

# 2Q 2025 Acceleration Deal Incentive for IBM Storage Select Territory

Offering runs through June 30<sup>th</sup>, 2025

**Up to 4%**  
**On Storage Hardware Back End Rebate**  
(doesn't include Storage Software & Expert Care)

- Nominate Storage Select deals to earn a backend rebate for **2Q Sales, up to \$40K**
- Reach out to your Arrow Channel Manager or Gino Garcia for more information
- Incentive Request Form: [Arrow Incentive Nominations 2025](#)

## DEAL ELIGIBILITY REQUIREMENTS:

- Select Territory Opportunities (hardware only)
- Storage software and Expert Care are not eligible
- Not in 2Q ISC Call
- Minimum of \$12K USD sales out revenue
- Available in US, Canada & Caribbean
- GOE Not Eligible
- Deal Registration required
- Firm Order by Last Firm Entry Date\* – No Exceptions
- CRAD must drive Ship by June 30, 2025

## SPRING KA-CHING!

*Last Firm Date	
Storage	
High End	June 9th
High Volume	June 16th
COS, Ceph, Defender	May 19th

### High End – 15-day Lead time

DS8K, High End Tape, SAN, ESS/Storage Scale System, Diamondback, Fusion

### High Volume – 10-day Lead time

Flash, LTO, Media, SVC

### Ready Nodes – 30-day Lead time

CEPH, Defender, COS

