2024 Power Rewards

Qualifying Sellers or Technical Sellers of IBM client facing Business Partner - Resellers who acquire from an IBM Authorized Distributor or from IBM directly and resell to a qualifying end client eligible products may earn KYI points that will be automatically applied to the individuals IBM Rewards Card equal to the value shown on the eligible product table.

IBM POWER SCALE-OUT/SCALE-UP INCENTIVE   `S`

IBM Power Sell and Earn benefits are valid for sales to First in Enterprise or competitive displace Power clients only defined as an entity that has no Power9 or Power10 systems installed.

Product description	Benefit value
Power Systems S1014 / S1022 / S1024	$2,500
Power Systems L1022 / L1024	$4,000
Power Systems E1050	$5,000
Power Systems E1080	$5,000

IBM POWER HYBRID CLOUD REWARDS AND POWERVS "MOVE" REWARDS   `P`

Two ways to earn a reward for moving workload to the cloud with PowerVS.

1. HYBRID CLOUD REWARDS - Eligible IBM Business Partner Sellers may earn a benefit when a qualifying Power Server is sold to a client along with a qualifying Power Virtual Server Cloud Contract.
   To earn this incentive both criteria must be met

2. POWERVS "MOVE" REWARDS - Eligible Business Partner Sellers may earn a benefit based on the PowerVS Annual Contract Value shown on the table below when moving a client workload to the cloud with PowerVS. This reward does not require a hardware sale. Only one reward in this category can be earned

Hybrid Cloud Rewards (both criteria must be met)			PowerVS "Move" Rewards (stand alone incentive contact only)	Rewards value
Power transaction revenue	PowerVS Annual Contract Value US $	OR	PowerVS Annual Contract Value US $	
N/A	N/A		<$100K	$1,000
$100K - $200K	> $25,000		$100K - $200K	$5,000
> $200K - $500K	> $40,000		> $200K - $500K	$10,000
> $500K	> $70,000		> $500K	$20,000

NOTE: Benefit will be paid out once PowerVS consumption has started.

IBM POWER MODERNIZATION INCENTIVE   `P`

Eligible IBM Business Partner Sellers and Technical Sellers may earn a benefit based on the value shown on the table below, when selling a qualifying Power Server with IBM Cloud Paks, Red Hat, AI AND Power hardware order is for PWRMOD (reporting code). All eligible Power Hardware and Software product ID's can be found on the 2024 eligible product table.

Power hardware transaction revenue in USD	Minimum software for modernization value in USD	Rewards value
$25K or greater	$5,000	$1,000
$50K or greater	$10,000	$2,500
$100K or greater	$20,000	$6,000
$200K or greater	$40,000	$10,000
$300K or greater	$50,000	$15,000

POWER PROPOSE AND EARN   `PE`

Under Propose and Earn qualifying Business Partner Sellers and Technical Sellers can earn KYI points for organizing and collaborating pre-sales activities with First in Enterprise IBM Power and Storage Clients.

HOW DO I SUBMIT A PRE-SALES ACTIVITY?
Click on the 'Propose and Earn' tab within Know Your IBM.

ASSESSMENT
Complete the mandatory fields and upon confirmation of the assessment funds will be auto-loaded to your IBM Rewards Card. The following activities are considered eligible assessments,

- Demos,
- PoXs,
- Benchmarks,
- Workshops,
- Assessments,
- COE Engagements

Sale does not need to close for pre-sales activity to be eligible.

Propose and Earn activities with end clients determined to be Government Owned do not qualify under this incentive.

IBM POWER REWARDS   `PR`

Individuals can earn KYI Reward Points for organizing pre-sales activities for new workloads on Power. The workload must be First On Power defined as the client does NOT have the SW running on any installed Power systems.
Eligible activities: Demos, PoXs, Benchmarks, Workshops, Assessments, COE Engagements

- One benefit payment of $800 USD per single end user client for AI on Power (qualified software = CP4D, CP4A, RocketCE/AI Hub, Open Source AI products running on Power)
- One benefit payment of $600 USD per single end user client for Power Virtual Server
- One benefit payment of $500 USD per single end user client for SAP, Red Hat, OpenSource DB (MongoDB, EDB Postgres)

START & END DATES   `1`
1 Jan - 30 June 2024

Click here for eligible products list

Full details can be found via the latest Terms and Conditions here

HOW TO REGISTER INTO 'KNOW YOUR IBM'   `2`
1. Visit the IBM Splash page, sign in using your IBM ID and navigate to Know Your IBM
2. Complete the **Manage my Profile** page

ELIGIBILITY   `3`
Ensure you meet all the eligibility criteria for participation in Know Your IBM...

- Complete IBM Integrity Training within the last 2 years
- Ensure your firm has an active Business Partner Agreement
- Accept latest Terms and Conditions and Privacy Policy via **Know Your IBM/Manage my Profile**

`4`
The KYI tool will notify you when new transactions are available for claiming. Transactions are typically available 30-35 days after the month close. Individuals will have a full quarter to claim their eligible transactions after which time they will be removed

Eligible Invoices	Available for Claiming until
Q1 Jan 1 - Mar 31, 2024	Jun 30, 2024
Q2 Apr 1 - Jun 30, 2024	Sep 30, 2024

For any queries related to the KYI Offering we encourage you to connect with our support team at service@kyirewards.com.