



IBM Express

Small to Medium Business Solutions

Servers, Networking and Storage

Complete Guide for Business Partners

October 2013

New Zealand






- > Benefits
 - > Why IBM Express?
 - > What is 'Know Your IBM' (KYI)?
- > IBM System x – IBM Express server range
 - > Featured Offers – Special deals for your customers
- > IBM System Networking – IBM Express networking switch options
- > IBM System Storage – IBM Express Storage range
 - > IBM System Storage products
- > After Sales Support – Service and Support options
- > Sales Tool & Training – Education and System Tools
- > Place an order – Distribution details



Why IBM Express for your customers?

The IBM® Express product portfolio features IBM's industry leading technology and global expertise at a price that your small to medium-sized customers can afford.

The IBM Express portfolio is:

-  Available at your IBM distributor for immediate delivery
-  Priced and configured for ease of selection and ordering
-  Proven reliability, service and support

To place an order or find out more, contact your [IBM Distributor](#).

- **Easy Installation** – Plug-and-play out of the box and self-installation capabilities
- **Easy Integration** – IBM products are designed with open standards and to communicate other servers, printers and storage
- **Highly Scalable and Flexible** – Range of easy upgrades to match growing business requirements
- **Affordable** – Range of payment options can be applied to Express products including low-rate financing and payment plans
- **Over 400 ISV applications** – More applications for easier integration of Express offerings into client infrastructure
- **Built for SMB audience** – Express offerings are designed and built specifically for SMB business processing requirements
- **Express Seller Featured Offer Packages** – Our packages offer great value savings on Servers, Storage and Software bundles



Maximise Your Potential with KYI Promotion **(up to \$200 for selected Express Models)**

Know Your IBM (KYI) is IBM's award-winning loyalty program that can help Business Partners like you maximise your potential. KYI offers a wealth of tools and resources designed to enhance your knowledge of the unique features and related client benefits of IBM products, services and solutions.

And, of course, you'll be rewarded for your efforts along the way.

- KYI is an online interactive sales enablement and loyalty program
- KYI is a Partner program that rewards you, the individual, every time you undertake an IBM learn & earn module or sell IBM products
 1. Learn & Earn
 2. Sell and Win
 3. Sell & Win Recognition event
- Redeem your points for valuable rewards.
- The more points you earn, the greater the rewards

It pays to sell IBM! Be Rewarded up to \$150 for selected System x® Servers and up to \$600 for Storwize® V3700 (ANZ413-139)

The IBM Express product portfolio features IBM's industry leading technology and global expertise at a price that your small to medium-sized customers can afford. IBM Express can offer servers in both Tower and Rack configurations to suit the business needs of your customer.

The Offer:

IBM Business Partner* Sales Representatives (BP Seller) are eligible to receive the following Know Your IBM (KYI) points for selling selected System x Servers and Storwize V3700 models. These sales must be invoiced between October 1, 2013 and December 31, 2013 and registered on the Know Your IBM website within 8 weeks of invoicing from the distributor.



How it works:

Register your eligible IBM System x Express® Seller sale in the KYI program, via the website ibm.com/partnerworld/knowyouribm and the seller will receive the following points for each unit sold

Family	MTM	KYI Reward (\$) (AUD)	KYI Reward (\$) (NZD)	KYI Points
x3300 M4	7382PBJ	100	100	228
x3300 M4	7382E7M	100	100	228
x3650 M4	7915C2M	150	150	341
x3650 M4	7915F2M	150	150	341
x3650 M4	7915H2M	150	150	341

Additionally, you can receive the following points for each Storwize® V3700 unit sold in the same invoice with any System x Server unit.

