Buying from IBM just got easier

Access a customized IBM catalog, with exclusive pricing, from within your e-procurement system.

e-procurement system:

Buying from IBM just got easier

A wise decision

Our records show that you're using e-procurement to increase efficiency and cut costs. That was a wise decision. Through the use of e-procurement, astute businesses are enjoying many benefits:

- *Cost reductions through greater process efficiency*
- *Time savings with faster transactions*
- *Better decision-making based on spending reports*
- *More control over unauthorized spending.*

Just how much are companies saving? AMR Research reports that businesses investing in e-procurement and e-sourcing are enjoying a reduction of 10 to 25% in cost and 30 to 55% in cycle time.

IBM itself has seen significant cost and time savings since using e-procurement. In fact, in 2001, IBM avoided US$405 million in costs through e-procurement and process-related improvements. And procurement cycle times decreased to several hours from an average of 30 days.

Figure 1: IBM B2B catalog sample screen

Easy to get started and even easier to use

Now you can realize the benefits of e-procurement for IT products when you access a customized IBM product catalog from within your e-procurement system. Depending on your system, you can choose to link to an IBM-hosted catalog or receive the catalog for download.

- *Link directly to an IBM-hosted catalog from within your e-procurement system*
- *Browse a local catalog within your e-procurement system*

Either way, you will enjoy the benefits of using e-procurement to shop and order from IBM.

⏵⏵⏵ Businesses investing in e-procurement and e-sourcing are enjoying a reduction of 10 to 25% in cost and 30 to 55% in cycle time.

▶▶▶ Monitor your order status online and receive order status messages.

With access to a customized IBM product catalog, you can:

- *Shop for and configure desktops, ThinkPad® notebooks, Intel-based IBM @server xSeries™ servers, options, accessories and other selected IBM software and offerings*
- *See products and entitled prices customized for your company*
- *Receive automatic updates to the catalog*
- *Combine buying and shopping on your existing Easy Access site, your customized IBM web portal.*

Leveraging the capabilities of your e-procurement systems for spend management allows you to automatically track spending levels and make better decisions.

Integrated order management

When you set up this access, you're connecting your e-procurement to IBM's fulfillment systems for automatic and integrated service.

1. When you're ready, your e-procurement system receives the shopping cart contents for approval.
2. Your system creates a purchase order and sends it to IBM.
3. Orders automatically route through IBM's B2B gateway.
4. Orders arrive in the appropriate IBM back-end systems for processing.

Connection with IBM's back-end systems can be enhanced with electronic invoicing, electronic payments and electronic shipping notices. Payment capabilities include purchase order, leasing and procurement cards. Also, you can monitor your order status online and receive order status messages from within your e-procurement system.
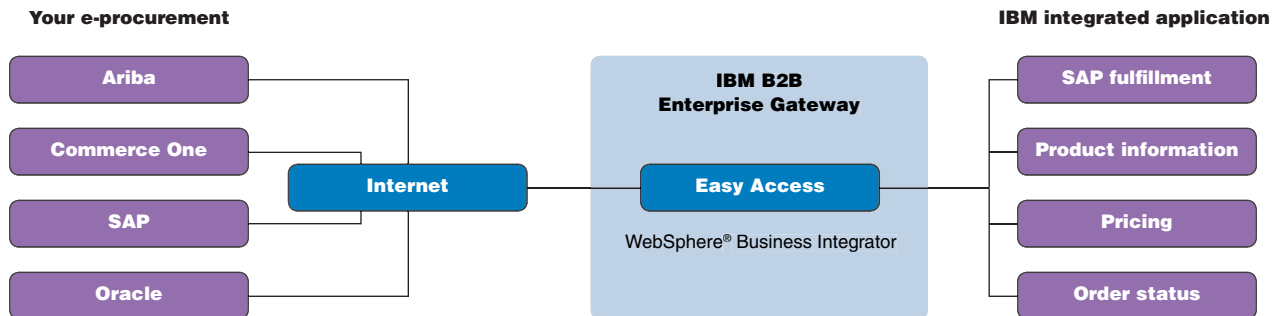
Your e-procurement

- Ariba
- Commerce One
- SAP
- Oracle

Internet

IBM B2B Enterprise Gateway

Easy Access

WebSphere® Business Integrator

IBM integrated application

- SAP fulfillment
- Product information
- Pricing
- Order status

Figure 2. Order processing.

