Software Service & Education Pack 2007

IBM Software Group Belgium & Luxembourg

Information Management   **Lotus.**   **Rational.**   **Tivoli.**   **WebSphere.**   software

The Software Service & Education Pack allows securing budget for your 2007 software implementation and roll out challenges. It will allow you to both engage the best IBM Software specialists and train your employees adequately in order to take advantage of IBM Software benefits in a very short time. It will help to secure a fast ROI on your Software projects.

The Software Service & Education Pack is a flexible offer to cover both your Services and Education needs. How it works:

- *Your chosen contract value corresponds to a number of **value units** valid in 2007 for Software IT Services and Education.*
- *We offer you **reduced prices** and maximum flexibility in how and when to spend your value units.*
- *We offer you a fine bottle of **champagne** to celebrate your 2007 successes with IBM Software.*

Challenges	Solutions	Benefits
■ *You want short payback periods and higher ROI's.*	■ *Secure budget now but keep flexibility in its allocation to both education and services.*	■ *We are ready to assist you in meeting your business goals and leverage the full range of IBM software.*
■ *You want affordable and effective training for your IT employees.*	■ *Expert Instructors who are training and subject matter experts with proven technical & practical experience.*	■ *You will acquire new skills and gain hands-on experience.*
■ *You need a proven plan and next steps for moving to the next implementation phase.*	■ *Upfront deployment planning based on lessons learned and best practices to ensure best possible success.*	■ *You will benefit from the expertise of IBM Software consultants.*
■ *You would like to minimize risks associated with your software deployment project.*	■ *We help mitigate risk by providing access to some of the most extensive technical consulting and training skills.*	■ *You will secure your implementation success.*

Pricing

Value units get cheaper gradually in function of your contract value:

Your purchase (VAT excluded)	**Your discount**	**€ per Value Unit**
0 € - 5.000 €		25,00
5.001 € - 15.000 €	4,5%	23,81
15.001 € - 25.000 €	7,5%	23,15
25.001 € - 50.000 €	9,0%	22,73
50.001 € - 100.000 €	11,0%	22,22

IT Specialist — 50 Value Units/day

An IT Specialist is a local resource that has in depth understanding of software products and services in his specialty.

IT Specialist cross border — 57 Value Units/day (Travel exp. incl.)

An IT Specialist cross border is a non-local resource with in depth understanding of software products and services in his specialty.

Lab IT Specialist — 75 Value Units/day (Travel exp. incl.)

A Lab IT Specialist is a software product and services expert engaged at an IBM Competence Center or IBM Development Lab.

Training day from IBM Training catalog

1st student	18 Value Units/day
2nd student enrolled in same course	16 Value Units/day
3rd student enrolled in same course	15 Value Units/day
4th and more students enrolled in same course	14 Value Units/day

IBM Software Group Services

Accelerate your return on investment and learn more about IBM Software Services and IBM Training:

- Tivoli – www.ibm.com/software/tivoli/services
- DB2 – www.ibm.com/software/data/services
- Lotus – www.lotus.com/services
- Rational – www.ibm.com/software/rational/services
- WebSphere – www.ibm.com/developerworks/websphere/services
- Training – www.ibm.com/training/be

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