Family	MTM	KYI Reward (\$) (AUD)	KYI Reward (\$) (NZD)	KYI Points
V3700	2072L2C	600	600	1364
V3700	2072S2C	600	600	1364

Terms & Conditions:

- The IBM Channel Business Partner* Sales Representatives (BP Seller) must be a member of Know Your IBM to receive the points.
- Participants will receive the Know Your IBM points for sales during the promotion period of product in the above table. These points can then be redeemed for prizes on the <http://www.kyirewards.com> website. Prize redemption will then be managed by MMI through the Know Your IBM website.
- If the IBM Business Partner* Sales Representatives (BP Seller) is not a member of Know Your IBM please contact 'Know Your IBM' Program Manager via email at kyi@au1.ibm.com
- This promotion can be used in conjunction with other IBM incentive promotions and can be combined with other IBM special pricing, including education and government pricing.
- IBM offers no advice and accepts no taxation liability to Business Partners* and/or participants arising from or in connection with the Program. Any taxation liability is the sole responsibility of the Business Partner* and/or the participant.
- This incentive is subject to the terms and conditions of the Know Your IBM program and the terms and conditions contained herein.
- Unless otherwise specified in the geographic scope of the Business Partner Agreement, IBM Business Partner will ensure that Eligible Product(s) sold pursuant to this Promotion are for domestic use only (i.e. NOT for export), and must be sold to End Users. If you are a Distributor, it is your responsibility to ensure that your Remarketer(s) are compliant with this term.

Eligible Products:

IBM System x M4 Tower and Rack Servers, and IBM Storwize V3700 models listed above.

Where is this promotion available?

This promotion is available in Australia and New Zealand

Start and End Dates:

Start: October 1, 2013

End: December 31, 2013

For help contact:**Catherine Wong**

Know Your IBM Program Manager

Phone: +61 434 314 156

Email: cathcheu@au1.ibm.com



About the IBM Express Server Product Range

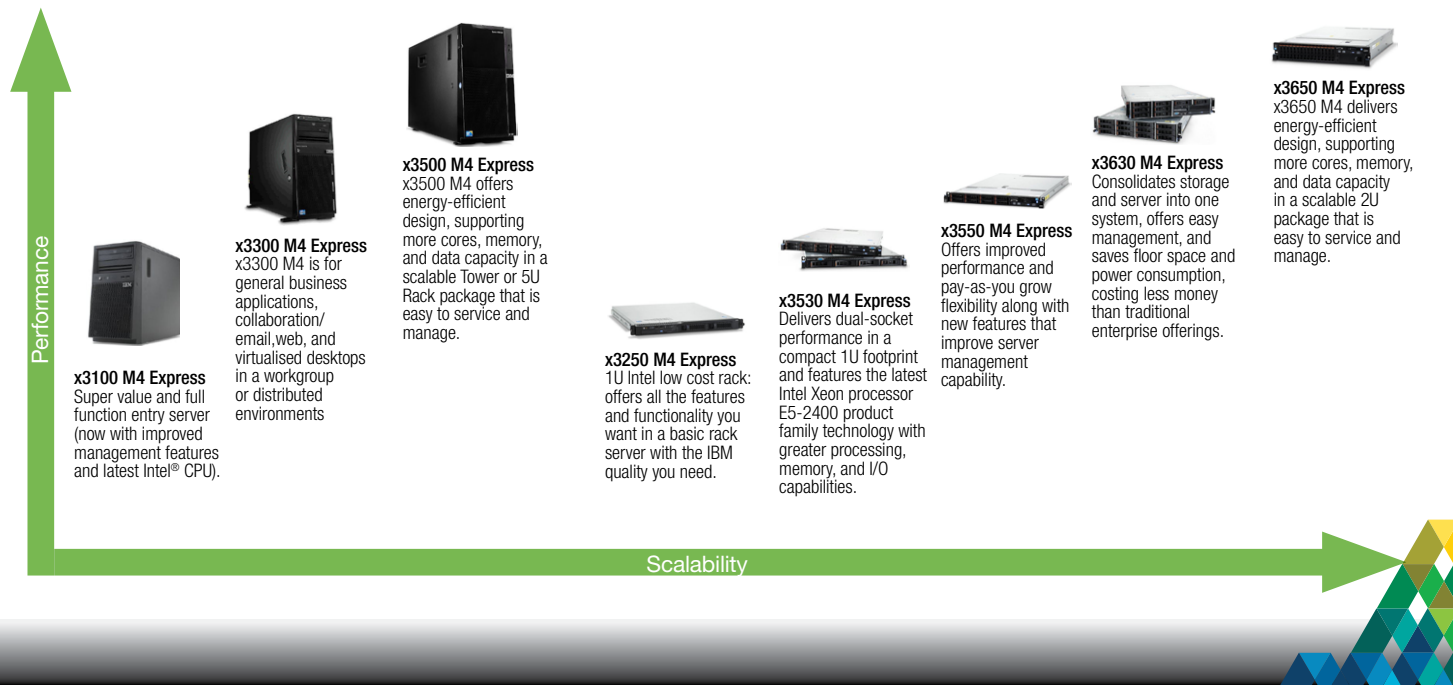
The IBM Express product portfolio features IBM's industry leading technology and global expertise at a price that your small to medium-sized customers can afford. IBM Express can offer servers in both Tower and Rack configurations to suit the business needs of your customer.

