

# IBM Express Seller Cookbook

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## FOR IBM BUSINESS PARTNERS



Systems · Software · Services



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## **EXPRESS SELLER.**

The Express Seller Channel Program is designed to help IBM Business Partners accelerate sales of IBM products and services to small and medium-sized businesses. IBM offers industry-leading systems, software and services, as well as attractive financing, which help meet your clients' business needs. And the IBM commitment to Business Partners is demonstrated through fast product delivery and attractive pricing. All together, it's IBM's way to help you succeed with SMB customers and grow your IBM Express business.

For additional resources, please visit the IBM Express Seller Toolkit at [ibm.com/partnerworld/express-seller](http://ibm.com/partnerworld/express-seller)

## IBM Express Seller Cookbook.

The purpose of this document is to provide you with tools you need to easily develop marketing communications that help promote IBM Express products to your small and mid-sized customers.

## Overview of the Express Seller Program.

The Express Seller Program is designed to make it easier to sell IBM's range of Express product offerings, including servers, storage, workstations, printers, software and services. This Channel program offers competitive prices, attractive margins, and sales incentives on feature-rich IBM Express products for small and mid-sized businesses. And the products are available for fast delivery. *(Refer to pages 20 – 35 for product details.)*

As a complement to IBM's advertising campaign, this cookbook provides you with messaging and product images to help you create your own marketing materials.

## Why Express Seller is Beneficial for You.

This Program is designed to help you expand your market and reach new customers by creating demand for IBM Express offerings. The Express Seller Program can help you sell the Express product offerings, which are designed to be easy to install and deploy, easy to manage and priced just right for small and mid-sized businesses. Benefits for IBM Business Partners include everything from attractive pricing to fast delivery.

### **THE RIGHT PRODUCTS.**

The IBM Express Server, Storage, Workstation, Printer, Software and Services offerings that are included in the Express Seller Program are often our most popular, based on customer demand. Configured to help meet the needs of small and mid-sized businesses, these products are also available for fast delivery.

### **THE RIGHT PRICES.**

IBM Express offerings are designed to be attractively priced to IBM Business Partners to help make them easier for you to sell to your customers.

### **THE RIGHT FINANCING.**

IBM Financing Advantage provides simple and complete financing through fast turnarounds, simple contracts, easy online administration tools and expert assistance.

### **THE RIGHT MARGINS.**

Express Seller offerings aim to offer attractive reseller margins up front, with an additional rebate on qualified products for resellers who participate in this Program.

### **NO NEED FOR SPECIAL BIDS.**

Now it's easier for you to place smaller orders that customers demand. Because with IBM Express products, there should be no need for special bidding.

### **EASIER TO DO BUSINESS WITH.**

The Express Seller Program simplifies terms and conditions to make it easier to do business with IBM.

### **POWERFUL REWARDS.**

Express Seller offers new and stronger incentives. Learn about them by visiting:

**ibm.com**/partnerworld/express-seller

## Why Express Seller is Good for your Customer.

IBM Express products are priced just right. And we've configured them so they're ready to go right out of the box. Not only that, they come with built-in innovations that help deliver real business advantages. Like doing more with fewer resources, driving greater cost efficiencies, and reducing the need for system maintenance. That's where IBM Express offerings can help.

### **CONSIDERATION DRIVERS.**

Here are a few drivers that can influence customers to buy IBM Express offerings, which are designed to be:

- Good value for money. Customers want an affordable solution.
- Easy to manage. Customers want to manage their business, not their technology.
- Advanced technology and world-class performance without having to spend an arm and a leg.
- High reliability. Products built on industry standards from a dependable vendor.

### **THE PROPOSITION.**

With IBM Express offerings, many of the technology features found in our top-of-the-line systems are available at a size and price that's right for small and mid-sized companies. With IBM Express offerings, innovative problem-solving technologies come standard—to help provide you with a flexible platform for growth and help save you real dollars on your IT management.

### **THE PROOF.**

- IBM Express offerings are especially designed to meet the unique needs of small and mid-sized businesses.
- Technology innovations built into IBM Express offerings help optimize IT investments, enhance business resiliency and security, and improve employee productivity.

## Communicate with Customers. Use these Marketing Tools.

This section provides messages and marketing elements that are designed to promote IBM Express offerings.

You can create your own marketing deliverables by selecting the copy and images that are right for you. Pick the headline and message that meets your needs. Then, download product photography and information to incorporate specific products.



## The Message—Optimize your IT Investment.

Make your infrastructure more cost-effective. Get more value out of your technology investments with IBM Express offerings—where innovation comes standard.

Here are some of the innovations that are designed to help small and mid-sized customers get the most out of their IT investment.

### **IBM System x Products:**

The insight and innovative technology of IBM. And the power of Intel® and AMD™ processors. You'll have the benefits of both with IBM System x™ and IBM BladeCenter® systems. The result? Affordable, easy-to-use, advanced servers that aim to increase productivity and solve real world problems for your SMB customers.

- IBM Director is a self-monitoring technology that can manage and optimize many systems across many environments. All from a central console.
- IBM Predictive Failure Analysis® warns you of problems with your hard disk drives, fans, power supply units, memory, CPUs and voltage regulator modules—before they actually become problems. Up to 48 hours in advance.
- IBM PowerExecutive™ is an intelligent power and cooling feature. It can save you needless expense by managing and controlling the power consumption of your datacenter.
- Light Path Diagnostics—on select System x servers—can help keep your company up and running. An external LED panel helps you identify and locate hardware problems quickly. So you can take care of them quickly.

## The Message—Optimize your IT Investment continued.

### IBM System p:

Like all businesses, you want servers that are innovative, flexible and powerful. Not to mention reliable and secure. IBM System p™ Express offerings are easy to buy, install and manage with a wide choice of UNIX® and/or Linux® applications. Innovative technologies make System p servers the right choice:

- IBM Advanced POWER™ Virtualization allows you to create and run many virtual servers on a single server. A smart way to save on energy, software and maintenance.
- Integrated Virtualization Manager lets you just point and click to consolidate multiple application workloads running on IBM AIX 5L™ and Linux operating systems. All simultaneously in virtual partitions. This intuitive browser-based offering makes it easy and affordable.
- Innovative Quad-Core Module systems are the industry's first four-core processor package—with a big advantage. They provide more processing capacity than Dual-Core Module systems. In less space.
- Dynamic Logical Partitioning can run AIX 5L and Linux applications on the same processor at the same time. It's standard in all IBM System p Express offerings running AIX 5L V5.2 or V5.3.

Not all features are available on all System p products.

## The Message—Optimize your IT Investment *continued.*

### **IBM System Storage:**

Today, you are encountering a tidal wave of information. In order to stay competitive in the global marketplace, your people need to have access to the right information at the right time to be effective, creative and highly innovative. Information is a strategic asset that must be protected and available. Your challenge is to deal effectively with the variety of information, volume of data, and velocity of change that affects not just your IT department, but your business as a whole.

Only IBM delivers the depth and breadth of intelligent storage solutions and expertise to help you reliably bring information to people in a cost-effective way.

