

# Q3 Power 11 + FlashSystems Dynamic Duo Incentive

Offering runs through September 31, 2025

Take advantage of our exclusive Power 11 + Flash Dynamic Duo Incentive focused on selling Power 11 and FlashSystems together to earn an extra \$1,000 upfront on qualifying deals!

## What is Eligible

- Power 11 and Storage FlashSystem sold to same end user. Quotes must be provided through Arrow Incentive portal.
- \$25,000 Minimum deal size for FlashSystem
- \$1,000 applied on front end
- GOE is eligible

## What is NOT Eligible

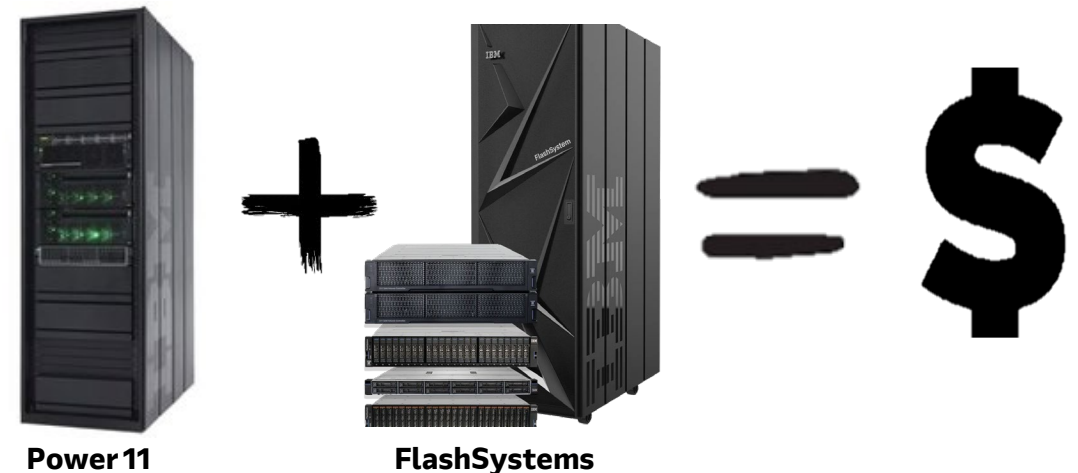
- Power deals in Call status by IBM 8/4/2025
- FlashSystems deals in Call status by IBM 8/4/2025

Non-Select and Select accounts are eligible

GOV (FED/SLED) accounts are eligible

No limit on deals approved with max payout per end-user transaction of \$5,000

Deal must be pre-approved with Arrow quote



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## Who is eligible?

- > All IBM Hardware Business Partners in the US aligned with Arrow are eligible. This is an Arrow-funded incentive; no other distributors offer this incentive. This offer may be combined with current IBM incentives, but not other Arrow incentives (i.e. Brand incentives).
- > Nomination Form: <https://alchemytechnologyresource.com/arrow/arrow-incentive-nomination-form-2024/>

## What is the Offer?

- > Arrow is offering \$1,000 upfront discount for Power 11 and IBM Storage FlashSystems sold together.
- > Quotes for the Power 11 and FlashSystems must be provided through Arrows Incentive nomination portal.
- > Approved funds will applied to the quote on the front end.

## How will the funding be delivered?

- > Up front discount by Arrow Account Manager at time of quote.

## Which deals are eligible?

- > House and Select deals are all eligible.
- > GOV IS eligible.
- > IBM Storage FlashSystem minimum deal size of \$25,000

## Which deals are NOT eligible?

- > Power 11 opportunities in Call status by IBM starting 8/4/2025
- > IBM Storage Flash Systems in Call status by IBM starting 8/4/2025
- > Previously invoiced transactions will not retroactively qualify.
- > This incentive cannot be combined with any other price concessions made by Arrow.
- > Arrow reserves the right to approve or deny deals on a case-by-case basis at our sole discretion.
- > This offer may be withdrawn at any time.

## When does this offer begin?

- > Offer runs through September 31, 2025.
- > Partner must use Nomination Form with end-user name and attach the Arrow quote. Written approval is required. There is no limit on the number of deals submitted for the upfront discount. No exceptions or extensions will be allowed.

Questions? Contact Gino Garcia, Brand Executive IBM Storage [gino.garcia@arrow.com](mailto:gino.garcia@arrow.com)

\*All deals approved must be invoiced by Arrow to business partner by 9/31/2024

