

INTERNATIONAL BUSINESS MACHINES CORP
Form 8-K
September 12, 2008

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT PURSUANT TO SECTION 13 OR 15 (d)
OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report: September 12, 2008

(Date of earliest event reported)

INTERNATIONAL BUSINESS MACHINES
CORPORATION

(Exact name of registrant as specified in its charter)

New York
(State of Incorporation)

1-2360
(Commission File Number)

13-0871985
(IRS employer Identification No.)

ARMONK, NEW YORK
(Address of principal executive offices)

10504
(Zip Code)

914-499-1900

(Registrant's telephone number)

Edgar Filing: INTERNATIONAL BUSINESS MACHINES CORP - Form 8-K

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

 - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

 - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

 - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
-

Item 7.01 (Regulation FD Disclosure)

Attachment I of this Form 8-K contains information that is being posted on IBM's Investor Relations website (www.ibm.com/investor/). All of the information in Attachment I is hereby furnished.

IBM's web site (www.ibm.com) contains a significant amount of information about IBM, including financial and other information for investors (www.ibm.com/investor/). IBM encourages investors to visit its various web sites from time to time, as information is updated and new information is posted.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, hereunto duly authorized.

Date: September 12, 2008

By: /s/ James J. Kavanaugh
James J. Kavanaugh
Vice President and
Controller

IBM to make changes in the presentation of Global Services signings in 2009

September 12, 2008

IBM has historically presented signings and backlog using rates that approximate constant currency. In the first quarter 2008, IBM began reporting Global Services signings at actual currency rates, in addition to constant currency rates.

Beginning in the first quarter of 2009, IBM will focus its metrics for signings and backlog using actual currency rates. Specifically, IBM will present signings at actual rates, year-to-year signings growth at both actual rates and at constant currency rates, and backlog at actual rates. With this change, IBM will no longer provide signings dollars at approximated constant currency rates, or backlog at approximated constant currency rates. This approach for signings will be consistent with the way in which IBM reports revenue.

To provide investors with historical perspective, IBM is providing signings at actual rates for 2006 and 2007. (Schedule 1) Estimated backlog at actual rates will be provided in a future communication.

Schedule 1: 2007 and 2006 Signings at actual rates

| Global Services Signings (\$M) | 4Q 2007 | 3Q 2007 | 2Q 2007 | 1Q 2007 |
|--|----------------|----------------|----------------|----------------|
| <u>Global Services Signings @ actual</u> | \$ 18,036 | \$ 13,246 | \$ 13,110 | \$ 11,902 |
| Global Business Services Short Term | \$ 4,521 | \$ 3,360 | \$ 3,568 | \$ 3,645 |
| Global Technology Services Short Term | \$ 3,334 | \$ 2,017 | \$ 2,334 | \$ 2,091 |
| Global Business Services Long Term | \$ 2,247 | \$ 1,695 | \$ 1,988 | \$ 917 |
| Global Technology Services Long Term | \$ 7,934 | \$ 6,174 | \$ 5,220 | \$ 5,248 |

| Global Services Signings (\$M) | 4Q 2006 | 3Q 2006 | 2Q 2006 | 1Q 2006 |
|--|----------------|----------------|----------------|----------------|
| <u>Global Services Signings @ actual</u> | \$ 20,047 | \$ 11,108 | \$ 10,257 | \$ 12,004 |
| Global Business Services Short Term | \$ 3,934 | \$ 3,447 | \$ 3,290 | \$ 3,115 |
| Global Technology Services Short Term | \$ 2,864 | \$ 2,079 | \$ 2,091 | \$ 1,959 |
| Global Business Services Long Term | \$ 4,325 | \$ 909 | \$ 1,154 | \$ 1,152 |
| Global Technology Services Long Term | \$ 8,924 | \$ 4,672 | \$ 3,722 | \$ 5,779 |