Be Rewarded: Earn Know Your IBM (KYI) points for every eligible IBM System x® server sold.

How to Buy (NZ): ibm.com/partnerworld/wps/bplocator/search.jsp



IBM System x Servers powered by the latest generation of Intel® Xeon® processors automatically regulate power consumption to combine industry-leading energy efficiency with intelligent performance that adapts to your workload.





x3650 M4 Express – Rack Server

Part Number 7915B2M

Please contact your distributor for the latest pricing

Specifications

- Intel® Xeon® E5-2609 4C (2.4GHz)
- 4GB Memory DIMM
- 8 x 2.5" Hot Swap Bays (upgrade to 16)
- Hardware RAID Controller (M5110e)
- 1 x 550W Hot Swap Power Supply
- 3 Year Onsite Parts and Labour Warranty

For full specifications please go to the [IBM website here](#)

Offer Value Proposition

The IBM System x3650 M4 Express server, with higher processing power than previous generation two-socket systems, XFlash SSD solutions, and 10GbE Virtual Fabric, this server features superior performance to help increase your productivity.

Now available with Windows Server 2012



x3500 M4 Express – Tower Server

Part Number 7383C2M

Please contact your distributor for the latest pricing

Specifications

- Intel® Xeon® E5-2620 6C (2.0GHz)
- 8GB Memory DIMM
- 8 x 2.5" Hot Swap Bays (upgrade to 32)
- Hardware RAID Controller (M1115)
- 1 x 750W Hot Swap Power Supply
- 3 Year Onsite Parts and Labour Warranty

For full specifications please go to the [IBM website here](#)

Offer Value Proposition

The IBM System x3500 M4 Express server can meet the most demanding needs of a growing business. It also offers superior flexibility so you can buy only what your business needs today and add more capacity in the future.



x3300 M4 Express – Tower Server

Part Number 7382PAJ

Please contact your distributor for the latest pricing

Specifications

- Intel® Xeon® E5-2407 4C (2.2GHz)
- 4GB Memory DIMM
- 8 x 2.5" Hot Swap Bays (upgrade to 16)
- Hardware RAID Controller (M5110)
- 1 x 550W Hot Swap Power Supply
- 3 Year Onsite Parts and Labour Warranty

For full specifications please go to the [IBM website here](#)

Offer Value Proposition

The IBM System x3300 M4 is a high-throughput network server with excellent performance scalability when you add memory and a second processor. The energy-efficient design of the server supports two processors and 12 memory modules. It also supports either eight 3.5-inch hard disk drives or sixteen 2.5-inch HDDs or solid-state drives in a scalable tower or 4U rack package that is easy to service and manage.



