addition, you must provide IBM with a copy of the End User proof-of-purchase (as specified in the Operations Guide) for the Programs for which you are requesting Compensation, unless they were ordered directly from IBM or through the IBM Lotus Passport Advantage program.

When multiple program participants are eligible for Compensation, the fee will be split as described in the Operations Guide.

1.7 Eligible Fulfillment Source

The IBM Sales Assistant for Software program is fulfillment channel neutral.

1.8 Time Frame in Which IBM Will Pay Compensation

IBM will pay you within one month after you earn your Compensation provided IBM has received your request for payment, supporting documentation, and any applicable IBM approvals as specified in the Operations Guide. If your request is not received within four months of the FDOC, or from the proof-of-purchase date, no payment will be made.

1.9 Conditions Under Which Compensation is Determined to be Unearned

Program movements within an enterprise are not eligible for Compensation under any circumstances.

A Program is ineligible for any Compensation if the customer discontinues a Program for the same version of the Program on any processor in the enterprise within six months after its installation.

If, for any reason, the Program is returned to IBM within three months of the End User invoice date, you must reimburse IBM the applicable Compensation IBM paid you.

1.10 Conditions When Compensation Will Not be Paid

Compensation for the following items will not be included in any element of this plan, unless specified otherwise.

- Programs acquired, and neither IBM nor Lotus receive revenue as a result of the sale.
- Programs acquired under the Higher Education Software Consortium (HESC) agreement or the Lotus Total Campus Solution agreement.
- Programs acquired for use outside of the United States, Canada, and Puerto Rico.
- Programs acquired from non-IBM and/or non-Lotus authorized sources.
- Programs acquired for resale to another Business Partner.
- Programs manufactured by IBM or Lotus, but sold without the IBM or Lotus logo or under the terms of an IBM or Lotus OEM Agreement.
- Programs acquired by IBM or Lotus employees.
- Taxes, separately itemized or invoiced.
- Business Partners, and/or affiliates within their enterprise, are ineligible for Compensation for software products listed in any ILSAP workstation, Tivoli workstation or Lotus category if they are authorized to remarket software to end user customers.
- Business Partners are ineligible for Compensation for S/390 operating system software that is remarketed.
- Solution Providers will not receive Compensation for sales of S/390 ESO software.
- Solution Providers who acquire products from Distributors are not eligible for Compensation on software they remarket under the base Enterprise Growth Offering (EGO).
- Solution Providers who acquire products directly from IBM, System Integrators, and Distributors are not eligible for Compensation on software they market under an EGO or EGO Software Growth Option.
- Solution Providers are not eligible for Compensation for 5655-C17, S/390 Application Development Solution, when they are also the fulfilling Business Partner for the sale.
- Programs which have been sold to the Federal Government or State and Local Governments by an IBM Software Sales Assistant where the IBM Software Sales Assistant is also fulfilling the sale (applicable to companies in the United States only).
- No payments will be made for the following Programs

CATIA
OS/400 (new licenses)
AIX (Operating Systems)

2.0 Other Terms

2.1 Demonstration and Evaluation Products

Eligible Programs are available under the terms of your IBM Business Partner - Software Program relationship.

2.2 Internal Use Products

Selected Programs are available as part of a Value Package under the terms of your IBM PartnerWorld for Software relationship.

3.0 Eligible Products

For Companies in the United States:

Workstation Programs available on the Workstation Software Product Table of the IBM Business Partner Exhibit (Z125-5505), and/or their Passport Advantage equivalent, will be considered part of this exhibit and will be paid as described in Section 1.4 of this exhibit.

The following Workstation Software Product Table categories will be available for approved Business Partners in the following Sales Assistance Categories.

W1 Category

Data Management
Transaction Systems

Network Communications
Telephony
Systems Management
Application Development

Electronic Document Management
Suites Software

Sales Assistance Category

DB-Workstation
MQ-Workstation
TS-CICS-WS
NS-Network Communications-WS
Telephony
SM-ADSM-WS
AD-VisualAge Smalltalk
AD-VisualAge C++
AD-VisualAge COBOL
EDMSuite
DB-Workstation
MQ-Workstation
SM-ADSM-WS
TS-CICS-Workstation

For Companies in Canada:

Workstation Programs on the Americas Price List will be considered part of this exhibit and will be paid as described in Section 1.4 of this exhibit.

