



IBM TS4300 Tape Library no charge Tape Drive Promotion for Business Partners

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When purchasing a new IBM TS4300 Tape Library, IBM Business Partners may benefit from reduced cost that they may pass on to their End Users by receiving one (1) new eligible LTO7 or LTO8 half height (HH) tape drive at no charge with the purchase of three (3) eligible IBM LTO7 or LTO8 half height (HH) tape drives.



Announcement Overview

For the duration of this promotion, IBM Business Partners who acquire a new eligible IBM TS4300 Tape Library, with the purchase of three (3) eligible IBM LTO7 or LTO8 half height (HH) tape drives, may receive an additional (1) eligible IBM LTO7 or LTO8 half height (HH) tape drive at no charge.

Orders for the eligible machines must be placed and shipped no later than December 31, 2020.

All drives must be of the same generation. For example, when ordering LTO7 drives the no charge drive will be an LTO7. When ordering LTO8 drives the no charge drive will be an LTO8 drive.

For every three (3) drives ordered at one time, Business Partners will receive an additional (1) no charge LTO7 or LTO8 half height (HH) drive. Depending on the configuration, an additional TS4300 Expansion Module (3555-E3A) may be required.

A maximum total of five (5) no charge LTO7 or LTO8 half height (HH) drives is permitted per TS4300 library serial number machine based on configuration rules.

This IBM offer also applies to TS4300 MES upgrades when an additional three (3) eligible LTO7 or LTO8 drives are purchased. Configuration rules apply.

See eligible products and RPQ numbers in the table below.

Eligible products

Refer to the following table for additional information.

Machine Type - Model	Feature	Description	RPQ Number	RPQ Max Qty
3555 – L3A		TS4300 Base Library Module		
3555 – E3A		TS4300 Library Expansion Module		
3555-L3A, E3A	AGKK	LTO 7 HH SAS Drive	8B3693	5 per TS4300
3555-L3A, E3A	AGKJ	LTO 7 HH Fibre Channel Drive	8B3692	5 per TS4300
3555-L3A, E3A	AGKN	LTO 8 HH SAS Drive	8B3706	5 per TS4300
3555-L3A, E3A	AGKM	LTO 8 HH Fibre Channel Drive	8B3707	5 per TS4300

See Overview Section for configuration rules.

Including

- Model Upgrades and 'after market' (MES) orders for features
- Products purchased for IBM Business Partner internal use



- Products purchased under Value Seller Terms

Excluding

- Distributor stock at the start of the promotion
- Order backlog (eligible orders placed with IBM but not yet shipped on the day of the announcement of this incentive)
- Bulk MES
- SDI machines
- All 'used' equipment
- Products purchased for demonstration or development use
- Software subscription (SW Maintenance) products
- Products purchased for 'Try and Buy' when purchased by the end user
- Products purchased under special bid terms (including frame agreements and IVO offerings)
- Products purchased under Transaction agreement
- **Sales to Public Sector and Government Entity (GE) End Users do not qualify. For a definition of what IBM includes as a GE please link here:**

<https://www.ibm.com/partnerworld/resources/manage/government-owned-entity-definition>

Where is it available

This program is valid for all IBM Business Partners Distributors who have signed the Business Partner Agreement in

Europe: Belgium, Luxembourg, Netherlands, Albania, Armenia, Azerbaijan, Belarus, Bosnia & Herzegovina, Bulgaria, Croatia, Czech Republic, Estonia, Georgia, Hungary, Kazakhstan, Kyrgyzstan, Latvia, Lithuania, Macedonia, Moldova, Montenegro, Poland, Romania, Russia, Serbia, Slovakia, Slovenia, Tajikistan, Turkmenistan, Ukraine, Uzbekistan, Austria, Germany, Liechtenstein, Switzerland, Andorra, Comoros, France, French Guyana, French Polynesia, French Southern Territories, Guadeloupe, Martinique, Mayotte, Monaco, New Caledonia, Reunion, St. Pierre and Miquelon, Vanuatu, Wallis & Futuna, Italy, San Marino, Vatican City, Aland Islands, Denmark, Faeroe Islands, Finland, Greenland, Iceland, Norway, Sweden, Cyprus, Greece, Israel, Malta, Portugal, Spain, British Indian Ocean Territory, Falkland Islands, Gibraltar, Guernsey, Ireland, Isle of Man, Jersey, Pitcairn Island, Saint Helena, South Georgia & South Sandwich Island, United Kingdom

MEA: Afghanistan, Algeria, Angola, Bahrain, Benin, Botswana, Burkina Faso, Burundi, Cameroon, Cape Verde Islands, Central African Republic, Chad, Congo-The Democratic Republic of, Congo Rep, Cote D'Ivoire (Ivory Coast), Djibouti, Egypt, Equatorial Guinea, Eritrea, Ethiopia, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Iraq, Jordan, Kenya, Kuwait, Lebanon, Lesotho, Liberia, Libya, Madagascar, Malawi, Mali, Mauritania, Mauritius, Morocco, Mozambique, Namibia, Niger, Nigeria, Oman, Pakistan, Palestinian Territory, Qatar, Rwanda, Sao Thome Island, Saudi Arabia, Senegal, Seychelles, Sierre Leone, Somalia, South Africa, South Sudan, Swaziland, Syrian Arab Republic, Tanzania, Togo, Tunisia, Turkey, Uganda, United Arab Emirates, Western Sahara, Yemen, Zambia, Zimbabwe



Who is Eligible?