x3100 M4 Express – Tower Server

Part Number 2582PBJ

Please contact your distributor for the latest pricing

Specifications

- Intel® Xeon® E3-1220v2 4C (3.1GHz)
- 4GB Memory DIMM
- 8 x 2.5" Hot Swap HDD Bays
- Hardware RAID Controller (M1015)
- 1 x 430W Hot Swap Power Supply
- 1 Year Onsite Parts and Labour Warranty

For full specifications please go to the [IBM website here](#)

Offer Value Proposition

The System x3100 M4 single socket tower server is designed for small businesses and first-time server buyers looking for a solution to improve business efficiency. It delivers several IBM innovative features with a competitive price, either in a compact mini-tower form factor or standard tower form factor with hot-swap power supplies and disk drives.

About the IBM Networking Product Range

Bringing speed and intelligence to the edge of the network™



Please contact your distributor for the latest pricing

IBM RackSwitch G8000

The IBM System Networking RackSwitch™ G8000 is an Ethernet switch specifically designed for the data centre, providing a virtualised, cooler and simpler network solution.

Part Number – 0446013

Specifications

- 100% line rate performance
- 176 Gbps (bidirectional) throughput
- 44 x 10/100/1000 GbE + 4 x 1G SFP ports
- Up to four 10 GbE SFP+ or CX-4 ports (optional dual-port modules)
- 1 fixed mini-USB console port for management
- Typical power consumption of 120 W

For full specifications please go to the [IBM website here](#)



Please contact your distributor for the latest pricing

IBM System Networking RackSwitch G8124

The G8124E offers twenty-four 10 Gigabit Ethernet ports in a high-density, 1U footprint. Designed with top performance in mind, the RackSwitch G8124E provides line-rate, high-bandwidth switching, filtering and traffic queuing without delaying data and large data-centre grade buffers to keep traffic moving.

Part Number – 7309BR6

Specifications

- 100% line rate performance
- Latency under 600 nanoseconds
- 480 Gbps non-blocking switching throughput (full duplex)
- Twenty-four 10G SFP+ Ethernet ports
- 2x 10/100/1000 Ethernet RJ45 ports for management
- One mini-USB Console port for management

For full specifications please go to the [IBM website here](#)

About the IBM System Storage Product Range

Improved storage efficiency. Increased capacity

IBM disk storage systems can help you manage data growth and improve productivity

Companies of all sizes are faced with the challenge of managing massive volumes of increasingly valuable data. But storing this data can be costly and extracting value from the data is becoming more and more difficult. Midsize businesses have these challenges coupled with limited budget and IT staff. IBM is addressing these challenges for midsize businesses with the power of IBM Smarter Storage for Smarter Computing.

Introducing IBM Storwize® V3700

Easy-to-use, affordable disk storage with advanced capabilities for small and midsize businesses and remote data centres.

- Easily managed and deployed system with embedded graphical user interface based on the IBM Storwize interface design
- Experience rapid, flexible provisioning and simple configuration changes with internal virtualisation and thin provisioning
- Benefit from advanced functionality and reliability usually found only in more expensive systems
- Features dual controllers with up to 180 TB of capacity and 8 GB of cache packaged in a compact, 2U 19-inch rack-mount enclosure.

Storwize V3700, the most recent addition to the IBM Storwize family of disk systems, delivers efficient, entry-level configurations specifically designed to meet the needs of small and midsize businesses.

Designed to provide organisations with the ability to consolidate and share data at an affordable price, Storwize V3700 offers advanced software capabilities usually found in more expensive systems.

