

Caribbean Sailing

Teaming & Learning



Storage

Dear Team Members!

Under full sail and with the wind through the fourth quarter.

Now is the time to set sails and set course for the **Caribbean**.

Outstanding storage products, unique solutions and extremely attractive offerings provide excellent conditions.

Set the course for our targets as the best team members will be rewarded by a TotalStorage Cup sailing cruise in the **Caribbean**. Together with your partner you will experience the exciting beauty of exotic beaches and the blaze of colour in the under-water world.

The conditions are simple. Qualification is conditional on the sales level in 4Q. The following people are eligible:

- **Sector & SMB Client Managers / Executives**
- **Enterprise Server Managers**
- **Winback Sales Representatives**
- **Business Partners**

Terms and Conditions:

Qualification of the participant

Sector CRs: The best will be nominated by the regions that made storage revenue target to the Sector VP and Storage SBE, who will jointly appoint the participants.

eSMs: The best will be nominated by the regions that made storage revenue target to the eSM VP and Jerry Boezel, who will jointly appoint the participant. In addition, one package for the Sector manager with highest Storage 4Q target overachievement in percent.

Winback SRs: The best will be nominated by the regions to David Cunningham and Jerry Boezel, who will jointly appoint the participants.

BPs: Two packages per region are awarded to the BPs who are the regions largest 4Q revenue target overachiever; one package for year over year growth and the other for absolute revenue growth.

Eligibility

- Sector/SMB Client Managers (1 seat per region / sector) – if 4Q SSG regional target is achieved
- Sector/SMB executive; participant will be largest storage revenue overachiever in percent.
- eSMs (1 per region) – if 4Q SSG regional target is achieved
- Winback SRs – if 4Q individual winback target is achieved
- BPs – if 4Q revenue target is achieved

In case of questions concerning this event please talk to the Regional Storage Sales Executive. For further information on our offerings and solutions please refer to:

w3.ibm.com/sales/systems

Good luck and good selling in 4Q.

Dietmar Wendt

Vice President

IBM Storage Systems Group

Europe, Middle East, Africa