- The IBM System Storage™ portfolio takes an open approach to heterogeneous storage environments—providing flexible storage solutions to help companies of all sizes.
- IBM System Storage offerings support a broad choice of platforms, servers, operating systems and connectivity, provide open interfaces for easy integration and provide broad support for storage networking infrastructures and protocols
- IBM System Storage features that can help you reduce costs include small footprints; reduced power, cooling, and maintenance requirements; non-disruptive upgrades; outstanding warranty support; and flexible financing.

### **IBM Infoprint Printers:**

IBM Infoprint® printers can deliver added efficiency for your business—without the extra cost of more staff.

- IBM Infoprint Express output solutions can work easily across multiple platforms. Administration is simple with tools to proactively monitor and manage network devices through a Web browser.
- With a small footprint and a low acquisition price, the IBM Infoprint printers can deliver the functions needed to support small businesses and small workgroups with powerful performance at a low cost of acquisition and ownership. High-yield toner cartridges can help reduce supply interventions.

## The Message—Optimize your IT Investment *continued.*

### **IBM Lotus Products:**

Your business processes can never be too streamlined. With IBM Lotus® Domino® Express, you'll have a truly efficient way to share, manage and organize information. Affordable for small- and mid-size businesses, it supports a wide variety of applications. Even licensing and administration have been simplified.

- Domino Messaging Express provides reliable e-mail, calendaring, discussion forums, team workspaces and real-time communications.
- Domino Collaboration Express delivers all the benefits of Lotus Domino Messaging Express. Plus, the capability to run Domino.
- Domino Utility Server Express offers virtually unlimited access to applications developed with IBM Lotus Domino Designer software—like human resources, quality assurance, customer support and more.

### **IBM Workplace Services Express**

IBM Workplace™ Services Express software makes it easier for teams to create, edit and share documents, access and share business applications and information, and work together, better.

- Ready-to-use templates, built-in business instant messaging and collaborative tools make it a snap to customize Workplace Services Express software to suit the needs of any team or project. Workplace Services Express software also makes it easy to use intranets and extranets to extend these capabilities to customers, partners and suppliers outside your organization. The wizard-based installation gets you up and running quickly on multiple operating systems, and a single administration console gives you full control with fewer moving parts.

## The Message—Optimize your IT Investment continued.

### IBM Tivoli Products:

IBM Tivoli® backup and recovery solutions are more than just affordable. They're easy to use, easy to deploy, and easy to scale as your business grows.

- IBM Tivoli's proven turnkey storage management solutions help provide safe storage, archiving and retrieval of business data.
- IBM Tivoli's automated backup and restore can quickly recover databases—without disruptions. It supports a large range of OS platforms, network connectors and offline storage devices.
- IBM Tivoli Storage Manager Express and Continuous Data Protection for Files can reduce your backup window and speed up data recovery. So you can continue to be responsive to your customers, suppliers and partners.

With IBM Tivoli solutions, you'll also be able to use information more strategically—a real plus in today's competitive business environment.

- IBM Tivoli's tiered storage and automation solutions help you manage information more efficiently throughout its lifecycle.
- IBM makes it easier to comply with security requirements.
- IBM Tivoli business continuity solutions help ensure that critical information is available at all times and help keep your business running smoothly.
- IBM Tivoli software can be effortlessly integrated with other IBM hardware and software. That means easy deployment and quick time to value.

## Headlines You Can Use.

Use these when, where and how you want. Each one is focused on IT optimization. They deliver the message quickly and make your customers want to read more.

### **IF THERE'S A BIG GAP BETWEEN YOUR I.T. BUDGET AND YOUR I.T. NEEDS, WE'LL HELP YOU CLOSE IT.**

IBM Express Systems. Can help you do more with less.

### **IT'S NOT JUST ABOUT MORE I.T. SYSTEMS. IT'S ABOUT GETTING MORE OUT OF THEM.**

IBM Express Systems can help you do it. Efficiently. Affordably.

### **IT'S NOT INNOVATION FOR THE SAKE OF INNOVATION. IT'S INNOVATION FOR THE SAKE OF YOUR BUSINESS.**

IBM Express Systems. Smart solutions to help you do business better.

### **BIG ON INNOVATIVE IDEAS, SHORT ON BUDGET?**

IBM Financing Advantage. Affordable rates, minimal paperwork, maximum simplicity.

### **WHEN YOU RUN YOUR I.T. WITH IBM EXPRESS PRODUCTS, INNOVATION ISN'T AN OPTION. IT COMES STANDARD.**

IBM innovation helps you better manage your IT environment. And your business.

### **UNLIMITED DEMANDS WITH LIMITED RESOURCES? HERE'S THE SOLUTION.**

IBM Express Servers and Storage. Can help you do more with less.

# Promote Express Seller offerings with customizable e-mail templates.

We've made it easy for you to personalize and customize a variety of e-mail templates that leverage IBM advertising.

## CONSTANT CONTACT.

How? With Constant Contact Do-It-Yourself E-mail marketing\*, a leading Web-based e-mail service that's accessible to you via IBM PartnerWorld®. You won't believe how easy it is. Create eye-catching HTML promotional e-mails. Customize announcements with your company logo and contact information and send them to your customers. It's a quick and effective way to help drive sales of IBM Express products and solutions.

You'll have access to detailed reporting information, such as:

- The number of e-mails opened
- Which customers opened the e-mail
- Links clicked
- Bounce back details.

Additionally, the service allows for simple import/export of your customer database and includes integrated unsubscribe management.

For a complimentary trial service until December 31, 2006\*\*, or to learn more, visit [bp.constantcontact.com](http://bp.constantcontact.com)

Once you have registered and have logged in:

- Select the **Email Campaigns** tab.
- Select **Email settings** to upload your logo and add your company information.
- Select **Create** to view the selection of templates.
- Select **IBM Express Seller** from the Category column to view and access the available Express Seller templates.



\* Constant Contact and IBM are separate companies and each is responsible for its own products and services. Neither IBM nor Constant Contact makes any warranties, express or implied, concerning the others' products or services.

\*\* For Constant Contact fees which apply after complimentary trial, see [bp.constantcontact.com](http://bp.constantcontact.com)

# Bringing you more publicity. More visibility. More business.

## Built On IBM Express Advantage Program.

IBM created the Built on IBM Express Advantage™ Program to recognize the success of your customized solutions in the mid-market. The program is open to all IBM Business Partners who sell Express Advantage offerings (formerly “IBM Express Portfolio™”) directly or as part of an overall solution.



## BENEFITS FOR BUSINESS PARTNERS.

Successful participation in the program gives you the opportunity to display the Built on IBM Express Advantage offerings emblem. Whether you put it on your Web site, or in your collateral materials, the emblem is designed to help you promote and differentiate your solution when marketing and selling to small and mid-sized clients. In addition, IBM Business Partners who participate in the IBM Express Advantage Program may have the opportunity to participate in special marketing offers.

## BENEFITS FOR YOUR CLIENTS.

By displaying the emblem, your clients will know your qualified solution was built to address specific midmarket needs, creating a platform for innovation and growth. In addition, the emblem will show your solution has been proven in the small and medium business market by your successful implementation utilizing IBM Express Advantage offerings.

