

INTRODUCTION

The Service for Consultants Manual contains prices and related terms and conditions for standard products and services currently marketed to commercial customers by the National Accounts Division (NAD) and the National Marketing Division (NMD).

ORGANIZATION

The Service for Consultants Manual consists of ten sections with individual tabs. Each section has explanatory information, detailed data and, if applicable, footnotes. Each page within a section is identified with the section name, a page number, the month and year published. The section titles and contents are:

- Introduction
- Hardware Prices
- Hardware Terms & Conditions
- Software Prices
- Software Terms & Conditions
- Model Upgrade Purchase Prices
- Accessory Prices
- Pilot Test Plan Prices
- Service Offering Prices
- Appendices

ORDERING INSTRUCTIONS

The Service for Consultants Manual may be ordered through your local branch office. The base publication numbers for ordering The Service for Consultants Manual are:

- Binder S320-1070
- Pages SY20-0161
- Tabs S320-1071

Initial orders are placed through the local IBM Branch Office. Updates will be issued periodically.

ADDITIONAL INFORMATION SOURCES

Many publications or data base files contain information on products and services. A list of some of these other sources is provided for your reference. These additional sources are not maintained by Central Sales Manual Services.

- Announcement Letters
- Systems Selection Guide
- Software Directory (GB21-9949)
- Software Catalog (G320-6531 through 6537)
- Systems Supplies Division Sales Manual
- General Services Administration (GSA) Contracts