

# IBM Offerings: IBM Power Systems

*Top priorities for inclusion on ibm.com*

Big 7 Client Need	Offering	Value Proposition (40-50 words)	Trial Details	Web / Marketplace Page	Solution or Client Reference Video	Key Asset(s) & SEISMIC links*
How do I quickly enhance the resiliency of my IT and ensure the continuity of my business?	<p>Elastic COD (Processor / Memory)</p> <p>On ibm.com: <a href="https://www.ibm.com/services/business-continuity/covid-19">https://www.ibm.com/services/business-continuity/covid-19</a></p>	Organizations are facing unprecedented compute needs with rapidly evolving demands. Elastic Capacity on Demand allows you to create temporary capacity by activating and deactivating processor cores and memory units to help meet the demands of your business peaks. Add capacity almost instantly, save time, reduce cost, and deploy untapped system resources more quickly.	<p>Granting access, free of charge, to all inactive Capacity on Demand (COD) processor and memory resource through our Exception Trial COD (30 days)</p> <p>Healthcare clients – same as above, but eligible to renew every 30 days as long as the COVID-19 pandemic lasts.</p>	<p><a href="https://www.ibm.com/it-infrastructure/power/capabilities/capacity-on-demand">https://www.ibm.com/it-infrastructure/power/capabilities/capacity-on-demand</a></p> <p><a href="https://www.ibm.com/us-en/marketplace/elastic-capacity-on-demand">https://www.ibm.com/us-en/marketplace/elastic-capacity-on-demand</a></p>	<p>Demo: <a href="https://youtu.be/YNpvtJCipkQ">https://youtu.be/YNpvtJCipkQ</a></p>	<p><a href="https://www.ibm.com/downloads/cas/2VMRLY9Y">https://www.ibm.com/downloads/cas/2VMRLY9Y</a></p> <p>Seller: <a href="https://ibm.seismic.com/Link/Content/DC7w9U9ZZmVUOUBODF0rozyQ">https://ibm.seismic.com/Link/Content/DC7w9U9ZZmVUOUBODF0rozyQ</a></p>
How do I rapidly reduce my IT costs and improve business agility?	IBM Power Systems Virtual Servers	Enterprises need to prepare for demand spikes to meet their evolving business challenges. IBM Power Systems Virtual Servers enable AIX or IBM i customers to quickly provision additional compute and storage through IBM Cloud while providing consistent cloud experience across on-premise and off-premise environments.	Dedicate high performance compute space from our Power Cloud for organizations seeing unprecedented strain of their infrastructure. (20 for 2 Sales Play)	<p><a href="https://www.ibm.com/cloud/power-virtual-server">https://www.ibm.com/cloud/power-virtual-server</a></p> <p><a href="https://cloud.ibm.com/catalog/services/power-systems-virtual-server">https://cloud.ibm.com/catalog/services/power-systems-virtual-server</a></p>	<p>Demo: <a href="https://ibm.seismic.com/Link/Content/DCCKYpBQNmYE-EFlt6tmAJ8w">https://ibm.seismic.com/Link/Content/DCCKYpBQNmYE-EFlt6tmAJ8w</a></p>	<p>Sales Kit: <a href="https://ibm.seismic.com/Link/Content/DC7CnE3qEvYkq3HnwZOXmoQw">https://ibm.seismic.com/Link/Content/DC7CnE3qEvYkq3HnwZOXmoQw</a></p>
	Double-UP Memory and NVME	Most of the POWER scale-out servers customers are small and medium businesses, which are profoundly impacted by the pandemic. We want to help them to quickly remove performance and bandwidth bottlenecks and respond faster and more efficiently, whether if they are acting on it, such as healthcare companies, or being impacted by it.	<p><b>Double Up Memory:</b></p> <ul style="list-style-type: none"> <li>2 for 1 Memory Offer: Buy a set amount of memory and receive the same amount for FREE</li> </ul> <p><b>Double Up I/O:</b></p> <ul style="list-style-type: none"> <li>2 for 1 NVMEe Offer: Buy one NVMe PCIe adapter and receive another one for FREE</li> </ul>	<a href="https://www.ibm.com/it-infrastructure/power/scale-out">https://www.ibm.com/it-infrastructure/power/scale-out</a>	N/A	TBD

