

# IBM Power System and System Storage minimum values for Special Bids - EMEA

**Announcement Letter: ZWEM1265A**  
**Last revised on: 1 November, 2021**

Special Bids requested with a total List Price value that is below the applicable country clip-level will be rejected unless the request qualifies for a pre-approved exception as specified below. A full list of minimum values at country level is in Table 1 below.

Instead of requesting Special Bid pricing, IBM Business Partners are to use the IBM Value Seller pricing terms to obtain competitive discounts for IBM Power Systems and System Storage transactions.

The policy is applicable to all IBM Power Systems and System Storage Products.

IBM Business Partners are reminded that IBM in Europe and MEA accepts requests for Special Bid pricing if the requesting Business Partner has an approved Deal Registration for the opportunity.

The value of the Overall System Order (OTC) in eConfig will be used to determine the total List Price value of the configuration.

Requests for Special Bids below the minimum value for Special bids will be accepted for:

- Non-Standard Bid types – Value Seller not applicable.
- Customer Volume and Frame Agreements (please reference Agreement number in the Bid Justification field.
- Cross brand Transactions for which the TSS content is not available via the Value Seller TSS offering.

Business Partners requiring further information should contact their Distributor or your IBM Representative.

## Eligibility Country List

Belgium, Luxembourg, Netherlands, Albania, Armenia, Azerbaijan, Belarus, Bosnia & Herzegovina, Bulgaria, Croatia, Czech Republic, Estonia, Georgia, Hungary, Kazakhstan, Kyrgyzstan, Latvia, Lithuania, Macedonia, Moldova, Montenegro, Poland, Romania, Russia, Serbia, Slovakia, Slovenia, Tajikistan, Turkmenistan, Ukraine, Uzbekistan, Austria, Germany, Liechtenstein, Switzerland, Andorra, Comoros, France, French Guyana, French Polynesia, French Southern Territories, Guadeloupe, Martinique, Mayotte, Monaco, New Caledonia, Reunion, St. Pierre and Miquelon, Vanuatu, Wallis & Futuna, Italy, San Marino, Vatican City, Aland Islands, Denmark, Faeroe Islands, Finland, Greenland, Iceland, Norway, Sweden, Cyprus, Greece, Israel, Malta, Portugal, Spain, British Indian Ocean Territory, Falkland Islands, Gibraltar, Guernsey, Ireland, Isle of Man, Jersey, Pitcairn Island, Saint Helena, South Georgia & South Sandwich Island, United Kingdom, Afghanistan, Algeria, Angola, Benin, Botswana, Burkina Faso, Burundi,

Cameroon, Cape Verde Islands, Central African Republic, Chad, Congo-The Democratic Republic of, Congo Rep, Cote D'Ivoire (Ivory Coast), Djibouti, Egypt, Equatorial Guinea, Eritrea, Ethiopia, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Iraq, Jordan, Kenya, Lebanon, Lesotho, Liberia, Libya, Madagascar, Malawi, Mali, Mauritania, Mauritius, Morocco, Mozambique, Namibia, Niger, Nigeria, Pakistan, Palestinian Territory, Rwanda, Sao Thome Island, Senegal, Seychelles, Sierre Leone, Somalia, South Africa, South Sudan, Swaziland, Syrian Arab Republic, Tanzania, Togo, Tunisia, Turkey, Uganda, Western Sahara, Yemen, Zambia, Zimbabwe

**Table 1: Minimum List Price Values for Special Bid Requests**

<b>Country</b>	<b>Currency</b>	<b>Region</b>	<b>Minimum List price value for Special Bid</b>
Afghanistan	USD	MEA	250.000
Albania	USD	CEE	250.000
Algeria	EUR	MEA	250.000
Andorra	EUR	Western Europe	250.000
Angola	USD	MEA	250.000
Armenia	USD	CEE	250.000
Austria	EUR	Western Europe	250.000
Azerbaijan	USD	CEE	250.000
Belarus	USD	CEE	250.000
Belgium	EUR	Western Europe	250.000
Benin	EUR	MEA	250.000
Bosnia	USD	CEE	250.000
Botswana	USD	MEA	250.000
Bulgaria	USD	CEE	250.000
Burkina	USD	MEA	250.000
Burundi	USD	MEA	250.000
Cameroon	USD	MEA	250.000
Cape Verde	USD	MEA	250.000
Central African Republic	EUR	MEA	250.000
Chad	EUR	MEA	250.000
Comoros	EUR	Western Europe	250.000
Congo	EUR	MEA	250.000
Croatia	USD	CEE	250.000
Cyprus	EUR	Western Europe	250.000
Czech Rep.	CZK	CEE	5.000.000
Denmark	DKK	Western Europe	1.900.000
Djibouti	EUR	MEA	250.000
Egypt	USD	MEA	250.000
Equatorial Guinea	EUR	MEA	250.000
Eritrea	USD	MEA	250.000
Estonia	EUR	CEE	250.000

