



26/05/2004

IBM Confidential when completed

**IBM TRY & BUY PROGRAMME QUALIFICATION FORM  
FOR IBM BUSINESS PARTNERS**

This form must be completed for all Business Partner Try & Buy requests. Please ensure all fields are completed.

WHEN COMPLETED PLEASE FORWARD TO THE IBM BPSO ADMINISTRATOR.

**\*\* PLEASE BE AWARE THAT REQUESTS FOR TRY & BUY INSTALLATIONS FOR PERIODS IN EXCESS OF 60 DAYS WILL BE ACCEPTED IN EXCEPTIONAL CIRCUMSTANCES ONLY AND WILL REQUIRE THE PRIOR APPROVAL OF THE IBM COUNTRY FINANCE DIRECTOR \*\***

Distributor Name: (if applicable) : \_\_\_\_\_

Remarketer Name: \_\_\_\_\_

Customer/Prospect Name: \_\_\_\_\_

Industry Business Name: \_\_\_\_\_

- OMSYS Number: \_\_\_\_\_
- Does this Customer have the same or any similar products already installed?  
Y/N

Details: \_\_\_\_\_

- Name and telephone number of Requester:  
\_\_\_\_\_  
\_\_\_\_\_
- Name of person who completed this form:  
\_\_\_\_\_
- Business Support Administrator's name and telephone number:  
\_\_\_\_\_
- Try & Buy period requested \_\_\_\_\_ days

- What is the requested installation date \_\_\_\_\_
- 1. I estimate that our chances of obtaining this business WITHOUT this Try & Buy to be \_\_\_\_\_ %
- 2. I estimate that our chances of obtaining this business WITH this Try & Buy to be \_\_\_\_\_ % (has to be at least 75%)
- 3. Describe below the evaluations to be carried out by the Customer during the trial to show why the Try & Buy has been requested. *(add more lines as appropriate)*  
\_\_\_\_\_  
\_\_\_\_\_
- 4. Describe the Customer's long term plans for the Try & Buy. *(add more lines as appropriate)*  
\_\_\_\_\_  
\_\_\_\_\_
- 5. What future business is expected as a direct result of the Try & Buy? *(add more lines as appropriate)*  
\_\_\_\_\_  
\_\_\_\_\_
- 6. What are the agreed decision criteria and what is the strategy to close the business at the end of the Try & Buy? *(add more lines as appropriate)*  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
- 7. Describe in detail the proposed configuration, or preferably forward a CF listing from EHONE. Please give names of listings. *(add more lines as appropriate)*



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HARDWARE (add more lines as appropriate)

“Licensed Internal Code” section included in “Remarketer Terms Attachment” of your IBM Business Partner Agreement applies.

QTY	TYPE	MODEL	F/C
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

SOFTWARE (add more lines as appropriate)

QTY	TYPE	MODEL	F/C
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

8. What is the total IBM list price of this equipment? \_\_\_\_\_



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### AUTHORISATION SECTION

(this section must be completed before Try & Buy can proceed)

**We hereby order the equipment detailed above under the terms of the "IBM Try and Buy Programme Attachment for Storage Products", which are incorporated herein by reference and made part of this transaction**

Distributor name: (if appropriate) \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

Remarketer  
name: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

**I confirm checking of quantities limit and approve this request :**

IBM Israel Brand Mgr. Name : \_\_\_\_\_

Signature: \_\_\_\_\_ Date \_\_\_\_/\_\_\_\_/\_\_\_\_

IBM Regional Manager name: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

**I approve this request**

IBM Country Finance Director name or Pricing Mgr.  
: \_\_\_\_\_  
\_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_/\_\_\_\_/\_\_\_\_  
(only required for trials that exceed 90 days)

IBM BPSO Administrator name: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_/\_\_\_\_/\_\_\_\_ .