* [Terms and conditions apply](#)

IBM System Storage TS2900 Tape Autoloader Express

- Can reduce the number of cartridges and space for your backups with LTO-5 cartridges
- Lowers storage costs by up to 40% less per GB than LTO-4 cartridges³
- Reduces your backup window with 17% higher data rate performance than LTO-4 cartridges⁴

The TS2900 has a nine-data-slot cartridge capacity for a total storage capacity of up to 27 TB with 2:1 compression, and also a single I/O station designed to provide undisturbed library operation when extracting or inserting data cartridges. The library utilizes one IBM Half-High LTO drive, either an IBM Half-High LTO generation 5 in the TS2900 Model S5H/S5H, or an IBM Half-High LTO generation 4 in the TS2900 Model S4H/S4R. The TS2900 is shipped as a rack mount unit, with the option of a desktop conversion kit. The TS2900 comes standard with a bar-code reader, supporting the operations in sequential or random access mode. Remote administration and management capabilities are possible through the web interface that comes standard.





IBM Storwize V3700 Dual Controller

Part Number - 2072L2C

Please contact your distributor for the latest pricing

Specifications

- 1Gbps iSCSI host interface (optional 8Gbps FC or 10Gbps iSCSI/ FCoE)
- 4GB cache upgradeable to 8GB
- Supports 12 x 3.5" drives
- Supported drives: 2.5" SAS, NL SAS and SSD's, 3.5" NL SAS

For full specifications please go to the [IBM website here](#)

Offer Value Proposition

The Storwize V3700 provides easy to use and affordable disk storage with advanced capabilities for small and midsize businesses. The system offers an extensive set of advanced features to help manage, deploy and administer SMB IT environments.



IBM System Storage DS3512 Single Controller

Part Number - 1746A2S

Please contact your distributor for the latest pricing

Specifications

- Holds up to twelve 3.5" SAS disk drives
- 1 GB cache per controller (option to upgrade to 2 GB)
- Supports high performance SAS drives, NL SAS drives, SED SAS drives and SSD
- Dynamic Disk Pooling (DDP) and Thin Provisioning

For full specifications please go to the [IBM website here](#)

Offer Value Proposition

An out-of-the-box solution that will satisfy the majority of storage needs. SAS host-interface technology is perfect for shared direct-attached storage. Supporting your choice of NL SAS and SAS drive intermix, the DS3500 gives you the increased capacity, efficiency and availability you require.



IBM System Storage TS2900 LT05 Tape Autoloader

Part Number - 3572S5R

Please contact your distributor for the latest pricing

Specifications

- 1 U form factor
- Incorporates IBM's new patented high density slot technology
- LTO 5 Half-High SAS tape drive
- 9 cartridge slots, including a single I/O station
- Physical Capacity: LTO 5 up to 13.5 TB (27 TB with 2:1 compression)

For full specifications please go to the [IBM website here](#)

Offer Value Proposition

A half-high form factor model using LTO 4 with a storage capacity of up to 1.6 TB (with 2:1 compression) in conjunction with the IBM TotalStorage™ LTO Ultrium 4 800 GB data cartridge.

ServicePac® is a family of pre-configured IBM implementation and maintenance services that are designed to support your business long after you make a purchase.

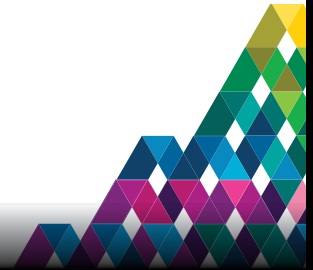
- [ServicePac Hardware Implementation](#)
- [ServicePac Hardware Maintenance](#)
- [ServicePac Support Line for Storage](#)

Multiple maintenance offerings are available, including our popular 3-year, 24 x 7 support service with 4-hour targeted on-site response. [See the full range.](#)

A number of hardware implementation support options are available to meet varying needs. [See the full range.](#)

Our storage offerings provide cross-platform remote technical support for IBM SAN and NAS switches, disk and tape systems, subsystems and libraries, and IBM's Storage Manager.

For further details, contact your IBM Distributor or visit ibm.com/services/nz/en/it-services/gts-it-service-home-page-1.html



Sales Tools

Take advantage of IBM's complimentary tools and resources that have been designed to help you generate leads, drive sales and effectively service your mid-market customers.