IBM @server

The IBM @server x440 can expand as your business grows with IBM-exclusive "pay as you grow" technology.

BladeCenter lets you combine computing resources into cost-effective high density enclosures that support hot-swappable, high-performance blade servers. BladeCenter's scale-out architecture provides you with the convenience and flexibility to add capacity when you need it.

Buying servers just got easier

Now have all the benefits of e-procurement while shopping for servers. IBM's scalable, high-performance, Intel-based server line is available in an IBM catalog from within your e-procurement system.

If your company is like most, you are watching the demands placed on your servers grow continuously. You wonder how you can manage it all cost effectively with a tight budget and a small staff. Regardless of your business—small, medium or large—IBM has a server that can match your business requirements and grow to meet your future needs. And you need to keep the servers up and running 24x7 to meet the needs of the users, while also implementing your new projects.
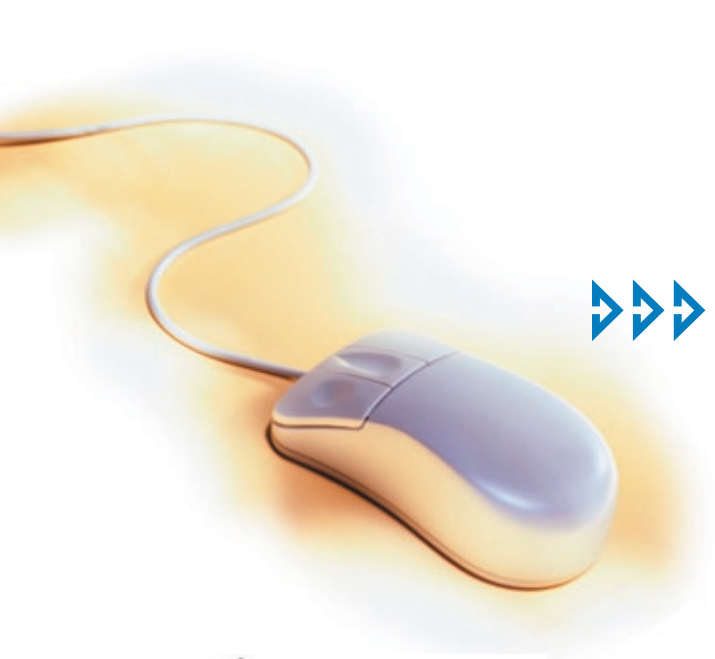
The engines of e-business

The IBM @server xSeries product line of scalable Intel-based servers are priced, sized and powered to match nearly every application workload environment—from the ultra-dense BladeCenter to the enterprise-strength 16-way x440.

To support the rapidly changing requirements of the new e-business generation, IBM has incorporated state-of-the-art technologies from its other server brands into the design blueprint of the xSeries line of servers to offer your business:

- *Affordable industry-leading IBM X-Architecture™ technology*
- *Robust system performance*
- *Systems-management hardware and software instrumentation*
- *Low total cost of ownership*
- *High availability, scalability and reliability*
- *Server consolidation strategies*
- *Powerful, space-saving, rack-optimized servers*

Plus, there's the added value of IBM Global Services—the largest and best services organization in the world—which can help plan your transition from Microsoft® Windows NT® to Windows® 2000 or Linux, implement a clustering solution, design a network or even run an entire IT organization on your behalf.

▶▶▶ xSeries systems—designed for the e-business generation.

▶▶▶ B2B@us.ibm.com

Buying desktop computing just got easier

Now, you can also have the benefits of e-procurement while shopping for ThinkPad notebooks, desktops and workstations. The extensive, powerful line of IBM personal computing products is available in an IBM catalog from within your e-procurement system:

- *IBM ThinkPad notebooks feature industry-leading innovation, lower support costs, end-user efficiency and more benefits for business success.*
- *IBM NetVista™ desktops feature integrated gigabit Ethernet, one-button backup and restore, enhanced security and much more.*
- *IntelliStation® workstations embody the performance that you expect from IBM.*

You also have access to great add-ons — monitors, memory upgrades and more.

To start accessing an IBM catalog from your e-procurement system, please e-mail us at B2B@us.**ibm.com**.

IBM. ®