The following Americas Price List categories will be available for approved Business Partners in the following Sales Assistance Categories.

Americas Price List Category

Application Enabling

Content Management

Database Management
E-Commerce
Networking
Operating System
System Management

Transaction System

Voice

Lotus Products

Sales Assistance Category

AD-VisualAge C++
AD-VisualAge COBOL
AD-VisualAge Java
AD-VisualAge Smalltalk
NS-Network Communications-WS
BookManager
DB-EDMSuite
DB-Workstation
NS-Network Communications-WS
NS-Network Communications-WS
OS-OS/2
NS-Netview-Host
SM-ADSM-WS
SM-Netfinity
TS-CICS-WS
DB-EDMSuite
MQ-Workstation
Telephony
ViaVoice
Lotus Products

Software Categories with No Approved IBM/Lotus Professional Certification Available

AD-AS/400

5722-DS1	Business Graphics Utility for AS/400
5722-PD1	Application Program Driver for AS/400
5722-WDS	WDS/400
5769-CB1	ILE COBOL
5769-CX2	ILE C for AS/400
5769-CX5	VisualAge for C++ for AS/400
5769-DS1	Business Graphics Utility - AS/400
5769-PD1	Application Program Driver for AS/400
5769-PPK	ValuePak for AS/400 Print
5769-PWK	App Dev Toolset Plus
5798-FAX	Facsimile Support for iSeries
5798-TBY	Facsimile Support for AS/400

AD-Graphics

5668-812	GDDM PGF V2
5684-168	GDDM/VM V3
5686-057	GDDM/VSE V3
5695-167	GDDM/MVS V3

AD-ISPF

5655-042	ISPF V4 for MVS
5684-043	ISPF VM V3
5684-123	ISPF PDF VM V3

AD-Languages-Host

5620-AZH	SoftAudit/2000
5620-AZI	SoftAudit/ONE
5620-AZJ	SoftAudit Package
5620-AZM	Edge Portfolio Analyzer
5620-BFV	Isogon TICTOC
5648-A25	COBOL for OS/390
5648-A53	VisualAge Pacbase V2
5648-B05	CCCA for OS/390, MVS, and VM V2 R1
5648-MLE	VisualAge COBOL MLE for OS/390 & VM
5648-MLX	VisualAge PL/I MLE for MVS & VM V1R
5648-109	VisualLift for MVS, VM and VSE
5654-MLE	VisualAge COBOL MLE for MVS & VM
5654-033	C for VM
5655-A33	IBM Maintenance 2000 V1.2
5655-ADS	WebSphere Application Development Solution for OS/390
5655-B14	VisualAge Smalltalk Server for OS/390 V4.5
5655-B22	VisualAge PL/1 for OS/390 V2
5655-B29	Data Interchange MVS V3
5655-B30	Data Interchange MVS CICS V3
5655-B85	C++ Productivity Tool
5655-C17	S/390 Application Development Solution
5655-D92	WebSphere Studio Asset Analyzer for z/OS
5655-G74	IBM Fault Analyzer for z/OS
5655-G75	IBM File Manager for z/OS
5655-G93	Cloud 9 for SCLM for z/OS
5655-JAV	VisualAge for Java Enterprise Edition for OS/390
5655-121	IBM C/C++ FOR MVS/ESA V3
5668-717	IBM VS Pascal Library
5668-767	IBM VS Pascal Compiler & Library
5668-805	VS Fortran V2
5668-806	VS Fortran V2
5668-808	APE V2
5686-A01	C for VSE
5686-A07	IBM COBOL and CICS Command Level Conversion Aid (CCCA) for VSE/ESA V2R1
5686-MLE	VisualAge COBOL MLE for VSE/ESA
5686-MLX	VisualAge PL/I MLE for VSE/ESA
5686-068	COBOL for VSE V1
5686-069	PL/1 for VSE
5686-094	LE for VSE
5688-087	VS Fortran
5688-187	C/370 Compiler V2
5688-188	C/370 Library V2
5688-194	SAA-AD/Cycle CDE/370