## CRITERIA FOR SUBMISSION:

- Current membership in PartnerWorld
- Submit a customer installation detailing how your solution or service offering has been implemented in the mid-market.
- Ensure that your solution contains at least one offering from the IBM Express Portfolio (hardware, software or services).
- Application must include one high-value service (installation, implementation, customization, consulting or hosting service).
- A customer reference must be submitted every 12 months for renewal.

To learn more, visit: [ibm.com/partnerworld/pwhome.nsf/weblook/pub\\_strategies\\_smb\\_express\\_built.html](http://ibm.com/partnerworld/pwhome.nsf/weblook/pub_strategies_smb_express_built.html)



## IBM Global Services ServicePac.

Looking for a way to increase the value of your IBM sales? Tell your clients about IBM ServicePac® contracts. Designed to extend the product investment made by your client. The IBM ServicePac is a family of pre-configured service and support offerings that make it easy for your customers to buy and use IBM hardware maintenance and software support services.

Each prepackaged service includes a specific statement of scope, service agreement terms and conditions along with simple instructions for activating service. Plus each ServicePac has a fixed price. With fixed terms. So there are no extra costs. And clients know exactly what services they are getting, making budget planning easier for everyone.

<b>ServicePac* services include:</b>
<b>ServicePac for Remote Technical Support Services</b> —This service provides you with unlimited hardware installation planning, configuration assistance and software phone support.
<b>ServicePac for IBM Education Pack – Online Account</b> —This prepaid, discount purchase program provides access to top-notch classroom training, technical conferences and e-learning offerings.
<b>ServicePac for Post-warranty Maintenance Agreement</b> —A variety of options, with service response and duration times designed to fit your business needs.
<b>ServicePac for Warranty and Maintenance Options</b> —A variety of options, with service response and duration times designed to fit your business needs. Stay up and running around the clock with enhanced hardware support during the warranty period and beyond.
<b>ServicePac for xSeries e-learning courses</b> —The IBM ServicePac for IBM eServer™ xSeries® and System x e-learning courses provides easy, affordable access to technical training.
<b>IBM Implementation Services ServicePac for eServer BladeCenter and xSeries</b> —A three-day hands-on training and implementation service which helps customers install, configure and exploit the capabilities of IBM BladeCenter® and IBM eServer xSeries and System x servers.

\* Availability varies by country

To learn more, visit: [ibm.com/services/igsservicepacs](http://ibm.com/services/igsservicepacs)

## IBM Express Managed Services

IBM Express Managed Services\* allow customers to transfer day-to-day management of IT functions to IBM. This means that mid-market companies can have all the functionality they need with less budget, fewer resources and in less time than a traditional, in-house solution would take. The services are built specifically with midmarket needs in mind, so they are easy to understand, easy to implement, easy to manage and priced to fit mid-market budgets. The offerings included in Express Seller include:

Express Managed Services
<b>E-mail Security</b> —IBM Express Managed Security Services for e-mail security allows customers to outsource all of their e-mail security, including protection from spam, viruses and pornography, as well as provides protection against employees sending out confidential or inappropriate materials.
<b>Web Security</b> —IBM Express Managed Security Services for Web security allows customers to outsource all of their Internet security. The service does two things—it scans Internet traffic to remove incoming viruses and spyware, and it helps enforce your Internet use policy by limiting employee access to business approved Web content.
<b>E-mail Recovery</b> —IBM Infrastructure Recovery Services Express E-mail Recovery Solution provides a fully redundant e-mail system. In the event of an outage of the customer's primary e-mail system, this service kicks-in within 60 seconds to notify the customer, capture and store incoming e-mail, and provide the customer with online access to incoming e-mail. The service also helps restore and synchronize data once the original system is back online.
<b>Online Backup &amp; Recovery for Distributed Servers</b> —IBM Express Online Backup for Distributed Services automatically backs up server data and files to a secure, encrypted off-site vault either continuously or on a customer-defined schedule. Recovery operations can be performed from virtually anywhere using a standard Web browser. For a full server recovery, a network-attached storage (NAS) device can be shipped next-day directly to the customer.
<b>RFID Services – Slap and Ship</b> —IBM Express RFID Services – slap and ship managed services help mid-market manufacturers and other suppliers to comply with RFID tagging mandates issued by some government agencies and major retailers. The customer's existing barcodes are scanned and converted into RFID tags. The service can also generate advanced shipping notices.
<b>Desktop Management Services</b> —IBM Express Desktop Management Services, a fully integrated, Web-based suite of services designed to improve the security and uptime of the customer IT environment, while increasing the productivity of its IT staff. The service provides customers with visibility of IT assets and installed software across their organization, including remote users and distributed sites, enabling easy management of desktop and laptop assets.
<b>Firewall and VPN</b> —IBM Express Managed Security Services for firewall and VPN is designed to help clients protect their networks while reducing their maintenance requirements and costs. It provides an IBM hardware device that can be set up easily—installation is virtually plug and play—at the client's location. IBM monitors and manages the service around the clock, and clients customize security settings with a Web-based management tool.

\* Availability varies by country

To learn more, visit: [ibm.com/services/expressmanagementservices](http://ibm.com/services/expressmanagementservices)

## A quick take on the benefits of IBM Global Financing.

Solving client business problems is easier than ever with IBM Financing Advantage. Designed specifically for your small and midsized clients, IBM Financing Advantage offers easy and complete access to financing solutions and buyback services. Build customer loyalty by getting the right solution to your clients faster, and position your business for future growth by bundling your products or services with any transaction.

- Customers can enjoy one simple contract with one monthly payment—no hardware required.
- Improve your cash flow by reducing days' sales outstanding with faster settlement.
- Enjoy the convenience of obtaining credit, price and contract in less than an hour through Web-based Rapid Online Financing.

For more information about the IBM Financing Advantage, visit

**ibm.com**/financing/partner/tools/smbtool.html

### AND HERE'S MESSAGING YOU CAN USE TO REACH YOUR CLIENTS.

IBM Financing Advantage helps mid-sized businesses break business barriers without breaking the bank. Designed to fit your business strategy while freeing up cash for your core investments, IBM Financing Advantage helps keep your technology current while lowering your total cost of ownership.

With IBM Financing Advantage, you have easy access to capital, leases, loans and buyback services for the complete financing solution, thus preserving precious cash for more strategic investments. Take advantage of:

- Streamlined processes—simple contract for all items, regardless of vendor, with easy approvals
- Predictability—single contract, single periodic payment, with fair and equitable terms and conditions
- Competitive rates on small transactions—both IBM and non-IBM products, services and maintenance, with simplified eligibility
- Enhanced software and services financing, without any hardware required on most small deals
- Upgrade options, buyback and disposal services available throughout the life of your investment

With IBM Financing Advantage, it's easy. Visit us today. **ibm.com**/businesscenter/smb/us/en/financing

## IBM Financing Advantage “Why Wait” Deferral

From now through December 15th, 2006, IBM is offering an important new promotional opportunity. A chance for you to increase your sales. And for your clients to lower their monthly payments and get more from their quarterly budget.

