



TRADE UP FOR NEW AND WATCH YOUR  
**SAVINGS GROW**

*Sun Upgrade Advantage Program unlocks the value trapped in your old IT equipment, so you can get the latest technology for less. Why wait?*

# THE SUN UPGRADE ADVANTAGE PROGRAM – WHAT IT IS, AND WHAT IT MEANS FOR YOU

## GET THE LATEST COST-SAVING, PERFORMANCE-ENHANCING TECHNOLOGY FOR LESS

Maintaining your current computing infrastructure could actually be costing you more than trading up to the latest technology. Now you can get the latest cost-saving, performance-enhancing solutions for less with the Sun Upgrade Advantage Program.

Sun's Upgrade Advantage Program makes it easy to trade in your old Sun or non-Sun equipment and upgrade to the latest Sun products with superior trade-in allowances. You can stay current with advancing technology, without having to start from scratch or scramble for extra budget. Upgrade Advantage lets you refresh your infrastructure to benefit from the greater speed, reliability and efficiency available today.

The Upgrade Advantage program, coupled with award-winning Sun Managed Operations, provides a smart, easy way to keep your computing infrastructure up-to-date and in the black. With Sun Managed Operations, you can leverage comprehensive IT operations monitoring and management solutions that include change management, incident management, performance reporting and inventory management services designed to meet your critical business objectives. This predictive management approach provides you with a structured set of ITIL-based operations management functions to help you maximize application and system availability across your distributed, heterogeneous infrastructure, including storage disk arrays and tape. For more information, visit: [sun.com/service/mgdopservices](http://sun.com/service/mgdopservices)

Sun Interim Operations Management is a short term (3-12 months) customized service providing on-site management of your data

center's IT operations throughout your system and technology refresh process. This service helps you reduce operational risk and accelerate ROI with new Sun technology and solutions. For more information, visit [sun.com/service/managedservices/interimops.html](http://sun.com/service/managedservices/interimops.html)

## WHY YOU NEED THE UPGRADE ADVANTAGE PROGRAM

The Sun Upgrade Advantage Program helps you manage your TCO, by instantly unlocking the cash value trapped inside your ageing equipment and providing you with consolidated, manageable infrastructure to reduce your ongoing expenses. What's more, Upgrade Advantage Program is the best way to manage technology change and respond instantly to the business challenges you face:

**Consolidating** – With tightening budgets, you're being asked to do more with less. You need to decrease the number – and variety – of systems without compromising quality of service. You need to reduce complexity in order to reduce costs and increase reliability and availability.

**Expanding** – You need to increase capacity and service levels without increasing support and maintenance costs. You need to meet short-term demands without creating long-term headaches.

**Right-Sizing** – If you've got excess capacity in one place and not enough in another, you need to reallocate resources without risking service interruptions.

The Sun Upgrade Advantage Program gives you the flexibility and agility to meet these challenges head-on. So why wait? There's no time like the present.

## Benefits

- > Superior upfront trade-in allowances for Sun and non-Sun equipment
- > Protect your investment in legacy technology
- > More purchasing power from your capital budget
- > Optimizing total cost of ownership (TCO)
- > Streamlined administration and service
- > Environmentally safe disposal of old equipment
- > Enhanced purchasing options with leasing solutions
- > Extensive consolidation options

# HOW DOES THE SUN UPGRADE ADVANTAGE PROGRAM WORK?

*Our singular focus ensures best-in-class financial structuring tailored to meet your available budget and your business and technology objectives.*

## THE TECHNOLOGY YOU NEED, WHEN YOU NEED IT

You can trade in your qualified system as soon as you need the latest technology, provided you have owned your equipment for at least 90 days. You needn't wait three or more years while opportunities pass you by. Choose from servers and storage, Solaris™ Linux and Windows™, SPARC® and x64 – Sun's got you covered no matter which way your data center is moving. Once you've selected the right technology for you, pick from our complete range of financing options, designed to match payments to your unique business needs.