5688-197	COBOL for MVS and VM V1
5688-198	Language Environment
5688-206	CSP/370 RS V4
5688-216	AD/Cycle 370
5688-218	CSP/370 AD V4
5688-228	APL2
5688-229	APL2/Application Environment V2
5688-235	PL/1 for MVS
5695-013	IBM Compiler REXX/370
5695-014	Library for SAA REXX/370
5696-234	High Level Assembler
5697-C85	OPTI-AUDIT for VSE
5697-E07	Millennium Runtime Windowing Tool for MVS and OS/390
5697-G57	Cloud 9 for SCLM for OS/390
5697-G58	Breeze for SCLM for OS/390
5740-CB1	OS/VS COBOL Compiler
5746-SM3	DFSORT/VSE
5798-DYR	COBOL Report Writer/Compiler Precomp
5798-DZX	COBOL Report Writer Runtime Libraries
5799-GDF	Millennium Date Compression Tool for MVS
5799-GGQ	Millennium Date Analysis Tool for MVS

AD-VisualAge Generator (Hard Dollar Rewards)

AD-VisualAge Generator (Soft Dollar Rewards - Workstation only)

	VisualAge Generator - All workstation products
5648-B02	VisualAge Generator Server
5716-VG1	VisualAge Generator Host Server - OS/400
5763-VG1	VisualAge Generator Host Server - OS/400

Bridgewater

5620-AUL	Bridgewater
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DB-AS/400

5641-OLP	DB2 OLAP Server V1.1 AS/400
5697-G14	DB2 Forms for iSeries
5697-G23	DB Warehouse Manager for AS/400
5722-CM1	Communication Utility for iSeries or AS/400
5722-DE1	DB2 UDB Extenders for iSeries
5722-ST1	DB2 Query Manager and SQL Development Kit for iSeries
5733-IM3	DB2 Intelligent Miner for Data for AS/400
5769-CM1	Communication Utility for AS/400
5769-ST1	Query Manager and SQL Development Kit

DB-EDMSuite-AS/400

5649-RD4	OnDemand for AS/400 V4R4
5697-D59	ImagePlus VisualInfo/400 4.1 Concurrent Users
5722-RD1	Content Manager OnDemand for iSeries
5722-VI1	Content Manager for iSeries
5769-RD1	EDMSuite On-Demand for AS/400
5769-VI1	ImagePlus VisualInfo for AS/400
5799-GEQ	OnDemand for AS/400 Enhancements

DB-EDMSuite-Host

5622-005	ImagePlus Object Distribution Manager/2-MVS
5655-A01	ImagePlus VisualInfo Object Server for MVS/ESA V2.1
5655-A02	ImagePlus VisualInfo Library Server for MVS/ESA V2.1
5655-A26	ImagePlus Object Distribution Manager V3.1
5655-A27	ImagePlus Folder Application Facility V3.1
5655-A88	OnDemand for OS/390 V2
5655-129	FlowMark/MVS Application AIF

DB-Host

5622-267	DataPropagator Relational Apply/MVS
5640-OLP	DB2 OLAP Server for OS/390
5645-DB2	UDB Server for OS/390
5648-A70	DB2 Server for VSE & VM
5648-158	DB2 Server for VM/VSE
5655-A22	DataPropagator Relational Apply/MVS
5655-A23	DataPropagator Relational Capture/MVS

5655-A31	DB2 Row Archive Manager
5655-DB2	DB2 for S/390 V5
5655-D38	DB2 Bind Manager
5655-E39	DB2 Path Checker
5655-E43	DB2 Bind Manager
5655-E60	DB2 DataPropagator V7
5655-E61	DB2 Performance Monitor for OS/390 V7
5655-E62	DB2 Diagnostic and Recovery Utilities
5655-E63	DB2 Operational Utilities
5655-E65	DB2 Row Archive Manager
5655-E66	DB2 Log Analysis Tool
5655-E67	DB2 Query Monitor for OS/390 V7
5655-E69	DB2 High Performance Unload
5655-E70	DB2 Administration Tool
5655-E71	DB2 Web Query Tool
5655-E72	DB2 Object Restore
5655-F54	DB2 Archive Log Comparison
5655-F55	DB2 Change Accumulation
5655-IM3	DB2 Intelligent Miner for Data for OS/390
5655-OLP	DB2 OLAP Server for OS/390 V7.1
5655-076	DataPropagator Relational Capture/MVS
5655-102	DB2 Performance Monitor for MVS
5675-DB2	DB2 UDB Server for OS/390 V7
5688-515	DB2 Administration Tool for MVS/ESA
5695-DB2	DB2 for MVS V4
5695-077	DB2 Auto Utility
5696-703	Data Refresher
5696-705	DataPropogator for NonR
5697-B88	DB2 VSAM Transparency/VSE
5697-E98	DB2 Utilities Suite
5697-F09	DB2 Forms for OS/390
5697-F16	DB2 Forms for VM & VSE
5697-F42	DB2 Server for VSE & VM V7
5697-F44	DB2 High Performance Unload
5697-F56	DB2 Recovery Manager
5697-F57	DB2 SQL Performance Analyzer for OS/390
5697-G16	DB2 Forms for OS/390 V2
5697-G52	DB2 Forms
5697-G63	DB2 Automation
5697-G64	DB2 Object Comparison
5697-G65	DB2 Table Editor
5746-XX1	Data Language/I DOS/VS
5799-A32	Technology Watch
5799-GHZ	MVS USS Toolkit
5799-GJA	Bind Wizard
5799-GJB	DB2 Automator
5799-GJC	Query Manager
5799-GJD	Web Query
5799-GJE	DB2 Batch Undo