# Double Up Your Defense



## Objectives:

1. *Help customers to quickly remove bottlenecks and respond faster to the pandemic, whether if they are acting on it or being impacted by it*
2. *Give sellers and BPs a comprehensive push to keep up with their scale-out sales in such a harsh period of lockdowns and IT investment limitations*

## Double Up Memory:

- 2 for 1 Memory Offer: Buy a set amount of memory and receive the same amount for FREE
- Valid WW to all customers, all Geos and all business partners
- Applicable to new orders and MES orders (MES only for healthcare and life science customers)
- Special Bid Pricing can be used in conjunction with this offer
- Not to be combined with any other promotions, except with the Double Up I/O RPQ
- Valid through end of 2Q2020
- Discounting is limited to ValueSeller (earned) discounts
- Solutions with this RPQ are ineligible for pay for value, MSP, and ESA programs

## Double Up I/O:

- 2 for 1 NVMe Offer: Buy one NVMe PCIe adapter and receive another one for FREE
- Valid WW to all customers, all Geos and all business partners
- Applicable to new orders and MES orders (MES only for healthcare and life science customers)
- Special Bid Pricing can be used in conjunction with this offer
- Not to be combined with any other promotions, except with the Double Up Memory RPQ
- Valid through end of 2Q2020
- Discounting is limited to ValueSeller (earned) discounts
- Solutions with this RPQ are ineligible for pay for value, MSP, and ESA programs



# Double Up Memory

*Offering for AIX, Linux and IBM i on S914, S922 and S924 servers*



## *New RPQ offerings to help S914, S922 and S924 customers with an UPFRONT discount*

Scope of the Double Up memory offering:

- IBM Power System S914
  - Valid for all processor options
  - Valid for 32 up to 128GB installed memory (buy up to 64GB and get 64GB)
- IBM Power System S922
  - Valid for 2x 8-core (#EP18) and 2x 10-core (#EP19) options
  - Valid for 64 up to 512GB installed memory (buy up to 256GB and get 256GB)
- IBM Power System S924
  - Valid for 2x 8-core (#EP1E), 2x 10-core (#EP1F), and 2x 11-core (#EP1H) options
  - Valid for 64 up to 1024GB installed memory (buy up to 512GB and get 512GB)
- Valid WW to all customers, all Geos and all business partners
- Applicable to new orders and MES orders (MES only for healthcare and life science customers)
- Special Bid Pricing can be used in conjunction with this offer
- Not to be combined with any other promotions, except with the Double Up I/O RPQ
- Valid through end of 2Q2020
- Discounting is limited to ValueSeller (earned) discounts
- Solutions with this RPQ are ineligible for pay for value, MSP, and ESA programs



**2 for 1 Memory Offer**

**Buy a set amount of  
memory and receive  
the same amount for  
free**

# Double Up I/O

*New RPQ offerings to help customers with an UPFRONT discount in NVMe PCIe adapters*



**NVMe is a high-performance interface that can read/write flash memory. Compared to a SAS or SATA SSD, the NVMe Flash adapter provides more read/write input/output operations per second (IOPS) and larger throughput (GB/sec)**



Scope of the Double Up I/O offering:

- Valid for S922
  - #EC5G - PCIe3 x8 LP 1.6 TB NVMe Flash Adapter for AIX/Linux
  - #EC5C - PCIe3 x8 LP 3.2 TB NVMe Flash adapter for AIX/Linux
  - Maximum allowed per system: 5 (Initial order maximum: 5)
- Valid for S924
  - #EC5B - PCIe3 x8 1.6 TB NVMe Flash Adapter for AIX/Linux
  - #EC5D - PCIe3 x8 3.2 TB NVMe Flash Adapter for AIX/Linux
  - #EC6V - PCIe3 x8 1.6 TB NVMe Flash Adapter for IBM i
  - #EC6X - PCIe3 x8 3.2 TB NVMe Flash Adapter for IBM i
  - Maximum allowed per system: 5 (Initial order maximum: 5)
- Valid WW to all customers, all Geos and all business partners
- Applicable to new orders and MES orders (MES only for healthcare and life science customers)
- Special Bid Pricing can be used in conjunction with this offer
- Not to be combined with any other promotions, except with the Double Up Memory RPQ
- Valid through end of 2Q2020
- Discounting is limited to ValueSeller (earned) discounts
- Solutions with this RPQ are ineligible for pay for value, MSP, and ESA programs

**2 for 1 NVMe Offer**

**Buy a NVMe PCIe  
adapter and receive  
another one for free**