



IBM Trade-In Program

The IBM Trade-In Referral Program provides a total end to end solution for life cycle management on your technology investments. We offer cash back for any IBM or non-IBM parts and systems that still have residual value, and recycling services for hardware which has become obsolete.

Benefits of the trade-in program include:

- **Lowers net cost of purchasing new IBM technology**
- **Cash back for spare parts on the floor**
 - ✓ Custom configurations
 - ✓ System upgrades
- **Minimize excess inventory build-up**
 - ✓ Cash back for dead inventory, customer returns, demos
- **Supply channel for end-of-life parts or system requirements**
- **Recycling services for obsolete hardware**
- **Proceeds sent directly to Corporate end-user**
- **10 Day cash back guarantee**

The process is fast, flexible, and easy to use:

- **Submit bid request:**
 - ✓ Include: Quantity, Model or Part number, Configuration/Description, Date of Availability
 - ✓ Send to: kelfermj@us.ibm.com or online at: <http://www.ibmtradein.com>
- **Receive price quote**
- **Prepare equipment for pickup**
- **Receive payment within 10 days from testing!**
 - ✓ Proceeds sent directly to End-User

The trade-in program also serves as a procurement channel to purchase discontinued IBM parts and systems to support end-of-life hardware requirements. Simply call T/L 769-9987 or (781) 320-0123 to access our inventory of new and refurbished hardware of discontinued IBM servers, desktops, notebooks, memory, hard drives, network adapters and more!