DB-IMS

5655-A14	IMS Batch Term Simulator
5655-A21	IMS/ESA ADF Tools Pack
5655-A68	IMS/ESA Recovery Saver
5655-B01	IMS/ETO V7.1
5655-E02	IMS Hardware Data Compression Extended
5655-E03	IMS Database Repair Facility
5655-E04	IMS Library Management Utilities
5655-E05	IMS Advanced ACB Generator
5655-E06	IMS High Performance Unload
5655-E07	IMS High Performance Load
5655-E08	IMS High Performance Prefix Resolution
5655-E09	IMS High Performance Pointer Checker
5655-E10	IMS Image Copy Extensions
5655-E11	IMS Sequential Randomizer Generator
5655-E12	IMS ETO Support
5655-E14	IMS Program Restart Facility
5655-E15	IMS Performance Analyzer
5655-E16	IMS Recovery Saver V2
5655-E24	IMS Index Builder
5655-E30	IMS Fast Path Basic Tools
5655-E32	IMS DEDB Fast Recovery V2
5655-E41	IMS Network Compression Facility for z/OS
5655-E50	IMS Online Recovery Services for OS/390

5655-E51	IMS Connect
5655-E52	IMS DataPropagator for z/OS
5655-F40	IMS Command Control Facility
5655-F43	IMS High Performance Sysgen Tools
5655-F45	IMS MFS Reversal Utilities
5655-F76	IMS DB Control Suite for z/OS
5655-F78	IMS Fast Path Online Tools for z/OS
5655-085	IMS Compression Extended
5655-109	DEDB Fast Recovery V1
5655-136	IMS Message Requeuer V3
5655-158	IMS Version 6
5665-348	IMS ADF II V2.2
5685-093	IMS System Utilities-DB Tools V2
5695-176	IMS Version 5
5697-B87	IMS Work Load Router V2
5697-B89	IMS Performance Analyzer
5697-B92	IMS DB Integrity Control Facility V6
5697-C33	IMS Index Builder
5697-D13	Parallel Reorganization for IMS/ESA
5697-D15	IMS/ESA Database Control Suite
5697-D68	ETO Support for IMS/ESA
5697-D69	Data Stream Tuner for IMS/ESA
5697-D85	IMS Partition DB V2
5697-D87	IMS DBRC Security Tool
5697-E04	IMS/ESA Year 2000 Exit Tool
5697-E32	Parallel Change Accumulation for IMS/ESA
5697-E99	IMS Queue Control Facility for OS/390
5799-GBA	IMS/ESA Year 2000 Local DL/I

DB-QMF

5648-061	QMF VSE ESA V3
5697-D27	QMF for Windows
5706-254	QMF MVS V3
5706-255	QMF VM

Insurance

5799-A07	LifePRO
5799-B25	Customer Integrated Information System
5799-B31	Insurance Information Warehouse

Knowledge Management/eLearning (Hard Dollar Rewards) Knowledge Management/eLearning (Soft Dollar Rewards)

Domino.doc
Domino.workflow
Domino Extended Search
K-Station
Discovery Server
Learning Space
Sametime
Quickplace

MQ-AS/400

5733-A38	MQSeries for AS/400
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MQ-Host

