



## IGF Benelux Q4 2009 Promotions

(October 6, 2009) IBM Global Financing is pleased to announce a series of short term promotions in the Benelux aiming to drive additional business for IBM. With the current uncertainty in the financial markets, budgets are under pressure. However, leasing IT investments will preserve cash and credit lines for other strategic investments. For more information on how financing can help you close more business, please contact **your regular local IGF sales rep**, or **Bob Catteeuw** for Belgium/Luxembourg and **Hanny Boon** for the Netherlands.

<p><b>0% Financing for Lotus (except Lotus Live) over 2 or 3 years</b>  <b>Clients can buy or renew Lotus licenses and Software subscriptions at 0% financing over 2 or 3 years</b></p> <ul style="list-style-type: none"> <li>• Products: all Lotus products (except for Lotus Live)</li> <li>• Budget: between €25.000 and €300.000</li> <li>• Eligible routes: Direct and indirect via channel</li> <li>• Payment schedule: 2 or 3 annual equal payments in advance, with first payment due at signing</li> <li>• Validity date: no planned expiry date</li> </ul>	<p><b>0% Financing for Power and Storage over 12 months</b>  <b>Clients can purchase Power and Storage at zero percent interest over 12 months.</b></p> <ul style="list-style-type: none"> <li>• Products: all Power and Storage technology</li> <li>• Budget: between €25.000 and €300.000</li> <li>• Eligible routes: Direct and indirect via channel</li> <li>• Payment schedule: quarterly in advance – linear payments</li> <li>• Validity date: December 31, 2009</li> </ul>
<p><b>0% Financing for Cognos Renewals over 12 months</b>  <b>Clients can renew their Cognos service &amp; support agreements using free financing to spread payments over 12 months.</b></p> <ul style="list-style-type: none"> <li>• Products: renewals of Cognos software &amp; services</li> <li>• Budget: between €20.000 and €300.000</li> <li>• Eligible routes: Direct and indirect via channel</li> <li>• Payment schedule: quarterly in advance – linear payments</li> <li>• Validity date: December 31, 2009</li> </ul>	<p><b>0% Financing for Software over 12 months</b>  <b>Clients can purchase IBM Software at zero percent interest over 12 months.</b></p> <ul style="list-style-type: none"> <li>• Products: all IBM software</li> <li>• Budget: between €4.000 and €300.000</li> <li>• Eligible routes: Indirect via channel</li> <li>• Payment schedule: monthly or quarterly in advance – linear payments</li> <li>• Validity date: December 31, 2009</li> </ul>

All promotions are subject to credit approval – Automatic payment required  
Valid in Benelux - IGF Terms and Conditions apply.

All promotions may be withdrawn at any time, without notice.