



IBM eNetwork Communications Suite Introductory Promotion

For a limited time only, you can acquire the new IBM eNetwork Communications Suite at reduced prices.

Your order must be placed on or before December 31, 1997, by calling IBM Direct at 800-IBM-CALL (426-2255). The Date of Installation, as defined in the IBM Customer Agreement, must occur on or after June 3, 1997, but no later than January 30, 1998.

This promotion is available only in the United States and Puerto Rico.

If you are a commercial, state or local government, or education customer, you can participate. If you are a federal government customer, call 800-333-6705 to determine eligibility.

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

At a Glance

You can acquire the new IBM eNetwork Communications Suite at reduced prices.

- Final Order Date:
December 31, 1997
- Final Date of Installation:
January 31, 1998

For ordering, contact:

Your IBM representative or IBM North America Sales Centers at

800-IBM-CALL

Reference: SE001

This announcement is provided for your information only. For additional information, contact your IBM representative, call 800-IBM-4YOU, or visit the IBM home page at: <http://www.ibm.com>.

Additional Information

Eligible Products

Description	Number Part	Price Promotional
Communications Suite New Shrinkwrap	39F1693	\$369
Communications Suite New Use/Copy	39F1722	349
Communications Suite New Use/Copy SWA	39F1726	349
Communications Suite Upgrade Shrinkwrap	39F1716	169
Communications Suite Upgrade Use/Copy	39F1741	139
Communications Suite Upgrade Use/Copy SWA	39F1742	139
Communications Suite UPO	39F1728	107

Description	Top Bill Number	Promotional Price
Communications Suite Upgrade + UPO	14J2036	\$250

If you have a current Software Advantage agreement in place, the eNetwork Communications Suite plus Upgrade Protection (top bill number 14J2036) will provide you with the most current version of the product and 24 months of upgrade protection. The 24-month upgrade protection period will commence on the effective date of your next Software Advantage agreement initiated under standard renewal terms. (Refer to Software Announcement 297-106, dated April 22, 1997.) Also included is up to two calendar quarters of upgrade protection under your existing Software Advantage agreement.

Note: If you have more than two calendar quarters remaining on your existing Software Advantage agreement, you should consider acquiring UPO at a prorated basis for those additional calendar quarters not covered.

You may acquire top bill number 14J2036 as part of your initial Software Advantage transaction. In that case, coverage will be for the 24 months of that agreement period.

The total promotional price will be counted as "upgrade protection" under the IBM North America Software Advantage renewal incentive program. As such, you will receive full revenue attainment for the promotional price as well as a bonus equal to that same revenue amount that counts toward your Software Advantage spending level.

Your Software Advantage discount will be applied to the promotional price.

You cannot combine this promotion with any other discount or allowance.

Call Now to Order

To order, contact IBM North America Sales Call Center or your local IBM representative.

IBM North American Sales Call Center, our national direct marketing organization, can also arrange to put your name on the mailing list for catalogs of IBM products.

Phone: 800-IBM-CALL
Fax: 800-2IBM-FAX
Internet: ibm_direct@vnet.ibm.com
Mail: IBM North America Sales Call Center
Dept. SE001
P.O. Box 16848
Atlanta, GA 30321-0848
Reference: SE001

To identify your local IBM representative, call 800-IBM-4YOU.