5620-BKF	0029	MQIntegrator for OS/390 and DB2-Program License
5620-BKF	0030	MQIntegrator for OS/390 and DB2-Program License
5620-BKF	0031	MQIntegrator for OS/390 and DB2-Program License
5620-BKF	0032	MQIntegrator for OS/390 and DB2-Program License
5620-BKF	0033	MQIntegrator for OS/390 and DB2-Program License
5620-BKF	0034	MQIntegrator for OS/390 and DB2-Program License
5620-BKG	0029	MQIntegrator for OS/390 and DB2-Program Service
5620-BKG	0030	MQIntegrator for OS/390 and DB2-Program Service
5620-BKG	0031	MQIntegrator for OS/390 and DB2-Program Service
5620-CJB	0167	MQIntegrator for OS/390 and DB2-Large MVS Program Package
5620-CJB	0168	MQIntegrator for OS/390 and DB2-Med MVS Program Package
5620-CJB	0169	MQIntegrator for OS/390 and DB2-Small MVS Program Package
5620-CJC	0173	MQIntegrator for OS/390 and DB2-Large MVS Program Package
5620-CJC	0174	MQIntegrator for OS/390 and DB2-Med MVS Program Package
5620-CJC	0175	MQIntegrator for OS/390 and DB2-Small MVS Program Package

5620-CJD	0176	MQIntegrator for OS/390 and DB2-Large MVS Program Package
5620-CJD	0177	MQIntegrator for OS/390 and DB2-Med MVS Program Package
5620-CJD	0178	MQIntegrator for OS/390 and DB2-Small MVS Program Package
5655-A95		MQSeries for OS/390 V2.1
5655-BPM		MQSeries Workflow for z/OS V3.3
5655-F10		MQSeries for OS/390 V5
5686-A06		MQSeries for VSE/ESA
5695-137		MQSeries for MVS/ESA
5697-F45		MQSeries Integrator for OS/390 and DB2
5698-TDE		Tivoli Data Exchange
5787-ECX		MQ for VSE/ESA

NS-AS/400

5733-AS3		WebSphere Application Server for AS/400 V3.5
5733-AU2		WebSphere Advanced Application Server
5733-A40		SecureWay On-Demand Server
5733-A47		WebSphere Personalization
5733-A52		WebSphere Extended Personalization Offering
5733-A53		WebSphere Integration Offering V1
5733-PY2		WebSphere Payment Manager for iSeries V2
5733-WA2		WebSphere Application Server V3.0.2 Advanced Edition
5733-WA3		WebSphere Application Server V3.5 Advanced Edition
5769-CF1		POS Communication Utility
5798-WC4		WebSphere Commerce Suite Professional Edition for AS/400 V4.1
5798-WC5		WebSphere Commerce Suite Professional Edition for iSeries V5

NS-NetView-Host

5654-011		Netview Perf Monitor
5655-043		Netview Performance Monitor V2
5685-003		X.25 SNA/NSF
5685-016		Netview Distribution Manager
5685-108		Netview File Transfer Program for MVS
5686-055		Netview V2 for VSE
5695-036		Netview Access Services
5697-B82		TME10 Netview for OS/390
5698-PMI		Tivoli NPM for TCP/IP
5756-051		Netview VM

NS-Network Communications-Host

5639-I45		SecureWay Host Publisher
5648-C84		WebSphere Application Server V3.5
5655-A98		WebSphere Application Server for OS/390
5655-F31		WebSphere Application Server for z/OS and OS/390
5697-C60		commercePOINT Gateway for OS/390
5697-D32		Net.Commerce for OS/390 V3

NS-VTAM & ACF

5621-425		3172 ICP
5648-063		ACF/NCP V7
5648-141		NTuneMon V2
5648-D72		NTuneMon V3
5654-009		ACF/SSP VM
5654-010		VTAM V4 for VM/ESA
5655-041		ACF/SSP V4 for MVS
5664-289		ACF/SSP VM
5666-322		ACF/SSP VSE
5666-363		ACF/VTAM for VSE ESA V3
5668-719		X.25 NPSI V2
5668-738		ACF/NCP V5
5668-963		Network Routing Facility
5685-085		ACF VTAM V3 for MVS/ESA
5686-064		ACF/SSP VSE
5686-065		VTAM VSE/ESA V4
5688-035		X.25 NPSI V3
5688-231		ACF/NCP V6
5695-117		ACF/VTAM V4MVS/ESA
5735-XXB		NCP Emulation Program
5735-XX7		Network Terminal Opt
5746-RC5		BTAM/ES