It's called the IBM Financing Advantage “Why Wait” deferral. Here's how it works:

- Your clients can acquire the IBM systems, storage and printing products they need today and make no payments for 90 days.

They can take advantage of low rates when the financing begins after the deferral period.

- And complementary to new sales, IBM Certified Used Equipment™ is also eligible for the deferral promotion.
- At the end of the lease term your client has the option of buying the hardware at its fair market value, extending the lease, or returning it and owing nothing.

The Why Wait deferral promotion is available through Rapid Online Financing, a Web-based tool designed for IBM Business Partners with the capability to complete the end-to-end financing process in under 1 hour.

Remember, this sales opportunity is available only until December 15th, 2006. “Why Wait” to take advantage of it?

To learn more, visit [ibm.com/financing/us/whywait.html](http://ibm.com/financing/us/whywait.html)

## The Products

This section provides the product information and system features for the full range of Express products included in the Express Seller Program. Use this information in your marketing communications to help sell these IBM Express offerings to your small and mid-sized business customers. You can also download the hi-res images from the IBM PartnerWorld site. Just click on the product images and you will be connected to the FTP download site. Upon clicking on each of the product images, you will be asked to enter your PartnerWorld user name and password. You will not be able to access or download the images without a valid PartnerWorld user name and password. The hi-res images hosted here can be used in your printed communications or can be converted to a lower resolution image using software such as Adobe® Photoshop® for interactive work, such as landing pages and HTML e-mails. Please note the images are heavy (3MB–15MB) and can take up to several minutes to download depending upon your connection speed.

# Products

## IBM System x™



### IBM eServer™ xSeries® 100 Express Model

Designed specifically for small businesses that are looking to purchase a first server and/or migrate from a PC-based network, the IBM eServer xSeries 100 combines entry-level affordability with server-class features. The x100 is a reliable, pre-tested server which is easy-to-use for deployment out-of-the-box and simplified management.

- Choice of Intel® Celeron®, Pentium® 4 or dual-core Pentium D processor
- Single socket system, tower form factor
- Up to 1.0TB of storage with 2 SATA hard disk drives
- ServerGuide™: For easy systems set up and configuration
- Select models with pre-installed Microsoft® Small Business Server OS



### IBM eServer™ xSeries® 206m Express Model

The xSeries 206m is a single socket tower server for distributed environments, small to medium businesses and retail stores. It brings new features to entry-level servers that help lower overall IT costs and better accommodate growth.

- Single socket system, tower form factor
- Choice of Intel® Pentium® 4 or dual-core Pentium D processor
- Expandable to 8GB DDR2 Memory
- 4 simple swap SATA or 4 hot-swap SATA or SAS HDD bays
- Support for IPMI 1.5 systems management
- Select models with redundant power supply



### IBM System x3400 Express Model

An entry-level server that offers the reliability and performance needed for business-critical computing. Easy to set up and deploy, flexible configuration options and easy access to all major system components.

- Up to two dual-core Intel® Xeon® processors with EM64T
- Two-way value tower with 5U rack capability
- Up to 8 hot-swappable SAS or SATA hard disk drives (with optional 4-pac HDD upgrade kit) or 4 simple-swap SATA drives
- Models with optional hot-swap redundant power



### IBM System x3500 Express Model

Achieve excellent price/performance with industry-leading, two-socket server. Aims to improve performance and availability with a range of features such as standard Advanced RAID, redundant hot-swap power and cooling.

- Up to two dual-core Intel® Xeon® processors with EM64T
- Two-socket performance tower with 5U rack capability and up to 48GB 667 MHz memory
- Up to 8 hot-swappable SAS or SATA hard disk drives
- Stable long life platform optimizes IT investment
- Standard Advanced Hardware RAID for data protection and performance
- Hot-swap redundant power and cooling

# Products

## IBM System x™ continued



### IBM System x3800 Express Model

IBM's newest third generation Enterprise X-Architecture™ server. Designed for companies looking for database, e-mail, Web/e-commerce, or consolidated application serving in stand-alone small business or distributed enterprise environments.

- Up to four dual-core 64-bit Intel® Xeon® MP processors, up to 3.0 GHz
- Four-way tower or 7U rack capability
- Up to 3.6TB hot-swappable SAS (serial attach SCSI) hard disk storage
- Up to 64GB of memory with advanced memory protection



### IBM eServer™ xSeries® 306m Express Model

Ultra-dense yet affordable, the xSeries 306m server is designed for edge-of-network and Web serving. It's ideal for scale-out environments, with a 1U form factor that enables up to 42 x306m servers to be placed in a standard rack.

- Single socket server
- Choice of Intel® Pentium® 4 or dual-core Pentium D processor
- Expand up to 8GB DDR2 memory
- Choice of hot-swap SAS or SATA drive
- Integrated RAID saves money up front, and helps protect data



### IBM System x3455 Express Model

The dual-socket, dual-core IBM system x3455 features IBM Xcelerated Memory Technology™ with impressive memory and processing power to meet the computational needs of HPC environments at an affordable price. Ideal for SMB departmental clusters, the x3455 supports AMD Opteron™ 2000 series processors.

- Xcelerated Memory Technology™ maximizes performance for intensive environments
- Up to 48GB of high speed DDR2 PC5300 667 MHz memory.
- Up to two Dual-Core Opteron 2000 series processors.
- Greater flexibility with IBM eXtended I/O design.
- Choice of two PCI-E or optionally one HTX and one PCI-E.
- Up to two fixed hard disk drives for 1TB SATA or 600GB SAS internal storage.



### IBM System x3550 Express Model

The System x3550 offers ultimate space-saving size and the ability to expand memory, making it invaluable to mid-sized businesses with growth potential. Featuring Xtended Design Architecture™, the x3550 aims to help you maximize performance and improve availability.

- Up to two dual-core Intel® Xeon® processors
- Two-socket 1U form factor with up to 32GB PC2-5300 DDR2 fully buffered memory
- Choice of SAS or SATA hard disk drives
- IBM PowerExecutive™ (Included with IBM Director)
- Integrated RAID
- TCP-IP Offload Technology standard on every model

# Products

## IBM System x™ continued



### IBM System x3650 Express Model

Help maximize performance and improve availability in a rack dense environment with Xtended Design Architecture™. Long-life business-critical application server with advanced power management and processor optimization features.

- Up to two dual-core Intel® Xeon® processors
- Two-socket 2U rack server with up to 48GB PC2-5300 DDR2 advanced memory
- Increased availability with support for up to eight 2.5" SAS hard disk drives and internal tape
- 4 PCI-E slots for maximum configuration flexibility (or convert two to PCI-X)
- IBM PowerExecutive™ (Included with IBM Director)
- Hot-swap redundant power and cooling



### IBM System x3850 Express Model

Offering break-through 4-socket performance in a 3U rack-optimized server design, the System x3850 combines the high availability of mainframe-inspired X3 technologies with the latest 64-bit Intel® Xeon® MP processors. Delivers the leading x86 solution for commercial enterprise applications.