IBM Pre-Sales Advisor

This web-enabled tool features a guided process workflow that allows you to quickly and easily access pre-sales information and tools in a single portal. [Get started >](#)

IBM System Advisor

Answer a few quick questions and the IBM Systems Advisor will indicate which hardware is most suitable for your customers' needs. [Try it now >](#)

IBM Systems Consolidation Evaluation Tool

Provide your customers with an analysis that demonstrates the potential savings, total cost of ownership and return on investment of switching to an IBM platform. [Learn more >](#)

IBM Finance Calculator

Our easy-to-use finance calculators will provide your customers with estimates for financing new acquisitions. Just enter a few details and receive the results in seconds. [Get an estimate now >](#)

IBM Redbooks

Our downloadable publications provide positioning and value guidance, installation and implementation expertise, solution scenarios and 'how to' guides for IBM Systems x and storage products. [See the collection >](#)

IBM Technical Library

Find the latest white papers, articles, roadmaps and other technical documentation relevant to IBM systems, servers and storage. [Start browsing >](#)

Education and Training

We're committed to providing every IBM Business Partner with access to a broad range of technical training courses and skills development materials.

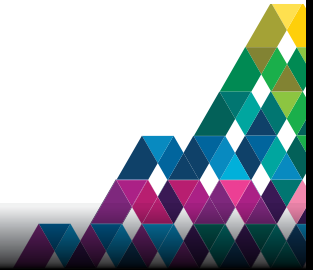
IBM PartnerWorld

Put the power of IBM behind your business with PartnerWorld – a global education program for IBM Business Partners.

Partnerworld is a gateway to the latest sales, marketing and education resources and solutions. Membership allows you to take advantage of sales tools, formal training courses, technical support, and collaboration opportunities that will benefit your business. [Learn more >](#)

IBM Channel University

Channel University is a skills development program that delivers sales and pre-sales technical training courses to Business Partners face to face, and via tele and web conferencing. In most instances, Channel University training courses are free of charge. [Check it now >](#)



To learn more about IBM Express products or place an order:

CONTACT your IBM Distributor

New Zealand Distributors

WestconGroup

WestconGroup

Call +64 9 415 6220

Visit <http://www.westcongroup.co.nz/>

Terms and Conditions

To view the full terms and conditions, please visit:

ibm.com/systems/nz/express/tnc/index.html

Important Privacy Information: If you or your organisation would prefer not to receive further information on IBM products, please advise us on: 132 426 (Australia) or 0800 444714 (New Zealand). If you would like IBM Australia Limited to refrain from sending you commercial electronic messages you may send an unsubscribe message to contact@au1.ibm.com. The sending of this message was authorised by IBM Australia Limited, and IBM Australia Limited can be contacted at mrc@au1.ibm.com or on 132 426 (Australia) or 0800 801 800 (New Zealand). IBM may store data on international servers used by it.

TRADEMARKS: IBM, the IBM logo, ibm.com, Storwize, Express, System x, System Storage, Power and ServicePac are trademarks of IBM Corporation, registered in many jurisdictions worldwide. Other product and service names may be trademarks of IBM or other companies. A current list of IBM trademarks is available on the Web at www.ibm.com/legal/copytrade.shtml. Intel, Intel logo, Intel Inside, Intel Inside logo, Intel Centrino, Intel Centrino logo, Celeron, Intel Xeon, Intel SpeedStep, Itanium, and Pentium are trademarks or registered trademarks of Intel Corporation or its subsidiaries in the United States and other countries. Microsoft, Windows, Windows NT and the Windows logo are trademarks of Microsoft Corporation in the United States, other countries or both. Other company, products and service marks may be trademarks or service marks of others.

© Copyright IBM Australia Limited 2013. ABN 79 000 024 733. © Copyright IBM New Zealand Limited 2013. © Copyright IBM Corporation 2013. All rights reserved. Produced in Australia 08/2013. GL_15478