OS-AS/400

5648-B45 AFP Font Collection for OS/400
5722-AF1 AFP Utilities
5722-AP1 Advanced DBCS Print Support
5722-DB1 System/38 Utilities
5722-JS1 Job Scheduler for iSeries
5733-SM3 Software Subscription for AS/400, 3 Year Prepay
5733-SM4 Software Subscription for AS/400, 4 Year Prepay
5733-SM5 Software Subscription for AS/400, 5 Year Prepay
5769-AF1 Advanced Fun Print Utility
5769-AP1 Advanced DBCS Print Support
5769-DB1 S/38 Utilities for AS/400
5769-FNT Advanced Fun Print Fonts
5769-FN1 AFP Fonts (DBCS)
5769-JS1 Job Scheduler
5798-AF3 AFP PrintSuite for AS/400

OS-MVS

5647-A01 OS/390 V2
5655-A97 OS/390 Automated UNIX System Option for VM, VSE, and OS/390
5694-A01 z/OS

OS-VM

5664-281 3270-PC File Transfer Program for VM/SP
5684-073 VMPRF
5684-096 RSCS V3
5684-130 VMPAF
5686-081 VSE/VSAM for VM
5748-XE4 VM/Directory Maintenance
5798-DWD VMTRM

OS-VSE

5686-A04 TCP/IP for VSE/ESA
5686-041 DSNX V2
5746-XC5 VSE/OCCF

SM-ADSM

5655-A30 ADSM for MVS V3.1
5697-DPM Tivoli DP for Lotus Domino S/390
5697-DRS Tivoli Disaster Recovery Manager S/390
5697-SPO Tivoli Space Manager, S/390 Edition
5697-TS9 Tivoli Storage Manager S/390 V4

SM-AS/400

5722-BR1 Backup Recovery and Media Services for iSeries
5722-MG1 Managed System Services for iSeries
5722-PT1 Performance Tools for iSeries
5722-SM1 System Manager for iSeries
5769-BR1 BRMS
5769-MG1 SystemView MNGP SYSRV
5769-PT1 Performance Tools
5769-SM1 SystemView Operations Control Center for AS/400
5798-AF3 AFP PrintSuite for OS/400

SM-Host

5639-B79 OV/VM Migration Tools
5645-005 Systems Automation for OS/390
5645-006 Systems Automation for OS/390 V2
5648-A12 RAMAC Snapshot
5648-A17 Extended Facilities
5648-B29 MERVA for ESA V4
5648-B30 MERVA for ESA V4 Components
5648-B33 AFP Font Collection V2 for OS/390
5648-PDM InfoSpeed exPress Data Mover for UNIX & Windows NT
5648-048 RMDS V2R2
5648-099 Ditto/VSE
5648-129 CLIO
5648-142 Tivoli Service Desk for OS/390