- Up to four dual-core 64-bit Intel® Xeon® processors MP 3.0 GHz
- Xcel4v™ Dynamic Server Cache
- 2GB DDR2-based Active Memory expandable to 64GB
- Six 266 MHz Active PCI-X 2.0 adapter slots
- Up to six 2.5-inch Serial Attached SCSI (SAS) hard drives
- IBM X3 Architecture™



# Products

## IBM System x™ Storage Server



### IBM eServer™ xSeries® 206m Storage Server Express Model

The IBM eServer xSeries 206m Storage Server Express Model is a simple network attached storage (NAS) solution with automated client backup and restore at a breakthrough price for small and medium sized customers.

- Preloaded Microsoft® Windows® Storage Server 2003 R2
- Five 1-year licenses of Tivoli® CDP 2.1.3 at no additional charge
- 4 Hot swap SATA HDD Total of 1TB
- Dual-core 2.8 GHz Processor and 1GB DDR2 memory
- Redundant power supply



### IBM System x3650 NAS Express Model

The IBM System x3650 NAS Express Model is an ideal network attached storage (NAS) solution with clustering and gateway capabilities to leverage an existing storage area network (SAN) and provide automated client backup and restore for small and medium sized customers.

- Preloaded Microsoft® Windows® Storage Server 2003 R2 Enterprise Edition
- Five 1-year licenses of Tivoli® CDP 2.2 at no additional charge
- 6 Hot swap SAS HDD bays for up to 1.2TB of data
- 2 GHz Intel® Xeon® Processor and 1GB DDR2 memory
- ServeRAID-8k-I for data reliability

# Products

## IBM BladeCenter®



### IBM BladeCenter® with the IBM BladeCenter HS20 Express Model

Designed to support the Intel® Xeon® processor and packed with high availability features, the IBM BladeCenter with the BladeCenter HS20 Express Model has an innovative, superior modular design which simplifies the way IT is deployed with excellent reliability and manageability.

- Up to two Intel Xeon processors with EM64T or up to two dual-core Intel Xeon processors
- Up to 14 blades per chassis
- Supports both 32- and 64-bit applications
- IBM Director support



### IBM BladeCenter® with the IBM BladeCenter HS21 Express Model

Designed to support the newest Intel® Dual-Core Xeon® Processor and packed with high availability features, the IBM BladeCenter with the BladeCenter HS21 Express Model has an innovative, superior modular design, which simplifies the way IT is deployed with excellent reliability and manageability.

- Up to two Intel® Dual-Core Xeon® Processors for maximum performance
- Up to 14 blades per chassis
- Supports both 32- and 64-bit applications
- Superior power efficiency and performance
- IBM Director support



### IBM BladeCenter® with the AMD Opteron™ LS21 for IBM BladeCenter

Designed to support the next generation Dual Core AMD Opteron Processor models and packed with high availability features, the AMD Opteron LS21 for IBM BladeCenter Express Model offers high performance computing in an innovative, modular design that provides reliability and manageability.

- Up to two next generation AMD Opteron Processors for high performance
- 8 DIMM slots for up to 32GB of DDR2 memory
- Up to 14 blades per chassis
- Supports both 32- and 64-bit applications
- Superior power efficiency and performance
- Support for high speed (10 Gbps) fabrics in the BladeCenter H chassis

# Products

## IBM IntelliStation® Workstations



### IBM IntelliStation® M Pro Express Model

This workstation offers leading-edge technology that can run mission-critical applications. It provides server-like reliability and is ready to make the transition to 64-bit computing. And with its PCI Express graphics card, it meets today's demanding graphics-intensive applications.

- Intel® Pentium® 4 processor at 3.4 GHz featuring Intel Extended Memory 64 Technology (EM64T); 2MB L2 cache; 800 MHz system bus
- Microsoft® Windows® XP Professional preinstalled
- 1GB PC3200 ECC SDRAM
- NVIDIA® Quadro® FX 1400 3D graphics adapter with 128MB memory, PCI Express x16
- 80GB SATA hard disk drive, 7,200 rpm



### IBM IntelliStation® Z Pro Express Model

Provides scalable multiprocessor performance optimized for compute-intensive applications such as computer-aided design (CAD), financial modeling or graphic design. This robust, reliable workstation is ready to make the transition to 64-bit computing applications. And features Extreme 3D, High-advanced 3D and Advanced 3D Graphics options.

- Dual Intel® Xeon® processors at 3.0 GHz featuring Intel Extended Memory 64 Technology (EM64T); 2MB L2 cache; 800 MHz system bus
- Microsoft® Windows® XP Professional preinstalled
- 2GB PC3200 ECC SDRAM
- NVIDIA® Quadro® FX 1400 3D graphics adapter with 128MB memory, PCI Express x16
- 73GB Ultra320 SCSI hard disk drive, 10,000 rpm



### IBM IntelliStation® A Pro Express Model

The IBM IntelliStation A pro workstation offers leading-edge technology with server-like reliability for 32- and 64-bit scientific and technical applications—delivering the ultimate in computational scalability and graphical computing. The A Pro supports the AMD Opteron™ 200 series processors for exceptional performance and reliability in a robust workstation package.

- AMD Opteron 254 processor with AMD DirectConnect® architecture.
- Microsoft® Windows® XP 64 preinstalled
- 2GB PC3200 DDR ECC SDRAM
- NVIDIA® Quadro® FX 1400 3D graphics adapter with 128MB memory, PCI Express x16
- 160GB SATA hard disk drive, 7,200 rpm
- DVD Combo drive

# Products

## IBM System p™



### IBM System p5™ 520 Express

Well-suited as a small database server, or a reliable branch server for ERP and SCM applications, the p5-520 has the expandability to grow with business demands. Plus the p5-520 offers excellent price/performance. And, it comes with more I/O scalability and internal storage capacity than comparable systems available today.

- 1 or 2 64-bit 1.65 or 1.9 GHz POWER5+™ processors
- Deskside or 4U 19-inch rack-mount packaging
- In-box scalability with up to 2 CPUs, up to 32GB of 528 MHz DDR2 SDRAM memory, up to 2.4TB of internal storage, and 6 PCI-X slots.
- Select either the AIX 5L™ or OpenPower™ Linux® Editions for configuration savings.
- 3 year warranty



### IBM System p5™ 520Q Express

All the same features as the p5-520, but with IBM's latest Quad-Core Module (QCM) technology. With four 1.5 GHz POWER5+™ processors, the p5-520Q Express delivers outstanding price/performance and high system throughput. The p5-520Q is ideally suited for application consolidation, compute-intensive business intelligence (BI) as well as scientific and engineering analytical applications.



### IBM System p5™ 550 Express

The p5-550 Express functions as a scalable database or versatile departmental or regional server for mid-sized businesses. Its performance, reliability and affordability features make it a strategic platform for scalable database servers, e-commerce applications servers, Web servers, operations systems, and high performance computing (HPC) workloads.

