

# Understanding your new IBM Subscription and Support Invoice



Your invoice is now generated from IBM systems. You'll see they are similar and that the IBM invoice is as straight forward and easy to read as the Guardium invoices.

Thank you for your continued relationship with IBM Guardium Subscription and Support.

Guardium, Inc  
230 Third Ave  
781-487-9400  
Waltham MA 02451

Invoice	IVC113267
Date	6/17/2010
Page	1

**Bill To:** Valued Client  
1 Main St  
5th Floor  
Your Town MA 00000

**Ship To:** Valued Client  
1 Main St  
5th Floor  
Your Town MA 00000

Purchase Order No.	Customer ID	Salesperson ID	Shipping Method	Payment Terms	Req Ship Date
6	3		FEDERAL EXPRESS	Net 30	6/17/2010

Ordered	Shipped	B/O	Item Number	Description	Quantity	Unit Price	Ext. Price
1	1	0	MAN501	Premier Maintenance contract renewal Period: 07/01/10 - 6/30/11 (12 months) Serial #: 123ABCD		\$0.00	\$12,000.00
1	1	0	SUB-0500	Subscription Service Renewal for Guardium Vulnerability Assessm Period: 07/01/10 - 6/30/11 (12 months)		\$4,666.67	\$4,666.67

<b>Subtotal</b>	\$16,666.67
<b>Misc</b>	\$0.00
<b>Tax</b>	\$0.00
<b>Freight</b>	\$0.00
<b>Trade Discount</b>	\$0.00
<b>Total</b>	\$16,666.67

THIS INVOICE DOES NOT REFLECT ACTUAL PRICING, ACCOUNT OR COMPANY INFORMATION.

**13** Guardium ships on an 'Ex Works' as defined in Incoterms 2000  
Checks to Cash: Guardium, Inc. PO Box 415405, Boston, MA 02241-5405  
US \$ wires: PNC Bank ABA 121143260, swift: BBFXUS6S  
Beneficiary: Guardium, Inc., Acct # 0101140986

- |   |  |
|---|--|
| <p><b>Guardium</b></p> <p>Bill To <b>1</b></p> <p>Ship To <b>2</b></p> <p>Customer ID <b>3</b></p> <p>Invoice Number <b>4</b></p> <p>Date <b>5</b></p> <p>Purchase Order No. <b>6</b></p> <p>Payment Terms <b>7</b></p> <p>Quantity Shipped <b>8</b></p> <p>Item Number <b>9</b></p> <p>Description <b>10</b></p> <p>Renewal Period <b>10a</b></p> <p>Unit Price <b>11</b></p> <p>Extended Price <b>12</b></p> <p>Checks To <b>13</b></p> <p>US \$ Wires To <b>14</b></p> | <p><b>IBM</b></p> <p>Bill To <b>1</b></p> <p>Ship To <b>2</b></p> <p>IBM No. <b>3</b></p> <p>Document Number <b>4</b></p> <p>Document Date <b>5</b></p> <p>Purchase Order No. <b>6</b></p> <p>Payment Terms <b>7</b></p> <p>Quantity Shipped <b>8</b></p> <p>Part Number <b>9</b></p> <p>Description <b>10</b></p> <p>Renewal Period <b>10a</b></p> <p>Unit Price <b>11</b></p> <p>Extended Amount <b>12</b></p> <p>Mail Check or Money Order Payment <b>13</b></p> <p>Remit Electronic Wire Transfer To <b>14</b></p> |
|---|--|

**International Business Machines Corporation**  
*International Business Machines Corporation, PO Box 643600, Pittsburgh, PA 15264-3600*

Ship To/IBM #: 79416208/3100135  
Attn.: Bill Brown  
ABC Company  
123 Main Street  
San Diego CA 92121  
UNITED STATES

Bill to/IBM #: 79416208/3100135  
Attn.: Bill Brown  
ABC Company  
123 Main Street  
San Diego CA 92121  
UNITED STATES

**INVOICE**

**Document No:** 91657459  
**Document Date:** 31-Aug-2010  
**P.O. No:** DG1014037 REBILL  
**Payment Terms:** Net due upon receipt.  
late payment fee may apply

**IBM Contact:** IBM Accounts Receivable  
**Phone:** 877-426-6006  
**INCO Terms:** FOB Shipping Point  
**Shipping Date:** 31-Aug-2010  
**Ship via:** Airborne  
**Sales order no:** 52370406

Item	Quantity Shipped	Part number	Description	Unit Price	Extended Amount
10	45	B03EYLL	IBM INFOSPHERE GUARDIUM DATABASE ACTIVITY MONITOR ANNUAL SW S&S RNWL Start date: 01-Nov-09 End date: 30-Oct-10	10.12	455.40
40	10	B03JERL	IBM INFOSPHERE GUARDIUM - CENTRAL MANAGER AND AGGREGATOR ANNUAL SW S&S RNWL Start date: 01-Nov-09 End date: 30-Oct-10	31.00	310.00
<b>Subtotal in</b>					765.40
<b>Total Tax</b>					76.50
<b>Pay this amount</b>					841.90

**13** Mail check or money order payment to:  
IBM Corporation  
PO BOX 643600  
PITTSBURGH PA 15265-3600

**14** Remit electronic wire transfer to:  
IBM Corporation C/O PNC Bank  
500 first Avenue  
Pittsburgh PA 15219  
Bank Contact: Donna Haber  
ABA No. 043000096  
Account Number: 10173456782  
Swift Code: PNCCUS33

International Business Machines Corporation, PO Box 643600, Pittsburgh, PA 15264-3600

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# Understanding your new IBM Subscription and Support Quote



Your quote is now generated from IBM systems. You'll see they are similar and that the IBM quote is as straight forward and easy to read as the Guardium quotes.

