

*Promotional financing to help your
business afford the I/T and telecom solutions
needed to stay competitive*



4th Quarter 2000 Promotional Offer

IBM Global Financing is making available a promotional financing offer that can help your business obtain the proven I/T solutions needed to stay competitive. Effective October 1 through December 31, 2000, we are offering attractive rates, as low as 6.9%* on many IBM products and services.

Regardless of what size your business is—or what kind of business you are in—you can benefit immediately from this offer and realize the benefits of lower costs, improved cash flow and easier asset management made possible by financing.

For a complete listing of the solutions and specific products that qualify for this promotional offer, please reference the detailed chart on the following page.

Inclusive financing

Customers who implement new workload initiatives between October 1 and December 31, 2000, can finance IBM hardware, non-IBM hardware, ISV software and business partner value-add content at attractive rates.

Highlights

- Multi-vendor participation
- Financing rates as low as 6.9%

Additional information

- Available to credit-qualified customers
- Minimum new e-business implementation transaction size \$50,000
- Valid for installations between October 1 and December 31, 2000
- Services contracted for by December 31, 2000

For more information

- Contact your IBM Global Financing representative.
- Visit us at ibm.com/financing.





Product Eligibility

Brand	4th Quarter 2000
AS/400® and eServer iSeries	AS/400 systems and upgrades to current technology qualify if at least 50% of their processor capacity is used for new workload initiatives or if replacing CISC® inventory.
Networking Hardware**	All products
NUMA-Q®	Series 2000 Enterprise servers SEQS, 32E, 34E and 41E
Store Systems (POS)	All products except SureOne®
Printers	All products
S/390®	- Multiprise® 3000 H50 & H70 (U.S. only) - Advanced Technology VAE Transactions (U.S. only)
Storage	All products (upgrades are not eligible)
IBM Services	- Business Innovation Services (BIS) financed with any IBM server are eligible up to \$1M (U.S. only). - Integrated Technology Services (ITS) are eligible up to \$1M with any IBM server. Includes maintenance and select services. Excludes business continuity services and Cisco services.
All non-IBM Products and Services	Vendor approval of each transaction

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* 6.9% available on eligible AS/400 systems and applies to best-credit commercial customers on a 24-36 month term with a \$1 end-of-lease purchase option. Rates on other eligible IBM systems as low as 7.5%, and applies to best-credit commercial customers on a 24-36 month term with a \$1 end-of-lease option. Financing rates are U.S. specific.

** Certain limitations apply to those products included in the August 30, 1999, IBM/Cisco agreement. If you have any questions, please contact your IBM NHD sales representative.