



IBM USED Maschinen “CPO”

IBM CPO Certified Pre-Owned:

Der Weg, der Ihre Nachhaltigkeitsstrategie unterstützt

Peter Kindiger

Business Development Manager
TD SYNnex Germany GmbH & Co. OHG

peter.kindiger@tdsynnex.com

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Alexander Welk

GARS Global Asset Recovery Services

IBM Technology Brand Sales - DACH

WHAT is CPO??? Certified Pre-Owned

“” The NEW way of selling refurbished HW ”

CPO Certified Pre- Owned

Brand offering N, N-1 Technology

- **Warranty, Expert care, HWMA like new**
- **Instrallation service same like new**
- **E-pricing, SBO process like new**
- **Revenue recognition for BP, IBM seller same like new**
- **Incentive like new**

Quality just as good as new

CR Certified Refurbished

GARS offering N-1,-2,-3 Technology

- **Warranty limeted for 90 days**
- **No free installation**
- **HWMA possible**
- **Manual pricing**
- **Does not count in partner +**
- **Incentive paid to IBM brand sellers**

Quality just as good as new

IBM CPO for Power Eligible Products (machine & MES)



Eligible Power Platforms	Available MTMs
E980	9080-M9S
E950	9040-MR9
S914,S922,S924	9009-42A,41A,22A,42G,41G,22G
AC922	8335-GTH
HMC,Rack,Console	7316-TF5,7063-CR2, 7965-S42,7014-T42

- Enabled in e-config
- Must use feature code 9993 to ensure IBM CPO pricing methodology is applied
- Subject to availability
- Seismic link to announcement:
<https://ibm.seismic.com/Link/Content/DCRh2g3f9gCbM8CJ6FphfqHChJqB>

IBM Certified Pre-Owned (CPO) Same Serial Upgrade

Power8 (MME/MHE)



Serial Num 12345



Power9 (M9S)



Serial Num 12345

Client Pain Points	<ul style="list-style-type: none">• Impending withdrawal of Power8 maintenance.• Running older versions of AIX and IBM i that are not supported on Power10.• Limited budget for Power10 or PowerVS• Potential to re-negotiate ISV contracts
Solution	<ul style="list-style-type: none">• An IBM CPO Power8 to Power9 conversion with same serial upgrade.• Configured the upgrade to implement a side-by-side migration.• Existing software, activations, and PowerVM were transferred through the model conversion, and resulted in cost savings.• Easier Migration
Client Benefits	<ul style="list-style-type: none">• The client maintains the same serial number with the CPO machine upgrade and avoided re-negotiating ISV terms and a potential increase in software costs.• Existing maintenance and licensing transferred with the CPO upgrade.• The model conversion is approximately 40% less than moving to a new serial number, creating further savings.• Provided more flexibility, a fully supported product, and allowed a side-by-side migration for six months.
Contact	Alexander Welk – alexander.welk@de.ibm.com

IBM CPO for Storage Eligible Products

Eligible Storage Platforms	Available Systems	MES
DS8900F	533x-993, 994, 996, 998, E96	
DS8900F with Expert Care	5341-993, 994, 996, 998, E96	
Enterprise Virtual Tape	3952-F06, 3957-VED, 3956-CSB, XSB	
Storwize V7000	2076-624.724, 24-F	
FS7200	2076-824, 2076-12G, 2076-24G, 2076-92G, 2076,U7C, 4664-824, 4664-12G, 4664-24G, 4664-92G, 4664-UC7	YES
FS7300 with Expert Care	4657-924	
FS9200	9846/8-AG8, 4666-AG8	YES
FS9500 with Expert Care	4666-AH8	
V5100	2077/8-424, AF4	YES
FS5100	2077/8-4H4	YES
FS5200	4662-6H2	YES

- Enabled in e-config
- Must use feature code 9994 to ensure IBM CPO pricing methodology is applied
- Subject to availability
- Seismic link to announcement:
<https://ibm.seismic.com/Link/Content/DCCJJphjhJ9cq87HWp3QFhmTV8cG>

Storage FCM2 Drives CPO play

OFFERING	CPO	CPO	CPO		
Capacity TB	Feature FS9200	Feature FS7200	Feature FS5100	Stock in Q3	Recommended End User price Q3- 2024
4.8 TB	AHS5	ADS5	AES5	Limited stock	2691 EUR
9.6 TB	AHS6	ADS6	AES6	Very limited stock	3860 EUR
19.2 TB	AHS7	ADS7	AES7	Limited stock	6435 EUR
38.4 TB	AHS8	ADS8	AES8	Decent stock	16380 EUR

