



IBM Presentation to the Town of Markham October 17, 2005

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Special IBM Offer to the Town of Markham

- This unsolicited offer is Exclusive from IBM Canada Ltd. to the Town of Markham
- This offer does not obligate the Town in any way
- This offer is extended as part of a broader IBM Partnership with Town

The Offer:

- "Most Favoured Customer Status" for IBM Hardware Products
- Currently - 20 % off Published Government Level Pricing
 - IBM Intel Server Products (known as IBM X-Series)
 - All IBM Storage Products
 - Term - Currently 18 Months - From Oct 1 2005 until March 31 2007
- IBM has award winning products and market leading positions in Servers and Storage according to Gartner and IDC
- IBM Appreciates the Continued Relationship we have with the Town of Markham