- 2 or 4 core, 64-bit 1.65 or 1.9 GHz POWER5+™ technology
- Deskside or 4U 19-inch rack-mount packaging
- In-box scalability with up to 4 CPUs, 1GB to 64GB of 528 MHz DDR2 SDRAM memory, up to 2.4TB of internal storage and 6 PCI-X slots
- Select either the AIX 5L™ or OpenPower™ Linux® Editions for configuration savings.
- 3 year warranty



### IBM System p5™ 550Q Express Model

The p5-550Q Express is a new breed of 8-way scalable database and application server designed to meet the rigors of transaction-intensive and analytical applications. Powered by IBM's latest Quad-Core Module (QCM) processors, the p5-550Q Express delivers outstanding price/performance and high system throughput. The p5-550Q Express is ideally suited for compute-intensive business intelligence (BI), scientific and engineering analytical applications, database applications and server consolidation.

# Products

## IBM System Storage™



### IBM TotalStorage® DS300 Express Model

Entry-level, cost-effective iSCSI disk storage systems offer advanced functionality at a breakthrough price. Designed to provide an exceptional solution for workgroup storage applications such as e-mail, file, print, database, and Intel® Xeon® processor-based servers.

- 3U Rack mount entry-level
- Support for up to 14 Ultra320 SCSI disk drives
- Starts at 34GB/Scales to 4.2TB of physical capacity
- Simultaneous support of heterogeneous operating system environments for IBM System x™ and BladeCenter®



### IBM TotalStorage® DS400 Express Model

The DS400 is designed to provide an exceptional SAN solution for workgroup storage applications on Intel® Xeon® processor-based servers. Cost-effective Ultra320 SCSI Drives are used for the storage, while Fibre Channel is the storage fabric, designed for high-performance and reliability.

- 2Gb Fibre Channel storage systems area network (SAN)
- 3U rack-mount entry-level
- Starts at 34GB/Scales to 12TB of physical capacity
- Support for up to 14 Ultra320 SCSI disk drives
- Simultaneous support of heterogeneous operating system environments for IBM System x™ and BladeCenter®



### IBM TotalStorage® DS4100 Express Model

The IBM TotalStorage® DS4100 Express gives cost-conscious businesses an entry-level server that can help address storage consolidation and near-line application storage needs without undue expense, while leaving room to grow. With DACstore technology, the DS4100 Express is designed to allow disk systems to reconfigure or add capacity while staying up and running.

- Ships with 1.25TB of physical capacity (Three 400GB)
- DACstore for configuration metadata
- 5.6TB of physical capacity with one controller; 44.8TB with seven EXP100s



### IBM System Storage™ DS4200 Express Model

The DS4200 disk storage system is designed to be an economical alternative for data archiving, reference data, and near-line storage applications. With four 4 Gbps Fibre Channel host ports, the system is designed for high throughput for your most demanding applications.

- 4 Gbps Fibre Channel interface technology
- Up to 1600 MBps bandwidth for high throughput applications
- Up to 8TB physical storage capacity inside the controller supported with 16 500GB SATA (EV-DDM) Enhanced ValueDisk Drive Modules
- Includes IBM System Storage DS4000 Storage Manager
- Four total host channels with dual controllers

# Products

## IBM System Storage™ continued



### IBM TotalStorage® DS4300 Express Model

With scalable design, the DS4300 Express is designed to provide a reliable and affordable storage option that helps simplify data management needs.

- Dynamic capacity expansion
- 2GB Fibre Channel SAN ready
- 3U rack mount entry-level
- Scales to 33.6TB of physical capacity
- Support up to 112 Fibre Channel disk drives with optional EXP710 Express
- Simultaneous support of heterogeneous operating system environments for IBM System x™ and BladeCenter®



### IBM TotalStorage® SAN16B-2 Express Model and SAN32B-2 Express Model

Well-suited for entry and midrange SAN solutions that require high performance, scalability, and ease of use. Interoperability with IBM TotalStorage® SAN b-type switch family offers flexibility and helps protect your investment.

- Supports 1, 2 and 4 Gbps link speeds (attainment of any link speed requires connection to hardware that supports that link speed)
- Pay as you grow scalability (from either 8 to 12 to 16 ports or 16 to 24 to 32 ports)
- Enhanced Inter-Switch Link (ISL) trunking with up to 32 Gbps per data path
- SAN32B-2 includes redundant hot-swappable fans and power supplies



### IBM TotalStorage® SAN16M-2 Express Model and SAN32M-2 Express Model

Well-suited for entry and midrange SAN solutions that require high performance, scalability, and ease of use. Interoperability with IBM TotalStorage® SAN m-type switch family offers flexibility and helps protect your investment.

- Supports 1, 2 and 4 Gbps link speeds (attainment of any link speed requires connection to hardware that supports that link speed)
- Pay as you grow scalability (from either 8 to 12 to 16 ports or 16 to 24 to 32 ports)
- Efficient SAN16M-2 half-width design allows installation of two switches in the space normally occupied by one
- SAN16M-2 offers redundant power supply option



### IBM TotalStorage® 3580 Tape Drive Express

To help address your growing storage demands, the 3580 Express, a standalone or rack-mountable tape drive, is designed to offer breakthroughs in capacity, performance, and reliability. Can help meet the needs of businesses with limited budgets.

- Built on Ultrium™ 3 technology
- Read/write compatible with cartridges written by Ultrium 2 drives
- Read compatible with Ultrium 1 cartridges
- Up to 400GB cartridge physical capacity. Up to 800GB cartridge physical capacity with 2 to 1 compression

# Products

## IBM System Storage™ continued



### IBM System Storage TS3100 Tape Library Express

The IBM System Storage™ TS3100 Tape Library Express Model and its storage management applications are designed to address capacity, performance, data protection, reliability, availability, and application requirements. They can provide an excellent solution for small and mid-sized businesses seeking large-capacity or high-performance tape backup with or without random access.

- Supports IBM LTO™ Ultrium™ 3 Tape Drive, including 4-Gbps Fibre Channel attachment and Low Voltage Differential (LVD) SCSI attachment
- Remote management capability, bar code reader and a single dedicated mail slot are standard features
- Up to 8.8TB (up to 17.6TB using 2:1 compression) native physical storage capacity with the 22 data-cartridge slots

## IBM Printing Systems

Many companies have found that as more documents are sent electronically, print out increases. Your customers may need to add more printers to their network to handle the increased printing requests. The affordable IBM Infoprint® Express family of workgroup printers can help meet these increased printing requirements.



# Products

## IBM Printing Systems



### IBM Infoprint® 1422 Special Edition

Speed, performance, and reliability—at a low cost of acquisition and ownership. And the 1422 occupies little space, so it fits nearly anywhere. Plus it's designed to do the job of several inkjet printers, which can help save money.

- A variety of value-priced configurations
- Up to 32 ppm<sup>1</sup> with a first-page-out-time as fast as eight seconds<sup>1</sup>
- 366 MHz processor and 32 to 64MB of memory

<sup>1</sup> Exact speed varies depending on document complexity, system configuration, software application, driver, and printer state.



### IBM Infoprint® 1512

With a small footprint and a low acquisition price, the Infoprint® 1512 delivers the functions needed to support small businesses and small workgroups with powerful performance.

- Up to 30 page-per-minute letter and 28 page-per-minute A4 print speed<sup>1</sup>
- Impressive 1200 x 1200 dpi or 1200 and 2400 image quality
- Compact design that's easy to use
- Wireless-ready to meet the needs of growing businesses

<sup>1</sup> Exact speed varies depending on document complexity, system configuration, software application, driver, and printer state.



