



Services	Prospect Profile	Program Options	For More Information
<p>IBM Asset Recovery Solutions</p> <p>IBM Asset Recovery Solutions offers a complete end-to-end suite of highly competitive solutions for your clients to economically dispose of or sell their IT equipment.</p> <p><i>Business Partner Lead Referral Fee:</i> Earn a 3% fee when your clients contract with IBM Global Financing for Asset Recovery Solutions services. Participate by submitting qualified leads (minimum 25 systems per client account) to IBM Global Financing. Fees will only be earned when your client contracts for IBM Asset Recovery Solutions services and IBM Global Financing has processed the transaction. Services include: Fixed Price Takeout services, Shared Revenue services, Disk Overwrite services and Scrap Options. Eligible equipment includes: IBM and non-IBM PC notebooks, PC desktops, PC printers and monitors, and Intel® processor-based servers.</p> <p><i>Buyback:</i> IBM Asset Recovery Solutions offers a PC buyback service that can help recover value on IBM and non-IBM PC equipment. Provide a detailed description of the PC equipment to check buyback pricing and submit the order using the online buyback tool.</p> <p><i>Scrap:</i> IBM Asset Recovery Solutions offers a PC scrap service for IBM and non-IBM equipment without market value in order to economically dispose of or sell IT equipment in accordance with applicable environmental laws and regulations.</p>	<ul style="list-style-type: none"> • Clients undergoing a PC refresh • Businesses with accumulations of obsolete IT equipment • Companies going through a merger facing a sudden surplus of IT inventory • Businesses recently restructured • End-of-lease clients with full payout leases or loans 	<ul style="list-style-type: none"> • <i>No Cost Option:</i> At no cost to the client, IBM Global Financing will be responsible for packaging, transportation charges, receipt, inventorying, asset verification and disposition. Product received must be complete and in good working order. A minimum of 25 systems is required to take advantage of this offering and is only available to clients looking to replace these assets with new PCs. • <i>Fixed Price Takeout:</i> IBM Global Financing will negotiate a set price for your client's IT assets. All proceeds are paid within 30 days of product receipt and testing, and IBM Global Financing absorbs the inventory risk during the sales cycle. • <i>Shared Revenue Sale:</i> IBM Global Financing will sell the client's IT assets and a negotiated percentage of the proceeds will be returned to the client upon completion of the sale. Product with no value (thus, no revenue sharing) is scrapped in accordance with applicable environmental laws and regulations. • <i>Scrap Services:</i> Product without market value can be sent to our designated location for dismantling and scrapping. • <i>Additional Service Options:</i> <ul style="list-style-type: none"> – <i>Inventory/warehousing analysis:</i> Extra assets may be sent to our single, central location and free up valuable space. – <i>Asset testing:</i> IBM Global Financing will test assets with resale value to verify functionality and confirm specifications for each system, enhancing market value at the time of sale. All client identifiers and asset tags are removed as part of asset testing. – <i>Packing and transportation:</i> These services are also provided dependent on your client's unique requirements. – <i>Hard file data cleansing:</i> Hard file data is cleansed via an overwrite process to meet client requirements. – <i>Reconfiguration and redeployment services:</i> Receipt, sorting, refurbishment, storage and redistribution of your client's used assets. This is a cost-effective and efficient option for cascading assets within an organization or for redistributing charitable donations. 	<p><i>Overview:</i> ibm.com/financing/partner/us/recovery/overview</p> <p><i>Ready to sell:</i> ibm.com/financing/partner/us/recovery/buyback/readytosell.html</p> <p><i>Business Partner Lead Referral Fee:</i> ibm.com/financing/partner/us/recovery/referralfee.html</p> <p><i>Toll-free:</i> 1 888 SHOP-IBM, (1 888 746-7426), select option 1 and enter 7615</p>

Global Asset Recovery Services from IBM Global Financing

Two ways to build business while saving your clients money

How do you compete on price when you're selling the world's best brand? What do you sell to a client who isn't buying anything? How can you help a client dispose of their assets in compliance with applicable environmental laws and regulations?

How can you close more business and get more control of your account, while raising your profile as a problem-solving resource?

With Global Asset Recovery Services (GARS) from IBM Global Financing, you have two effective ways to address these and other challenges:

IBM Certified Used Equipment™ and IBM Asset Recovery Solutions.

Product	Overview	Prospect Profile	Unique Benefits	For More Information
IBM Certified Used Equipment <ul style="list-style-type: none"> Servers Workstations Storage Devices Enterprise Printers IBM Networking Hardware Point-of-sale Packages 	Refurbished hardware that offers more cost-effective solutions for your clients.	Clients who: <ul style="list-style-type: none"> Missed a technology generation but can't invest in full upgrade Need to support new software levels, but want to minimize cost Wish to upgrade in minimal steps Are constrained in budget, yet value IBM quality 	<ul style="list-style-type: none"> Combined with financing, your clients can afford more, pay less and reduce total cost of ownership Satisfaction guaranteed with three-month limited warranty Eligible for IBM maintenance agreements Tested to IBM standards Supported by toll-free client service number 	<p><i>Overview:</i> ibm.com/financing/partner/used/overview</p> <p><i>Product promotions:</i> ibm.com/financing/partner/promotions/usedequip_promo.html</p> <p><i>Toll-free:</i> 1 866 861-5448, enter 5224</p>
<ul style="list-style-type: none"> PCs 	Tested and refurbished PCs are perfect for the value-conscious buyer interested in controlling total cost of ownership.	Educational institutions and other organizations that need to support large numbers of users at low cost	<ul style="list-style-type: none"> Satisfaction guaranteed with three-month limited warranty Backed by a seven-day money back guaranty One-year limited warranty on select PC models Tested to IBM standards Supported by toll-free client service number 	<p><i>BP Purchasing:</i> <i>Toll-free:</i> 1 888 SHOP-IBM (1 888 746-7426), enter 8733</p>



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