

Arrow Q1 2026 S&S Modernization Incentive

Offering runs through March 31st, 2026

Revenue Clip Level	Trade Up	Upgrade	Hyperscaler Kicker
\$100,000+	3%	3%	2%

- **IBM Proficiency badges on products required at time of Arrow quote for eligibility**
- Nomination Form: Arrow Incentive Nominations 2026 | [\(LINK HERE\)](#)
- Includes all IBM Software brands trading up or upgrading from an S&S renewal
- Deal cannot be in IBM "call" status

Non-Select and Select accounts are eligible

GOV (FED/SLED) accounts are eligible

Stackable with IBM incentives, but not other Arrow incentives (i.e., Brand incentives)

If deal is placed through Hyperscaler marketplace, 2% kicker will be added to the discount

Trade Up and Upgrades must be booked & invoiced by March 31st (No Exceptions or Extensions)

No limit on deals approved with max payout per end-user transaction of \$10,000

NOT eligible: MAS SaaS (unless transacted via AWS) Renewals, Reinstatements

Hyperscaler Marketplaces (Amazon, Microsoft, etc.) are eligible if available

Arrow discount quoted on Net Partner Cost (after IBM Special Bid and IBM incentives are applied)

Deal must be pre-approved with Arrow quote

Exclusive Arrow IBM S&S Modernization Incentive Q1 2026

Offering runs through March 31st, 2026

Who is eligible?

- > All IBM Software Business Partners in the US aligned with Arrow are eligible. This is an Arrow-funded incentive; and no other distributors are offering this incentive. This offer may be combined with current IBM incentives, but not other Arrow incentives.
- > IBM Proficiency badges on products required at the time of Arrow quote for eligibility.
- > Nomination Form: <https://alchemytechnologyresource.com/arrow-incentive-nomination-portal/>

What is the Offer?

- > All current IBM Software products. Eligible Modernizations subject to change at Arrow discretion.
- > Sell Trade Up or Upgrade: Minimum \$100,000 of IBM Modernizations and receive an upfront 3% discount.
- > Order through any Hyperscaler Marketplace and receive an additional 2 points
- > Note: This incentive applies to only year one annual billing unless the entire amount is paid upfront.

Which deals are eligible?

- > 3% incentive = House and Select deals are all eligible. GOV IS eligible. Net new Subscription is eligible (Minimum \$50,000).
- > 2% additional incentive: Order deal through any Hyperscaler Marketplace

Which deals are NOT eligible?

- > Renewals, reinstatements are NOT eligible.
- > MAS SaaS (unless transacted via AWS)
- > Deals in "CALL" status by IBM
- > 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 any time.

When does this offer begin?

- > Offer runs through March 31st to allow for progression activity to complete and orders to be processed and invoiced.
- > Submit approval request through the Arrow Nomination Form with end-user name, Arrow quote, deal revenue amount, and expected close date for consideration.
- > 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.

How will the funding be delivered?

- > Up front discount by Arrow Account Manager at time of quote.
- > *The approved deal must be fully booked and invoiced by March 31st.

