

Making your fourth quarter goals just got a little easier.



## 4Q promotions from IBM Global Financing, IBM Global Services and Retail Store Solutions Division

Here are eight programs from IBM Global Financing, IBM Global Services and Retail Store Solutions Division designed to help you wind up 2002 on or ahead of plan. With these incentives, rebates, special financing and marketing support materials, you'll have tools in hand that can help you sell more, earn more and build your business.

All the offerings on this page are available to eligible retail Business Partners or their Customers for the rest of the 2002 calendar year. Put these programs to work by first visiting the web sites at the URLs at right, and then calling the program expert directly. Let's make it happen!



[ibm.com/partnerworld](http://ibm.com/partnerworld)

Title	Description	Expiration date	For more information
<b>Co-Marketing CDs</b>	Co-marketing materials that allow the Business Partner to leverage the IBM Retail Store Solutions image and messaging in a program that can easily be customized and executed with the BP's own message and offers.	12/31/2002	First, learn more about the program by checking out the URL below. After that, give the listed individual a call. <b>ibm.com/solutions/retail/store</b> Nancy Greene 803-328-0667
<b>IBM Independent Grocer Tradeshow Support Incentive</b>	For a limited time only, eligible IBM Business Partners can receive an incentive payment of \$1,000 if they demonstrate an eligible IBM Independent Grocer product configuration at a qualifying wholesaler tradeshow.	6/27/2003	<b>ibm.com/solutions/retail/store</b> Nancy Greene 803-328-0667
<b>POS Incentive Rewards Program for Resellers</b>	Eligible IBM Point of Sale (POS) Business Partners can receive incentive payments that are based on the IBM revenue they generate during the 2002 calendar year.	12/31/2002	<b>ibm.com/solutions/retail/store</b> Charlie Blunt 919-301-5993
<b>IBM SureOne® Incentive</b>	IBM Solution Providers who are Systems Integrators or who acquire products directly from IBM or an IBM Distributor can receive a rebate of \$225 (\$337 CDN) per terminal for replacing older model IBM SureOne units with current models, or \$100 (\$150 CDN) for replacing comparable competitor's equipment with the new SureOne models.	12/31/2002	<b>ibm.com/solutions/retail/store</b> PartnerLine 800-426-9990
<b>ACE Independent Grocer Incentive</b>	For a limited time only, eligible IBM Business Partners can receive a Rebate of \$100 (\$150 CDN) for each eligible configuration sold to an end user, as defined in the IBM Business Partner Agreement, during the incentive period.	12/31/2002	<b>ibm.com/solutions/retail/store</b> PartnerLine 800-426-9990
<b>Kiosk Pilot Incentive</b>	Any IBM Retail Store Solution's Independent Software Vendor (ISV) who installs their StoreProven™ solution on an IBM Kiosk in a live end-user customer pilot between August 6, 2002 and December 31, 2002, will be eligible for a bonus payment of \$1000 (\$1500 CDN) for the pilot installation. A limit of 5 pilot installations per ISV will be allowed.	12/31/2002	<b>ibm.com/solutions/retail/store</b> Nancy Greene 803-328-0667
<b>No Payments Until 2003</b>	Retail Store Solutions Division and IBM Global Financing offer a 4Q no charge 90 day Deferral to credit-qualified customers. Lease payments start 90 days after lease start date for POS devices shipped by year end 2002. Use this to offer affordability while preserving margins! Also, IBM Global Financing pays incentives and settles faster than your customer, thus reducing your DSO.	12/31/2002	<b>ibm.com/financing/partner/us</b> Your Channel Partner Client Rep or Pat Pontius 804-327-4563
<b>IBM Maintenance Services Rebate</b>	Customers receive a rebate when they purchase a minimum 1-year, prepaid maintenance service contract on eligible IBM hardware starting July 16, 2002 through January 15, 2003.	1/15/2003	<b>ibm.com/services/partners</b> Dawn Givens 423-875-6633

Remember—the new year is on its way. The time to optimize your revenue potential as you close out 2002 is now. Start taking advantage of these special financing, maintenance, and retail promotional resources today.



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