Thank you for your continued relationship with IBM Guardium Subscription and Support.

Guardium, Inc  
230 Third Ave  
781-487-9400  
Waltham MA 02451

**1** Quote QTE02338  
Date 6/17/2010  
Page 1

**Bill To:**  
Valued Client **9**  
1 Main St  
5th Floor  
Your Town MA 00000

**Ship To:**  
Valued Client **10**  
1 Main St  
5th Floor  
Your Town MA 00000

Purchase Order No.	Customer ID <b>2</b>	Salesperson <b>3</b>	Shipping Method	Payment Terms	Req Ship Date
	GUARDIUM		FEDERAL EXPRESS	Net 30	0/0/0000

Quantity	Item Number	Description	UOM	Discount	Unit Price	Ext. Price
1	MAN501	Premier Maintenance contract renewal Period: 07/01/10 - 6/30/11 (12 months) <b>5</b> Serial #: 123ABCD	EACH	\$0.00	\$12,000.00	\$12,000.00 <b>8</b>
	SUB-0500	Subscription Service Renewal for Guardium Vulnerability Assessment Period: 07/01/10 - 6/30/11 (12 months) <b>6</b>	EACH	\$0.00	\$4,666.67 <b>7</b>	\$4,666.67

<b>Subtotal</b>	\$16,666.67
<b>Misc</b>	\$0.00
<b>Tax</b>	\$0.00
<b>Freight</b>	\$0.00
<b>Trade Discount</b>	\$0.00
<b>Total</b> <b>11</b>	\$16,666.67

THIS QUOTE DOES NOT REFLECT ACTUAL PRICING, ACCOUNT OR COMPANY INFORMATION.  
Payment terms are net thirty (30) days from receipt of invoice. Shipment lead time is two (2) weeks from Guardium's receipt of

- |                              |   |
|------------------------------|---|
| <b>Guardium</b>              | <b>IBM</b>  |
| Quote number <b>1</b>        | Quotation number  |
| Customer ID <b>2</b>         | IBM Customer Number<br>(Effective November 1, use this number when accessing Support) |
| Salesperson <b>3</b>         | IBM Renewal Contact   |
| Quantity <b>4</b>            | Quantity  |
| Product Description <b>5</b> | Product Description   |
| Item Number <b>5a</b>        | Part Number   |
| Renewal Period <b>6</b>      | Renewal Period  |
| Unit Price <b>7</b>          | Unit Price  |
| Ext. Price <b>8</b>          | Extended Amount   |
| Bill to <b>9</b>             | Payer   |
| Ship to <b>10</b>            | Customer  |
| Total Price <b>11</b>        | Total Price   |
| N/A <b>12</b>                | Quote Expiration Date   |

International Business Machines Corporation, PO Box 643600, Pittsburgh, PA 15264-3600

06-June-2010

Attn: John Smith  
Customer: ABC Company.

Quotation Number: 1234567 **1**  
IBM Contact: Tim Brown **3**  
Phone Number: 1-555-555-555.

SAP Customer Number: 1234567  
IBM Customer Number: 1234567 **2**

Customer:  
Attn: Bill Brown **10**  
ABC Company  
123 Main Street  
SAN DIEGO CA 92121  
UNITED STATES

Payer: 1234567 **9**  
ABC Company  
123 Main Street  
SAN DIEGO CA 92121  
UNITED STATES

Quote expiration Date: 31-August-2010 **12**

Item	Part Number	Quantity	Unit Price	Extended Amount
Software 1 ANNUAL SV <b>5a</b> RNWL <b>4</b>	E066XLL	1	1,579.79	1,579.79 <b>8</b>
Subscription and Support			31-Aug-2009 - 31-Aug-2010	
02 E066XLL <b>5</b>		2	1,579.84	3,159.68
Sub: n and Support			31-Aug-2009 - 31-Aug-2010 <b>6</b>	
Subtotal		3	4,739.47	4,739.47
Software 2 ANNUAL SW S&S RNWL				
03 E0677LL <b>7</b>		4	163.99	655.96

Applicable tax will be recalculated at the time of order processing.

<b>Subtotal in USD:</b>	10,134.90
<b>Total in USD:</b> <b>11</b>	10,134.90

THIS QUOTE DOES NOT REFLECT ACTUAL PRICING, ACCOUNT OR COMPANY INFORMATION.