The following IBM Business Partners are eligible for this offer:

- IBM Solution Providers for Storage Products who purchase from an IBM Distributor
- IBM Systems Integrators for Storage Products who purchase from an IBM Distributor

Start- and end dates

This promotion is valid from announcement date until December 31, 2020.

Ordering

When the RPQ indicated in this promotion is ordered as part of the new TS4300 Tape Library order. Each RPQ configures four (4) tape drives with a list price of three (3) drives.

Additional Information and Conditions

- A Business Partner's participation in this offer is subject to the terms and conditions of any applicable agreements, such as the IBM PartnerWorld Agreement and, if applicable, the IBM Business Partner Agreement.
- IBM reserves the right to modify or withdraw this offer at any time.
- This offer is void wherever prohibited or restricted by law.
- All decisions by IBM are final.
- IBM reserves the right to recover from the Business Partner any amounts due to IBM because of overpayment or noncompliance with the offer.
- IBM and Business Partners agree to comply with all withholding tax obligations, as applicable.
- The charges / consideration payable under this offering are inclusive of all indirect taxes, not limited to service tax, value added tax or any local taxes, as applicable.

Combinability

Can be combined with any other discounts/rebates on the eligible products.

How to claim

No claim needed, extra drive will be provided no charge when right RPQ is used.

Need help?

Questions about this announcement should be directed to your IBM EMEA Storage Channel Manager, Wolfgang Kugler at wolfgang_kugler@at.ibm.com.



Revision history

Date of revision	Details of Revision	Effective date of change
28/09/2020	Attachment A – “Usage guide” added	28/09/2020
20/08/2020	Initial Program version	04/09/2020



Attachment A – “usage guide”

How to enable the promotion:

1. Introduce the password PROMOGEOS in the field “DataPower/Other Model Key”

The screenshot shows the IBM e-config Cloud interface. The left sidebar contains a menu with 'Global Settings' expanded, showing 'Main Selections' (checked), 'Pricing Options', 'Software Default Options', and 'Services'. The main content area is titled 'Global Settings' and 'Main Selections'. It includes a 'Geography' dropdown set to 'USA', a 'Country or Region' dropdown set to 'United States', and a 'Customer requested arrival date (CRAD)' field set to '2020/10/08'. Below these is an unchecked checkbox for 'Include Withdrawn Products'. The 'DataPower/Other Model Key' field is highlighted with a red rectangular box.

The screenshot shows the same IBM e-config Cloud interface as above, but the 'DataPower/Other Model Key' field now contains the text 'PROMOGEOS'. The other settings remain the same: 'Geography' is 'EMEA', 'Country or Region' is 'Germany', and 'Customer requested arrival date (CRAD)' is '2020/10/08'. The 'Include Withdrawn Products' checkbox is still unchecked.



3. Once TS4300 is selected, PROMO RQs should be shown. Scroll up or down to select appropriate drive. Remember to add 3 drives minimum to have the 4th drive free. One expansion module needs to be added mandatory.

Automated Tape Library > 3555-L3A TS4300 Tape Library: # 1:

Tape Drives
Tape Drives (minimum = 1, combined maximum = 3)

Description	Proposed
8B3689 TS4300 Promo LTO6 HH (FC) drive	0
8B3690 TS4300 Promo LTO6 HH (SAS) drive	0
AGKL LTO 7 FH Fibre channel drive	0
AGKJ LTO 7 HH Fibre channel drive	0
AGKK LTO 7 HH SAS Drive	0
8B3692 TS4300 Promo LTO7 HH (FC) drive	0
8B3693 TS4300 Promo LTO7 HH (SAS) drive	0

Maximum of three (3) half-height (HH) drives or one (1) full-height (FH) drive and one (1) half-height drive

4. Final output should show something similar: 3 drives, 1 free drive, Library module + Base Module

14:48:38

Warning: This configuration has errors and cannot be ordered. This output is provided for reference only and should not be used for quoting purposes
Please view the errors in the messages tab for more information

Initial Hardware - (No CPUSIU for the following products)

Product	Description	Qty	Extended Purchase	Extended Maint	Term
3555-E3A	TS4300 Tape Expansion Module	1	7.560,30	53,81	Mth (1)
1899	First Power Supply	1	965,58		
7002	Rack Mount Kit	1	471,65		
8B3692	TS4300 PROMO LTO7 HH (FC)	1	N/C		
9820	2.8M Power Cord 250V France/Germany	1	15,64		
9848	Rack to PDU line cord	1	N/C		
9906	New order install	1	N/C		
AGGK	Shipping and Handling	1	52,98		
AGK1	10 meter OM3 fiber Cable (LC)	1	93,88		
B0PC	SP WSU 3Y 24x7 SD	1	N/C		
	Serial: N/A	Total	9.160,03 EUR	53,81 EUR	Mth
3555-L3A	TS4300 Tape Library	1	8.546,43	106,63	Mth (1)
1411	Fibre tape drive support	1	306,29		
7002	Rack Mount Kit	1	471,65		
9002	First Expansion unit	1	N/C		
9212	Attached to Windows System	1	N/C		
9848	Rack to PDU line cord	1	N/C		
AGGJ	Shipping and Handling	1	52,98		
AGK1	10 meter OM3 fiber Cable (LC)	3	281,64		
AGKJ	LTO 7 HH Fibre channel drive	3	25.155,03		
B0PC	SP WSU 3Y 24x7 SD	1	N/C		
	Serial: N/A	Total	34.814,02 EUR	106,63 EUR	Mth