Ethiopia	USD	MEA	250.000
Falkland Islands (Malvinas)	GBP	Western Europe	160.000
Faroe Islands	DKK	Western Europe	1.900.000
Finland	EUR	Western Europe	250.000
France	EUR	Western Europe	250.000
<b>Country</b>	<b>Currency</b>	<b>Region</b>	<b>Minimum List price value for Special Bid</b>
French Guyana	EUR	Western Europe	250.000
French Polynesia	EUR	Western Europe	250.000
Gabon	EUR	MEA	250.000
Gambia	EUR	MEA	250.000
Georgia	USD	CEE	250.000
Germany	EUR	Western Europe	250.000
Ghana	USD	MEA	250.000
Gibraltar	GBP	Western Europe	160.000
Greece	EUR	Western Europe	250.000
Greenland	DKK	Western Europe	1.900.000
Guadeloupe	EUR	Western Europe	250.000
Guinea	EUR	MEA	250.000
Guinea-Bissau	EUR	MEA	250.000
Hungary	USD	CEE	250.000
Iceland	DKK	Western Europe	1.900.000
Iraq	USD	MEA	250.000
Ireland	EUR	Western Europe	250.000
Israel	USD	Western Europe	250.000
Italy	EUR	Western Europe	250.000
Ivory Coast	USD	MEA	250.000
Jersey/Guernsey	GBP	Western Europe	160.000
Jordan	USD	MEA	250.000
Kazakhstan	USD	CEE	250.000
Kenya	USD	MEA	250.000
Kyrgyzstan	USD	CEE	250.000
Latvia	USD	CEE	250.000
Lebanon	USD	MEA	250.000
Lesotho	ZAR	MEA	Equals 250,000 USD in local currency*
Liberia	USD	MEA	250.000
Libya	USD	MEA	250.000
Liechtenstein	CHF	Western Europe	250.000
Lithuania	USD	CEE	250.000
Luxembourg	EUR	Western Europe	250.000
Macedonia	USD	CEE	250.000

Madagascar	USD	MEA	250.000
Malawi	USD	MEA	250.000
Mali	EUR	MEA	250.000
Malta	USD	Western Europe	250.000
<b>Country</b>	<b>Currency</b>	<b>Region</b>	<b>Minimum List price value for Special Bid</b>
Martinique (France)	EUR	Western Europe	250.000
Mauritania	EUR	MEA	250.000
Mauritius	USD	MEA	250.000
Mayotte	EUR	Western Europe	250.000
Moldova	USD	CEE	250.000
Monaco	EUR	Western Europe	250.000
Morocco	USD	MEA	250.000
Mozambique	USD	MEA	250.000
Namibia	ZAR	MEA	Equals 250,000 USD in local currency*
Netherlands	EUR	Western Europe	250.000
New Caledonia	EUR	Western Europe	250.000
Niger	EUR	MEA	250.000
Nigeria	USD	MEA	250.000
Norway	NOK	Western Europe	2.000.000
Pakistan	USD	MEA	250.000
Palestinian Authority	USD	MEA	250.000
Poland	PLN	CEE	750.000
Portugal	EUR	Western Europe	250.000
Réunion	EUR	Western Europe	250.000
Romania	USD	CEE	250.000
Russia	USD	CEE	250.000
Rwanda	USD	MEA	250.000
Saint Helena	GBP	Western Europe	160.000
Saint-Pierre and Miquelon	EUR	Western Europe	250.000
Sao Tome and Principe	USD	MEA	250.000
Senegal	EUR	MEA	250.000
Seychelles	EUR	MEA	250.000
Sierra Leone	USD	MEA	250.000
Slovakia	EUR	CEE	250.000
Slovenia	EUR	CEE	250.000
Somalia	USD	MEA	250.000
South Africa	ZAR	MEA	Equals 250,000 USD in local currency*
Spain	EUR	Western Europe	250.000
Swaziland	ZAR	MEA	Equals 250,000 USD in local currency*