### IBM Infoprint® 1532 Express

Optimize small and medium business printing with the high function, user-friendly Infoprint 1532 Express.

- Up to 35 ppm<sup>1</sup> with a first-page-out-time as fast as six seconds<sup>1</sup>
- Broad range of input, output and media options
- 400 MHz processor and true 1200 x 1200 dpi
- Optional wireless capability

<sup>1</sup> Exact speed varies depending on document complexity, system configuration, software application, driver, and printer state.



### IBM Infoprint® Color 1534

Offers superior color images and business graphics. This powerful laser printer provides versatile, cost-effective support that is an excellent alternative to inkjet printing with monochrome output that is comparable in price to monochrome-only printers.

- Print up to 20 ppm letter and 19 ppm A4, color or monochrome<sup>1</sup> with 4800 “Color Quality” capability
- Optimize end-user productivity with new easy-to-use operator interface
- Provide fast first-page-out time and quick processing of larger, more complex jobs
- Includes Color Care Technology to help manage and reduce the cost of printing

<sup>1</sup> Exact speed varies depending on document complexity, system configuration, software application, driver, and printer state.

# Products

## IBM Printing Systems *continued*



### IBM Infoprint® 1650 MFP Express

Replace aging office equipment and obtain advanced functionality while you consolidate maintenance and supplies with one vendor. The IBM Infoprint 1650 MFP Express is affordable and compact and can take you to a new level of ease of use while helping boost productivity.

- Up to 45 ppm letter and 43 ppm A4<sup>1</sup>
- Provide small workgroups with multifunction support that offers “one stop” convenience
- Support advanced e-mail functions by scanning documents in color; print and copy in mono
- Protect your investment and grow with affordable input options like a 500-sheet duplex unit, large paper drawers, and an envelope feeder

<sup>1</sup> Exact speed varies depending on document complexity, system configuration, software application, driver, and printer state.



### IBM Infoprint® Color 1654 Express

The IBM Infoprint Color 1654 Express raises the performance bar with affordability, power and scalability. Give workgroups of any size the power to produce everyday documents in monochrome and special documents in color using one versatile device.

- Up to 25 ppm letter and 24 ppm A4 color or monochrome<sup>1</sup>
- Boost your output capabilities with a color printer that’s easy to buy, install, use and manage
- Simplify use with intuitive graphical interface and controls
- Utilize Color Care Technology to reduce color printing cost and maintain color control

<sup>1</sup> Exact speed varies depending on document complexity, system configuration, software application, driver, and printer state.

# Products

## IBM Tivoli® Software

### **Tivoli** software

#### **IBM Tivoli® Continuous Data Protection for Files**

Provides a real-time, continuous data protection solution for file servers and users/endpoints. Backs up important files as they are saved (in real time) instead of waiting for a scheduled interval. Backs up files effortlessly and transparently, in some cases eliminating the backup window.

- Backs up only changed files
- Backs up files the moment they change
- Multiple versions of files are backed up enabling restores to specific points in time

#### **IBM Tivoli® Storage Manager Express**

Designed to provide small and mid-sized businesses an inexpensive backup and recovery solution that is easy to install and use. Typically, can be installed and start performing automated backups in less than one hour. Allows businesses to safeguard the availability of important business information, such as a retailer's entire inventory tracking information housed in an Excel spreadsheet.

- Disk-based backup and recovery
- Remote deployment of client software from the backup server
- Auto-detection on device configuration
- Tape management capabilities

# Products

## IBM Lotus® Software

### Lotus. software

#### IBM Workplace™ Services Express

Helps make it simpler for people and teams to work together and be more productive, with ready-to-use and easy-to-customize team spaces where teams can create, edit, and share documents and information.

- Can run on a single server
- Extends existing investments
- Also includes business instant messaging and a built-in portal
- Optimized for companies and teams with up to 1,000 users

#### IBM Lotus® Domino® Messaging Express

Offers business-grade messaging and group scheduling software, and supports a full range of client access types. Includes collaboration tools such as discussion databases, basic workflow for documents, integrated presence awareness and interactive, online conversations.

- Supports multiple clients, including Web browsers, POP3/IMAP clients, IBM Lotus Notes® and Microsoft® Outlook®
- Optimized for companies and teams with up to 1,000 employees

#### IBM Lotus® Domino® Collaboration Express

Offers business-grade messaging and group scheduling software, and supports a full range of client access types. Includes collaboration tools such as discussion databases, basic workflow for documents, integrated presence awareness and interactive, online conversations, plus a powerful platform to run collaborative applications.

- Supports multiple clients, including Web browsers, POP3/IMAP clients, IBM Lotus Notes® and Microsoft® Outlook®
- Optimized for companies and teams with up to 1,000 employees

#### IBM Lotus® Domino® Utility Server Express

Provides extensive access to collaborative applications (not including individual mail files); provides access to your Lotus Domino applications through either a Web browser or a Lotus Notes client (acquired separately)

- Make applications available to internal or external users.
- Extends existing investments
- Optimized for companies and teams with up to 1,000 employees

# Additional Resources

## Legal

When developing your own campaigns, please use the following IBM legal disclaimer at the close of your communications.

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### **Naming Guidance for IBM Systems products sales (PartnerWorld ID and Password are required to access this site):**

The Naming Guidance for IBM Systems products is your guide to the evolving branding and naming changes being implemented for servers and storage under the IBM Systems agenda for On Demand Business. **Click here** to access and download the naming and usage guidelines for System x, System p, System i, System z and System Storage.

### **List of current IBM trademarks:**

**ibm.com/legal/copytrade.shtml**

## Appendix

The following pages have a few examples of the marketing materials IBM is launching in the U.S. market to promote IBM Express products.

# Appendix

## Print Advertising Featuring IBM System x and IBM System Storage Products

### WE COULD GO ON AND ON ABOUT HOW IT GOES ON AND ON.

The IBM System x3500 Express, with Dual-Core Intel® Xeon® Processors, is designed to help increase reliability. And if there's the sign of a potential hardware problem, IBM Light-Path Diagnostics can pinpoint it. Quickly. So you can take care of it. Quickly.

With IBM, innovation comes standard. It's that simple.

#### IBM System x3500 Express

Great for Web-serving, messaging and collaboration, or business apps.

Starting from **\$2,189\*** or **\$60/month\***

- Up to two Dual-Core Intel® Xeon® Processors 5150-3GHz 2 x 2MB L2 Cache
- Light-Path Diagnostics pinpoints hardware problem areas
- Up to 4GB 667MHz High Performance memory
- Up to 2.4TB Hot Swap SAS or 4.0TB Hot Swap SATA
- RAID 0,1,5 standard and redundant power capability
- Limited warranty: 3 years on-site\*



#### IBM System x3650 Express

Starting from **\$2,309\*** or **\$63/month\***

- Dual-Core Intel® Xeon® Processor up to 3.20GHz
- Two-way 2U rack server
- Up to 4GB High Performance memory using 12 DIMM slots
- Predictive Failure Analysis\* and Light-Path Diagnostics help provide easy identification of hardware problems
- Limited warranty: up to 3 years on-site\*

#### IBM eServer™ xSeries® 206m Storage Server Express

Starting from **\$3,049\*** or **\$83/month\***

- Dual-Core Intel® Pentium® D Processor 2.80GHz
- 1TB Hot Swap SATA storage (4 x 250GB HDDs)
- Windows® Storage Server 2003 R2 Standard Edition 64-bit
- 5 Client Licenses Tivoli® CDP (1 year)
- ServeRAID-BI card with redundant power supply
- Limited warranty: 3 years on-site\*

#### COMPLIMENTARY IBM SYSTEMS ADVISOR TOOL

Tell the IBM Systems Advisor what your I.T. needs are. And it will automatically suggest a server or storage product to help meet your requirements.