FS5200: 4662-6H2 with features AGS5,AGS6,AGS7,AGS8 are also available in Q3

IBM CPO for Z systems



Eligible Mainframe Platforms	Available MTMs
Z15's T01	8561
Z15's T02	8562

- Enabled in e-config
- Must use feature code RPQ-8P2982 for z14(3906) and for Z15's (8561)
- Must use feature code RPQ-8P2782 for z14(3907)
- to ensure IBM CPO pricing methodology is applied
- Subject to availability
- Seismic link to announcement:
https://ibm.seismic.com/Link/Content/DCRsZRhyfLkK4Q_O6zn43Bg

Why to offer CPO?

- ✓ *20-80% discount compared to new, even N technology available*
- ✓ *Flows through existing brand pricing/sales process (e-pricer, deal reg.)*
- ✓ *Eligible for ALL existing brands and BP Ecosystem incentives*
- ✓ *Standard IBM warranty and installation services*
- ✓ *Sustainability play*

When to offer CPO?

- MSP client - New workload acquisition (price to win)
- Short term need: Facilitate data center moves (swing kit)
- Credit/price challenged clients
- Like for like box swap (up/downgrade withdrawn products)
- Expansion of existing withdrawn products : FCM2 Drive play
- Disaster recovery, Back up system, Test /Development, etc.
- Down level IT requirements – string expansion, legacy SW, modernization play
- Quickly respond to seasonal or sudden capacity peaks

CPO contacts

Alexander Welk- GARS DACH sales representative

Cecilia Farkas – GARS Storage & Mainframe sales leader

Steven Creasey – GARS Power sales leader

Ajay Behl- GARS external sales leader

Daniel McIvor- GARS principal leader

<https://www.midrange-events.de/pow3r/>



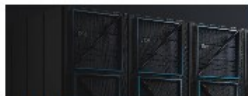
**POW3R – die Konferenz für IBM Power Systems (i) Anwender
(25.) 26. – 27. November 2024**

Alle News von Peter Kindiger



TD SYNnex lädt ein:
TD SYNnex WEBCAST IBM TECHNOLOGY EXPERT LABS WEBCAST

Am 16.05.2024 um 10:00 Uhr
23.04.2024 | Peter Kindiger



TD SYNnex informiert:
IBM POWER 8 vor dem "End of Service"

Für den Hardware Support bei IBM POWER 8 Servern ist das Ende in Sicht.
19.04.2024 | Peter Kindiger



TD SYNnex informiert:
Einladung zum IBM Business Partner Arbeitskreis

Die IBM lädt herzlich zu deren nächsten Business Partner Arbeitskreis ein.
13.03.2024 | Peter Kindiger



TD SYNnex informiert:
IBM Power Expert Care

Im IBM Power Scale-out-Umfeld gibt es drei verschiedene Expert Care Levels, mit denen Sie Ihre Warranty (Garantie) upgraden können. Welche Unterschiede es zwischen Basic, Advanced und Premium gibt, sehen Sie in der Grafik.

06.03.2024 | Peter Kindiger



TD SYNnex informiert:
IBM SAS Adapter für die Power 10 Familie

Eins vorab, SAS Adapter für AIX und Linux gibt es keine mehr.

23.02.2024 | Peter Kindiger



TD SYNnex rät IBM Kunden:
Oh Schreck, oh Schreck, der Key ist weg!

Wo ist meine Software?

11.12.2023 | Peter Kindiger



TD SYNnex informiert:
Neue Adapter bei IBM

Im zweiten Halbjahr 2023 hat IBM ein paar kleine, aber sehr wichtige Adapter ins Portfolio aufgenommen.

11.12.2023 | Peter Kindiger



TD SYNnex informiert:
IBM i - Subscription Model News

IBM i im Wandel der Zeit. Seit Mai 2022 gibt es das Subscription (Miet-) Model von IBM i in der Prozessorklasse P05 und P10.

20.11.2023 | Peter Kindiger



IBM Power 9 geht in die Geschichte ein - das neue Power10 Line-up

Die E080 ist bereits seit dem 31.10.2022 vom Vertrieb zurückgezogen worden und wurde durch das Flaggschiff "Power10 E1080 (9080-HEX)" ersetzt. Nun werden am 20.10.2023 die Scale Out Server S914, S922, S924 und das Midrange System E950 in den Rubestand gehen

05.10.2023 | Peter Kindiger

<https://dach.tdsynnex.com/blog/de/news/?autor=810>

Danke