



# IBM Flexible Financing and Trade-in Referral Program

Looking for ways to grow your business and improve your bottom line? IBM has the financing and trade-in opportunities that can help you.

## IBM Flexible Financing: TOTAL Solution Financing

Total Solution Financing offers flexible payment options for your IBM and non-IBM hardware, software and services purchases. With TOTAL Solution Financing, you can combine all of your IT purchases into a single contract and invoice, making it easy for you to track your financed assets.

## SuccessLease®

IBM Global Financing can help you to acquire IT solutions while preserving your cash flow and lines of credit. With

the IBM SuccessLease program, you can finance any combination of IBM and non-IBM hardware, software and services—up to \$100,000!

0% Financing with SuccessLease! Now through June 30, 2002, you can finance all of the technology you need—hardware, software and services—and pay no interest. With fixed, affordable monthly payments, it's easy to stick to your budget. Hurry and take advantage of these savings!

Still not sure that this is the program you need now? Check out other IBM financing options at [ibm.com/financing/total](http://ibm.com/financing/total).

## IBM Trade-in Referral Program

You can receive cash back for any IBM or non-IBM parts and systems that still

have residual value.<sup>2</sup> Recycling service is available for obsolete hardware.

Benefits of the trade-in program include:

- Lower net cost of purchasing new IBM technology
- Cash back for spare parts on the floor
- Minimized excess inventory buildup
- Support for discontinued IBM hardware requirements

## Here's how it works

Simply submit your bid request, with quantity, model or part number, configuration/description and date of availability, to [kelfermj@us.ibm.com](mailto:kelfermj@us.ibm.com) or on the Web at [www.ibmtradein.com](http://www.ibmtradein.com).

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1 SuccessLease is offered by third-party providers of financing approved by IBM Global Financing. SuccessLease terms and conditions provided by third party. Small-business (1-99 employees) customers only are eligible for financing through the SuccessLease offering. Personal and Printing Systems Group (PPSG) products qualify for this offering when the customer is acquiring a minimum of \$5,000 and maximum of \$100,000 of all ThinkPad®, NetVista™, IntelliStation® systems and IBM eServer(logo) xSeries, Displays and Options, Store Systems (POS) devices, software and services (both IBM and non-IBM) on a single transaction. Promotion only applicable to 24-month Fair Market Value Lease. Order systems by June 30, 2002 and installation by July 15, 2002. SuccessLease credit-qualified customers only, this offering cannot be combined with any other SuccessLease promotion. First-month payment is due in advance. Available in the U.S.A. only; directly from [ibm.com](http://ibm.com), and indirectly through IBM authorized resellers. SuccessLease terms and conditions provided by the third party and are subject to change or withdrawal without notice.

2 The IBM Trade-in Referral Program is administered by IBC, Ltd., and IBM has no obligation or liability regarding these transactions. No purchase is required.