## SUPPORTING YOU ALL THE WAY

### Financing

Sun Microsystems Global Financial Services provides turnkey financing options that complete the total Sun solution. Our singular focus ensures best-in-class financial structuring tailored to meet your available budget and your business and technology objectives. Powerful leasing options are an integral part of the total Sun solution. For complete leasing information, visit [sun.com/sales/leasing/index.html](http://sun.com/sales/leasing/index.html)

### Services

Support your new technology with Sun services. From our award-winning online tools, to mission-critical services, we offer a coverage plan to suit you. Upgrade your level of service coverage at the time of purchase, and you'll make big savings. Sun's services experts, teaming with Sun partners, put technology and our proven services methodology to work for you. For more information on Sun migration services, visit [sun.com/service/datacenter/applicationmigration.html](http://sun.com/service/datacenter/applicationmigration.html). For more information on our extended warranties, visit [sun.com/service/warrantiescontracts/index.html](http://sun.com/service/warrantiescontracts/index.html)

We also offer site-based support that enables Sun to respond quickly to problems that arise while delivering a range of services that can help avoid trouble and optimize system performance. Moreover, we can provide support for your heterogeneous infrastructure, from the network through the applications layer. You get a single point of accountability for your systems, storage, mainframe support, and maintenance issues, and one consistent, well-defined service level agreement that meets your business needs and reduces variations in support. For more information, visit: [sun.com/service/managedservices/sitesupport.html](http://sun.com/service/managedservices/sitesupport.html) and [sun.com/service/mvs/](http://sun.com/service/mvs/)

## Trading Up with Upgrade Advantage is Fast and Easy

1. **DETERMINE** – Which systems or components do you wish to trade-in? Consider consolidating your entire IT environment – servers and storage. Check [sun.com/ibb](http://sun.com/ibb) for a full list of qualified systems

2. **CALCULATE** – Go to [sun.com/ibb/calculator](http://sun.com/ibb/calculator) to calculate your trade-in allowance. Your allowance is the percentage off the list price of your new equipment and is subject to confirmation by Sun

3. **PURCHASE** – Contact your Sun sales representative for a quote. Your trade-in allowance will be deducted from the list price of the new equipment, along with any qualified discounts. The savings are immediate – there's no waiting for a rebate

4. **RETURN** – Prepare your trade-in for shipping within 90 days of your new Sun product's shipment date. You can run both new and old systems together for up to three months, which helps minimize or eliminate downtime. Sun takes care of shipping from your dock to our warehouse. For more details visit: <http://www.sun.com/ibb/returns/>

# TRADE UP TO COST SAVINGS AND PERFORMANCE TODAY

*The Upgrade Advantage Program is simple and transparent – exactly how it should be. To help you plan effectively and understand exactly what we'll deliver, please familiarize yourself with the conditions and processes we'll follow after your application.*

## UPGRADE ADVANTAGE PROGRAM (UAP) TERMS AND CONDITIONS

- > Trade-in allowances may be combined with your volume end user discount.
- > Sun Remanufactured Equipment is not eligible for Upgrade Advantage.
- > Sun Remanufactured Equipment may be traded for new Sun systems following the rules for Upgrade Advantage standard allowances.
- > Sun reserves the right to change or modify upgrade offers at any time.
- > UAP may or may not be combined with other Programs/Promotions. Please contact Sun to verify eligibility.
- > The UAP program maybe be subject to configuration requirements, contact Sun to make sure your new system configuration meets these requirements.
- > To qualify for the Upgrade Advantage Program, the following conditions must be met:
  1. Returned equipment must have been in use for a minimum of 90 days at your site.
  2. Equipment you return must be configured as when it was installed and in productive use as of the date the purchase agreement was signed.

## RETURNING TRADED SYSTEMS

- > Your returned equipment must be available for pickup within 90 days of your new equipment shipping.
- > Returned equipment must be in good working order when we collect it from you.
- > You are responsible for disconnecting and preparing returned equipment for pickup.
- > You are responsible for removing alterations and data from returned equipment.
- > All items such as cables, logic manuals, and power cords should be packed with the returned equipment.
- > All orders are subject to review and acceptance by Sun Microsystems.
- > We will not return equipment that is shipped to us outside the 90-day return period.
- > If the trade-in equipment is not returned within 90 days, then you agree to pay promptly the full amount of any upgrade allowance back to us upon receipt of invoice for the trade-in amount.
- > We will invoice for the allowance amount if the equipment is not shipped within the 90 days unless an extension is obtained before the 90-day period is over.
- > Sun, in its sole discretion, will determine which equipment is eligible to qualify under the Upgrade Advantage Program or another upgrade offer from Sun.

*If you have any questions, or for more information, contact your Sun sales representative or authorized Sun reseller. For additional details, please visit us on the web at: [sun.com/ibb/uap](http://sun.com/ibb/uap)*