5654-A03	SNAPSHOT for VM
5654-029	Ditto/VM
5655-ACS	Naviquest
5655-A17	SmartBatch
5655-A18	EDI Services, DI/MVS
5655-A19	EDI Services, DI/MVS-CICS
5655-A25	AFP Toolbox for MVS
5655-A29	Communications Server for MVS
5655-B17	Print Services Facility V3 for OS/390
5655-B57	Open Systems Adapter Support Facility for OS/390 V2
5655-B73	Classic Connect V2
5655-D45	BatchPipes for OS/390 V2R1
5655-HAL	TCP/IP V3 for MVS
5655-SWM	StorWatch Reporter for OS/390
5655-SWT	StorWatch DFSMSshm Monitor
5655-OPT	DFSMS Optimizer
5655-056	Basic Tape Library Support for DFSMS/MVS V1
5655-065	BatchPipes MVS
5655-084	RMF V5
5655-091	APPC App Suite
5655-103	DITTO for MVS
5655-146	SystemView for MVS
5665-264	MVS BDT
5665-307	Print Management Facility/MVS
5665-366	SDF for MVS V1 R3
5665-488	SDSF/MVS
5668-949	MVS/SMP Extended
5684-141	Print Services Facility/VM V2
5685-045	Network Design and Analysis
5685-025	TSO/E
5686-A05	CA-Top Secret
5686-040	PSF/VSE
5688-015	Publisher BookMaster
5688-121	TPNS
5688-190	Page Print Formatting/370
5688-191	OGL/370
5695-DF1	DFSMS/MVS V1
5695-007	OPC/ESA
5695-010	CICS VSAM Recovery
5695-039	RACF V2
5695-048	JES3 MVS/ESA V4
5695-101	Tivoli Performance Reporter for OS/390 V1
5695-123	LANRES/MVS
5697-B14	Internet Connection Server
5697-D16	DB2 Buffer Pool Tool
5697-D61	InfoSpeed exPress Data Mover V1 for OS/390
5697-OPC	Tivoli OPC
5697-119	Hardware Configuration Manager for MVS
5740-SM1	DFSORT V1
5740-XC5	DMS/CICS/VS
5740-XXH	RACF V1
5748-T14	Transaction Processing Facility
5748-XX9	Document Composition Facility
5765-A25	HAGEO 2.1
5765-C53	Network Storage Manager
5765-D28	HACMP 4.3
5765-E54	HACMP 4.4
5765-233	AIX SNA Manager/6000
5785-BAC	Jes/328X Print Facility V3
5785-BAZ	Jes/328X Print Facility V3

Telephony (Hard Dollar Rewards)

Telephony (Soft Dollar Rewards - Workstation only)

	CallPath
5639-F59	Corepoint Voice Response Win
5639-I06	Corepoint Phone Access
5648-C38	Corepoint Support Center V1
5648-C41	Corepoint Mail Analyzer
5648-C42	Corepoint Contact Center V1
5648-C62	Corepoint Web Collaboration
5648-C64	Corepoint Maintenance & Support
5648-C66	Corepoint Enterprise Connection - SAP Adapter
5648-C69	Corepoint Telephony
5655-B34	Corepoint Telephony Options for OS/390

5695-083 CallPath CICS/MVS
5695-089 CallCoordinator CICS/MVS
5697-A08 Corepoint Voice Response OS/3
5697-F64 Corepoint Message Center
5765-B81 DirectTalk for AIX
5765-D99 Corepoint Host Connection for AIX
5799-C54 Corepoint Banking Solutions

TS-CICS-AS/400

5722-DFH CICS Transaction Server for iSeries
5769-DFH CICS for AS/400

TS-CICS-Host

5648-054 CICS Transaction Server or VSE/ESA
5655-F38 CICS Performance Analyzer
5655-018 CICS/ESA V4
5655-147 CICS Transaction Server MVS
5665-463 CICS DDM
5686-011 CICS VSAM Recovery/VSE
5686-018 CICS/DDM/VSE
5686-026 CICS/VSE V2
5695-010 CICS VSAM Recovery for MVS/ESA
5695-061 CICS Application Migration Aid
5695-070 CICS Searchmanager/370
5695-081 CICSplex System Manager/ESA
5696-582 Transaction Affinity
5697-E93 CICS Transaction Server - OS/390 V2
5746-XXT SDF II VSE

ViaVoice (Hard Dollar Rewards)

ViaVoice (Soft Dollar Rewards)

VoiceType Dictation
04L4340 ViaVoice 98 Executive Edition
04L5410 ViaVoice 98 Legal
04L5420 ViaVoice 98 Medical
5799-D02 ViaVoice Speak Recognition AIX
5799-RHK ViaVoice Speak Recognition Windows NT

Software Categories with an Approved IBM/Lotus Professional Certification Available

AD-VisualAge C++ (Hard Dollar Rewards)

AD-VisualAge C++ (Soft Dollar Rewards)

VisualAge for C + +
SOMobjects

AD-VisualAge COBOL (Hard Dollar Rewards)

AD-VisualAge COBOL (Soft Dollar Rewards)

VisualAge COBOL

AD-VisualAge Java (Hard Dollar Rewards)

AD-VisualAge Java (Soft Dollar Rewards)

VisualAge Java

AD-VisualAge SmallTalk (Hard Dollar Rewards)

AD-VisualAge SmallTalk (Soft Dollar Rewards)

Smalltalk
VisualAge Smalltalk

DB-EDMSuite-Workstation (Hard Dollar Rewards)

