

# IBM

IBM Service/Product	Updated 03/13/09	Council
Communication marketing promotions and internal/external communications. Marketing collateral, enablement, internal/external communications. Marketing collateral and other enablement materials to support seller readiness. This includes design and content creation for collateral (customer reference material, e.g., case studies) white papers, executive briefs, data sheet, solution briefs, brochure product guides, publications (e.g., magazines), flyers and tri-folds, and also additional enablement assets such as client sales presentations, competitive support materials, sales proposal content and sales readiness materials. Also includes internal and external communications including non-marketing text/content development, non-PR presentation content and design, non-PR speech writing, and art/graphic design.		Marketing Communications
Capacitors, magnetics, fiber optics, actives, resistors, crystal/oscillators, relays, switches, and microphones.		AOP Logic
Procurement / commodity market and industry research		Business Services
Business insurance services		Business Services
Hazardous waste disposal and transportation		FS&OS
Environmental test services		FS&OS
Regulated utilities		FS&OS
Clean room consumable supplies		FS&OS
Laboratory/medical supplies		FS&OS
Clean room garments and uniforms		FS&OS
Clean room laundry services		FS&OS
Confidential waste disposal		FS&OS
Office supplies		FS&OS
Security equipment		FS&OS
Security services		FS&OS
Architects and engineers and construction managers for mission critical large construction projects, i.e., data center design and build.		FS&OS
Wafers: 200MM and 300MM bulk and silicon on insulator (SOI) wafers used during semiconductor device manufacturing.		Technology Group
Finished Masks: Quartz plate which contains an image necessary to manufacture one level of microchip on a silicon wafer.		Technology Group
Carriers: Organic or ceramic multi-layer devices which primarily function as an interconnect between the device (chip) and the printed circuit board.		Technology Group
Custom power supplies and required goods and services including customer power supply services and manufacturing capabilities.		Platform
Interconnect devices consisting of cables and connectors including qualification, design, and manufacturing capabilities.		Platform
Custom cooling devices including fans, heatsinks, MRU's and required goods and services (custom cooling design services and manufacturing capabilities).		Platform
Software with IP ownership		Software
Spare Parts for IBM's <i>Service Parts Organization</i> across one or more Brands (IBM and OEM) and or commodities. Spare parts services and processes that include but not limited to Emergency Order support, Warranty <i>redemption</i> , Direct Returns, Depot Repair, Field Tools <i>and open market needs</i> . Supplier should have the capability to meet unique <i>Field Replaceable Unit</i> parts Labelling and Packaging requirements. Suppliers should also have adequate Infrastructure, Quality Controls and Technical Capacity to meet the demands of a global spare parts business.		Spare Parts
Hotel properties		Travel
Rental car agencies		Travel
Local and long distance voice and data services for wired lines		Telecom
Cellular, paging, and satellite wireless telephone services		Telecom
Printed Circuit Boards, High End – see table below		PCB

Parameter	Amitron Mfg Capability	Current IBM HE Needs	
Via aspect ration	8:1	17:1 today, moving beyond 20:1	
Signal trace width and space	5 mil / 5 mil	3 mil / 4 mil (today)	
Max PCB size	16.5 x 22.5"	18.1 x 23" (today)	
Printed Circuit Boards – High End			
Global Procurement and Distribution of Commercial IBM Packaging Material to all IBM Plant locations as well as Contract Manufacturers. Competitors must have distribution facilities very near our IBM site locations around the globe and be able to fund the stocking of the parts so that IBM can pull for delivery on short notice (JIT). NCIS Code: 424130			Global Packaging

Attached please find an opportunity. If any clients or other Native enterprises can meet their requirements let me know.

Sincerely,

***Scott Gregory***

Vice President Strategic Growth  
National Center for American Indian Enterprise Development  
953 East Juanita Avenue  
Mesa, AZ 85204

Phone: (480) 545-1298 ext 231  
Fax: (480) 545-4208  
E-mail: [scott.gregory@ncaied.org](mailto:scott.gregory@ncaied.org)  
Web site: [www.ncaied.org](http://www.ncaied.org)

**“We Mean Business for American Indians”**