[ibm.com/systems/innovate40](http://ibm.com/systems/innovate40)

1 866-872-3902 mention 104CE33A

\*All prices are IBM's estimated retail selling prices as of June 27, 2006. Prices may vary according to configuration. Resellers set their own prices, so reseller prices to end users may vary. Products are subject to availability. This document was developed for offerings in the United States. IBM may not offer the products, features, or services discussed in this document in other countries. Prices subject to change without notice. Starting price may not include a hard drive, operating system or other features. Contact your IBM representative or IBM Business Partner for the most current pricing in your geography. 1. IBM Global Financing offerings are provided through IBM Credit LLC in the United States and other IBM subsidiaries and divisions worldwide to qualified commercial and government customers. Monthly payments provided are for planning purposes only and may vary based on your credit and other factors. Lease offer provided is based on a FVM lease of 36 monthly payments. Other restrictions may apply. Rates and offerings are subject to change, extension or withdrawal without notice. 2. IBM hardware products are manufactured from new parts, or new and serviceable used parts. Regardless, our warranty terms apply. For a copy of applicable product warranties, write to: Warranty Information, P.O. Box 12195, RTP, NC 27709. Attn: Dept. JQA/B203. IBM makes no representation or warranty regarding third-party products or services including those designated as ServerProven or ClusterProven. Telephone support may be subject to additional charges. For on-site labor, IBM will attempt to diagnose and resolve the problem remotely before sending a technician. On-site warranty is available only for selected components. IBM, the IBM logo, Predictive Failure Analysis, eServer, xSeries and Tivoli are trademarks or registered trademarks of International Business Machines Corporation in the United States and/or other countries. Intel, Intel Inside, the Intel Inside logo, Intel Xeon, Xeon Inside and Pentium are trademarks or registered trademarks of Intel Corporation or its subsidiaries in the United States and other countries. Windows is a trademark of Microsoft Corporation in the United States, other countries, or both. Other company, product and service names may be trademarks or service marks of others. © 2006 IBM Corporation. All rights reserved.



## INTRODUCING FORWARD-LOOKING BACKUP.

As your business changes over time, you'll face unforeseen challenges. Meet them head-on with the IBM TS3100 Tape Library Express. Highly compatible, it's designed to support a wide range of I.T. server environments — helping you prepare for whatever tomorrow brings.

With IBM, innovation comes standard. In fact, IBM has been awarded more U.S. patents than any other company for over 13 years. Because we're always looking ahead.



#### IBM System Storage™ TS3100 Tape Library Express

High density and high performance in a rack environment.

From **\$9,750\*** IBM Financing Advantage only **\$264/month\***

- 22 data cartridge capacity
- Ultrium™ 3 tape drive supporting up to 400GB of data on a single cartridge (up to 800GB using 2:1 compression)
- Read/write compatible with media written by Ultrium 2 drives; read compatible with media written by Ultrium 1 drives
- Remote management capability and bar code reader standard
- Limited warranty: 3 years on-site\*

IBM TotalStorage®

#### IBM TotalStorage SAN 16B-2 Express

- High-performance fabric switch for Windows®, UNIX® and Linux®
- 1 or 2 Fibre Channel links to a disk storage array or an LTO™ tape drive
- 8-port solution designed to support up to 7 servers with a single path to disk or tape
- Ports on Demand feature: allows a base switch to grow to 16 ports
- Limited warranty: 1 year CRU (customer replacement unit) and on-site\*

From **\$3,170\***  
IBM Financing Advantage  
Only **\$86/month\***

#### IBM TotalStorage DS4300 Express

- 4.2TB with 1 controller, 16.8TB with 2\*
- Support for RAID 0/1/3/5/10
- 512MB cache
- Scales to 33.6TB of Fibre Channel disk\*
- Limited warranty: 3 years on-site\*

From **\$7,790\***  
IBM Financing Advantage  
Only **\$211/month\***

#### FINALLY, A CATALOG THAT'S UP-TO-DATE.

Download the IBM Express Servers and Storage™ eCatalog. You'll have access to the latest IBM Express products, including the most up-to-date specs, prices and promotions.

[ibm.com/systems/innovate50](http://ibm.com/systems/innovate50)

1 866-872-3902  
mention 104CE21A

\*All prices are IBM's estimated retail selling prices as of June 26, 2006. Prices may vary according to configuration. Resellers set their own prices, so reseller prices to end users may vary. Products are subject to availability. This document was developed for offerings in the United States. IBM may not offer the products, features, or services discussed in this document in other countries. Prices subject to change without notice. Contact your IBM representative or IBM Business Partner for the most current pricing in your geography. 1. IBM Global Financing offerings are provided through IBM Credit LLC in the United States and other IBM subsidiaries and divisions worldwide to qualified commercial and government customers. Monthly payments provided are for planning purposes only and may vary based on your credit and other factors. Lease offer provided is based on a FVM lease of 36 monthly payments. Other restrictions may apply. Rates and offerings are subject to change, extension or withdrawal without notice. 2. GB=1,000,000,000 bytes when referring to storage capacity. Denotes raw storage capacity. Usable storage capacity may be less than stated. Capacity stated in uncompressed mode followed by capacity using data compression technology. 3. IBM hardware products are manufactured from new parts, or new and serviceable used parts. Regardless, our warranty terms apply. Telephone support may be subject to additional charges. For on-site labor, IBM will attempt to diagnose and resolve the problem remotely before sending a technician. On-site warranty is available only for selected components. IBM, the IBM logo, System Storage, TotalStorage and Express Servers and Storage are trademarks or registered trademarks of International Business Machines Corporation in the United States and/or other countries. LTO and Ultrium are trademarks of IBM. Hewlett-Packard and Quantum in the United States and other countries, or both. Windows is a trademark of Microsoft Corporation in the United States, other countries, or both. Linux is a trademark of Linus Torvalds in the United States and other countries. UNIX is a registered trademark of The Open Group in the United States and other countries. Other company, product and service names may be trademarks or service marks of others. © 2006 IBM Corporation. All rights reserved.

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Performance is in Internal Throughput Rate (ITR) ratio based on measurements and projections using standard IBM benchmarks in a controlled environment. The actual throughput that any user will experience will vary depending upon considerations such as the amount of multiprogramming in the user's job stream, the I/O configuration, the storage configuration, and the workload processed. Therefore, no assurance can be given that an individual user will achieve throughput improvements equivalent to the performance ratios stated here.

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