Sweden	SEK	Western Europe	2.150.000
<b>Country</b>	<b>Currency</b>	<b>Region</b>	<b>Minimum List price value for Special Bid</b>
Switzerland	CHF	Western Europe	250.000
Tajikistan	USD	CEE	250.000
Tanzania	USD	MEA	250.000
Togo	EUR	MEA	250.000
Tunisia	USD	MEA	250.000
Turkey	USD	MEA	250.000
Turkmenistan	USD	CEE	250.000
Uganda	USD	MEA	250.000
UK	GBP	Western Europe	160.000
Ukraine	USD	CEE	250.000
Uzbekistan	USD	CEE	250.000
Vanuatu	EUR	Western Europe	250.000
Wallis And Futuna	EUR	Western Europe	250.000
Yemen	USD	MEA	250.000
Zambia	USD	MEA	250.000
Zimbabwe	USD	MEA	250.000

\*Currency conversion rates are available with this link:

[https://www-356.ibm.com/partnerworld/wps/servlet/mem/ContentHandler/pw\\_com\\_sel-currency-exchange-rates/lc=en\\_ALL\\_ZZ](https://www-356.ibm.com/partnerworld/wps/servlet/mem/ContentHandler/pw_com_sel-currency-exchange-rates/lc=en_ALL_ZZ)

## History

Effective date of change	Change(s)
1 November 2021	<ul style="list-style-type: none"> <li>Updated exceptions listing</li> <li>Changed clip level to 250K EUR for Western Europe and updated others minimum listprice value based on currency table 1/7/2021.</li> </ul>
1 August 2017	<ul style="list-style-type: none"> <li>Changed clip level to 250,000 USD (or currency equivalent) for all MEA countries</li> </ul>
28 August 15	<ul style="list-style-type: none"> <li>Remove reference to PureFlex and Flex system products</li> <li>Update Deal registration requirement</li> </ul>
31.07.14	<ul style="list-style-type: none"> <li>Small wording changes in the introductory paragraphs</li> <li>Storage approval level moved to IMT (effective date is from 12.06 as this was corrected by Brand internally earlier)</li> <li>Ireland and Falkland values corrected</li> <li>RCIS values changed to 200k</li> </ul>

12.06.14	<ul style="list-style-type: none"> <li>• Western Europe and CEE (exc. RCIS) clips updated to USD 200k or local currency equivalent)</li> <li>• Turkey moved to MEA</li> <li>• CUoD removed as pre-approved exception</li> <li>• Storage exception approver changed</li> <li>• Iran, Sudan, Syria removed</li> <li>• Typos corrected</li> </ul>
15.10.12	<ul style="list-style-type: none"> <li>• Germany V7000 limit increased to €400,000</li> </ul>
01.09.12	<ul style="list-style-type: none"> <li>• Minimum clip levels increased for both brands in RCIS to \$500,000</li> </ul>
01.03.12	<ul style="list-style-type: none"> <li>• Minimum clip levels increased for Power in Italy</li> </ul>
20.02.12	<ul style="list-style-type: none"> <li>• Customer Sat Issue removed as pre-approved exception</li> <li>• OOI clip levels removed</li> <li>• Clarification that Special Bids require Deal Registration</li> </ul>
18.03.11	<ul style="list-style-type: none"> <li>• The OOI qualifying list price clip reduced to \$50,000 (local currency equivalent)</li> <li>• Power I configurations in ITALY must have a list price of €150,000 to qualify for Special Bid pricing terms</li> <li>• The qualifying list price clip levels in Switzerland and Liechtenstein for Special Bids and OOI revised to 110,000 CHF and 55,000 CHF respectively.</li> </ul>
01.07.11	<ul style="list-style-type: none"> <li>• Clip level aligned at \$150,000 for all W European countries</li> <li>• Power I Blades clip set at \$100,000 in Italy</li> </ul>