

Title: IBM Retail Store Solutions Business Partner recruitment incentive for Independent Software Vendors

The offer

Eligible IBM Retail Store Solutions Division (RSSD) Independent Software Vendors (ISVs) with Ready For application certification under the terms and conditions of the Ready For IBM Retail Store Innovations Program can receive a \$500 USD (\$667 CDN) incentive payment when they recruit a new IBM-approved Solution Provider, and that new Solution Provider acquires a minimum amount of eligible new IBM RSSD products from an IBM RSSD Distributor. The minimum amount of eligible new IBM RSSD products is defined as either:

IBM RSSD products with a minimum total IBM-billed revenue value of \$25,000 USD, - or - ten IBM RSSD Point of Sale system units

For a list of eligible products, refer to the Qualifying/Eligible products section.

Start and/or end dates

The Contract Start Date (CSD) of a newly-recruited Solution Provider must be on or after February 24, 2004, but no later than December 31, 2004.

IBM RSSD Distributor invoices/bills of sale to a newly-recruited IBM Solution Provider must have a date of on or after February 24, 2004, but no later than December 31, 2004.

Where is it available?

This incentive is available only in:

The United States (including Puerto Rico)
Canada

This incentive is not available in Caribbean North countries.

Qualifying/Eligible products

Eligible products

All IBM Point of Sale machines and licensed programs listed in the IBM Point of Sale Product Table of the IBM Business Partner Exhibit.

Eligible system units

Description	Machine type	Model
IBM 4694 Point of Sale System	4694	ALL
IBM SurePOS 700	4800	ALL
IBM SurePOS 500	4840	ALL
IBM SurePOS 300	4810	ALL
IBM SureOne	4614	ALL
IBM Kiosk	4835	ALL

Additional information/conditions

To qualify as a new IBM-approved Solution Provider, a Business Partner must apply to be an IBM Business Partner - Solution Provider through an IBM RSSD Distributor (Agilysys, ScanSource or TechData), be approved by IBM, and sign an IBM Business Partner Agreement for Solution Providers between February 24, 2004 and December 31, 2004.

IBM RSSD Distributors will be required to report qualifying IBM-billed revenue amounts or system unit quantities to IBM when a newly recruited IBM-approved Solution Provider has acquired the minimum amount of eligible new IBM RSSD products or system units. All IBM-billed revenue should be reported in U.S. currency.

Once the minimum amount of RSSD products have been acquired and reported, IBM will issue an incentive payment to the eligible ISV. You should allow up to eight weeks from the time a Distributor submits their report for your check/cheque to arrive. Payments to U.S.-based ISVs will be made in U.S. dollars and payments to Canadian-based ISVs will be made in Canadian dollars.

Only one incentive payment will be made per qualifying new Solution Provider, however, there is no limit to the number of new Solution Providers an ISV can recruit under the terms and conditions of this incentive.

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

This incentive is subject to the terms and conditions of any applicable Agreements.

Ordering information

Follow normal ordering procedures for this incentive. In Canada, orders are to be submitted to your Customer Support Representative (CSR) within IBM Business Partner Support Operations (BPSO).

Can this offer be combined?

This incentive can be combined with any IBM discounts, rebates, allowances, or special bids on the eligible products.

Need help?

Questions pertaining to this incentive should be directed to Nancy Greene at nagreene@us.ibm.com.

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