DB-EDMSuite-Workstation (Soft Dollar Rewards)

CommonStore Archive
CommonStore for Lotus Domino
Content Connect
EDMSuite
FlowMark Workstation
ImagePlus VisualInfo Workstation
On-Demand Workstation - All products

11K6161	CommonStore for SAP
11K6162	CommonStore for SAP
11K6163	CommonStore for SAP
5622-969	IWPM for OS/2
5639-C58	IWPM for Windows NT
5799-RBH	IWPM for Windows 95

DB-Workstation (Hard Dollar Rewards)

DB-Workstation (Soft Dollar Rewards)

Database (DB2)
 DataJoiner
 DB2 Connect
 DB2 Data Replication
 DB2 OLAP Server
 DB2 Universal DB
 DB2 Workstation Database
 Digital Library - all platforms
 Enterprise Information Portal
 Intelligent Miner
 Net.Data
 Suites Software
 Visual Warehouse

Domino Products (Hard Dollar Rewards)

Domino Products (Soft Dollar Rewards)

Domino Servers

MQ-Workstation (Hard Dollar Rewards)

MQ-Workstation (Soft Dollar Rewards)

	MQSeries
	MQSeries Integrator
	MQSeries Workflow - All products
	Suites Software
5620-CJE	MQIntegrator Optional Library Service
5620-CJF	MQIntegrator Optional Library

NS-Network Communications-WS (Hard Dollar Rewards)

NS-Network Communications-WS (Soft Dollar Rewards)

	Catalog Architect
	commercePOINT eTill
	Commerce Integrator
	Communications Server
	Communications Server for UNIXWare
	Firewall
	Host On-Demand
	Host Integration Solution (Registered Users)
	Host Integration Solution (Concurrent Users)
	IBM eNetwork Firewall for AIX
	IBM eNetwork Firewall for NT
	Internet Connection
	Internet Connection Server Windows
	Net.Commerce
	Nways
	OS/2 LAN Server
	PCOMM - All products
	ResQ!NET for Host On-Demand - All products
	SecureWay FirstSecure
	SecureWay Host Publisher
	Suite for Windows NT - All products
	TCP/IP
	Web Traffic Express
	WebSphere - All products
	WebSphere - Commerce Studio
	WebSphere - Commerce Suite
5630-A43	DFS for AIX
5630-A47	Transarc DFS
5630-A63	AFS V3.5
5630-S47	Support Services for DFS
5630-S63	Support Services for AFS V3.5
5758-HS9	Stalker
5758-T80	MIME Sweeper

5765-D49 PCI ESCON Control Unit Connectivity V2.1
5765-E43 Payment Gateway for AIX

OS-OS/2 (Hard Dollar Rewards)

OS-OS/2 (Soft Dollar Rewards)

Workspace On-Demand
OS/2 WARP
OS/2 WARP Server

SM-ADSM-WS (Hard Dollar Rewards)

SM-ADSM-WS (Soft Dollar Rewards)

	ADSM Workstation Products
	StorWatch
	Suites Software
5648-SWV	StorWatch ESS Expert
5697-ADS	Tivoli ADSM
5698-DPD	Tivoli Data Protection for Lotus Domino V4
5698-DPI	Tivoli Data Protection for Informix
5698-DPN	Tivoli Data Protection for Lotus Notes
5698-DPO	Tivoli Data Protection for Oracle V2
5698-DPR	Tivoli Data Protection for R/3
5698-DPS	Tivoli Data Protection for MS SQL
5698-DPX	Tivoli Data Protection for MS Exchange
5698-DRM	Tivoli Disaster Recovery Manager V4
5698-SPM	Tivoli Space Manager V4
5698-TSM	Tivoli Storage Management V4
5765-D27	3466 Network Storage Manager Software Package

SM-Netfinity (Hard Dollar Rewards)

SM-Netfinity (Soft Dollar Rewards)

TME10 Netfinity Manager

TS-CICS-Workstation (Hard Dollar Rewards)

TS-CICS-Workstation (Soft Dollar Rewards)

	CICS
	Suites Software
	TXSeries
	TXSeries (includes CICS and Encina personalities)
04L3069	TXSeries for HP-UX V4.2
5620-AYM	DCE for HP-UX
5620-AYK	DCE for Solaris
94H5431	CICS Transaction Server for OS/2 Warp V4.1