



IBM Sales Eminence Award

SUSAN CONREY CONGRATS ROBERT!

COLLEEN ARNOLD Congratulations on your well deserved Sales Eminence Award! As Thomas J. Watson said, "Every time we've moved ahead in IBM, it was because someone was willing to take a chance and try something new." You exemplify all that a true leader embodies - willing to take risks, put your heart into the business and create the kind of irresistible experiences and value where the client says, "Yes!, I want to work with IBM." **Thank you for being both a role model and trailblazer.** Your leadership with our clients and within our company is what sets IBM apart and makes us essential. I wish you continued success!

BRUNO DI LEO Congratulations on your Sales Eminence Award! An achievement like this does not happen without total dedication to serving our clients and a true belief in our company. I sincerely thank you for your hard work, commitment and integrity in 2014. **I have no doubt that your success inspires other IBMers to reach even greater heights.**

ERICH CLEMENTI We win in the market when we put our clients first and become essential to their business. You have done exactly that and should take pride in your accomplishment. **My personal thanks for helping IBM show up at its best and for emerging as a role model for all teams to emulate. Congratulations!**



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ROBERT DIRITA,

Thank you for making your 2014 Sales Eminence Award selection. You have chosen the cash award alternative in the amount of \$2,900 USD.

Cash awards will be processed in July-August 2015 by IBM Payroll. Based on your country's payroll processing schedule, payment may vary by up to 60 days.

Cash payments will be processed as a cash award and actual payment will vary based on a number of factors including country, tax liability, and your income tax withholding.

Please keep this transaction reference number for your records: 11600057379427

Thank you,

IBM Global Recognition