



Announcement Letter

IBM® Marketing Announcement
January 3, 2012

Title: Considering Blade? Consider IBM (ANZ312-002)

The Offer

During the promotion period January 3, 2012 to March 30, 2012 new IBM End User Clients who purchase IBM's BladeCenter® S, E, H and HT chassis or HS12, HS22, HS22V and HX5 blade servers will receive a warranty upgrade to Yrs 1-3 24x7 Onsite x 4 hour response at no additional charge.

Product Numbers

Warranty Part Number	Warranty Description	Applicable Product
46D3521	Category A, Years 1-3 24x7 Onsite 4 hour response	HS12 Blade Servers BladeCenter E Chassis
46D3536	Category B, Years 1-3 24x7 Onsite 4 hour response	HS22 Blade Servers HS22V Blade Servers BladeCenter S Chassis BladeCenter H Chassis
46D3551	Category C, Years 1-3 24x 7 Onsite 4 hour response	HX5 Blade Servers BladeCenter HT Chassis

Start and End Dates

This promotion is valid for orders received by IBM between January 3, 2012 and March 30, 2012 and must be shipped within 30 days of order date.

Who Is Eligible?

IBM System x® End User Clients

Where is it Available?

This promotion is available in Australia and New Zealand

Terms & Conditions

1. This offer is available to new IBM End User Clients who have not previously purchased IBM BladeCenter Chassis or Blade products
2. This offer may not be combined with any other Blade Server promotional offers or discounts from IBM
3. This offer may be combined with the 0% Finance offer # ANZ311-113 and Zero to Hero offer # ANZ311-108 or any subsequent modification to these promotions.
Clients must meet the terms and conditions of those offers.
4. BladeCenter Foundation for Cloud Server and Chassis models are included as part of this offer, with the exception of part chassis number 885293M
5. You agree to acquire hardware products under this promotion for your own use and not for remarketing, leasing or transferring to a third party, unless you are arranging lease-back financing for hardware products You acquire the products described in this promotion in accordance with the terms and conditions of this promotion announcement and the terms and conditions of the applicable local country IBM Customer Agreement (ICA08-1INT), or if applicable an equivalent customer agreement, signed by you and IBM.
6. This offer cannot be used in conjunction with International Volume Offerings (IVO's).
7. IBM reserves the right to modify or withdraw this offering at any time.

Ordering Information

To order, contact your local IBM representative or Business Partner*.

To identify your local IBM representative, call IBM on 13 24 26 in Australia, or 0800 801 800 in New Zealand.

To take advantage of this offer, the IBM End User Client must indicate on the order that the products are being ordered under the terms of this promotion and provide the following number: **ANZ312-002**

Further Information?

Questions pertaining to this offering should be directed to:

- Mark Bush at markbush@au1.ibm.com

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