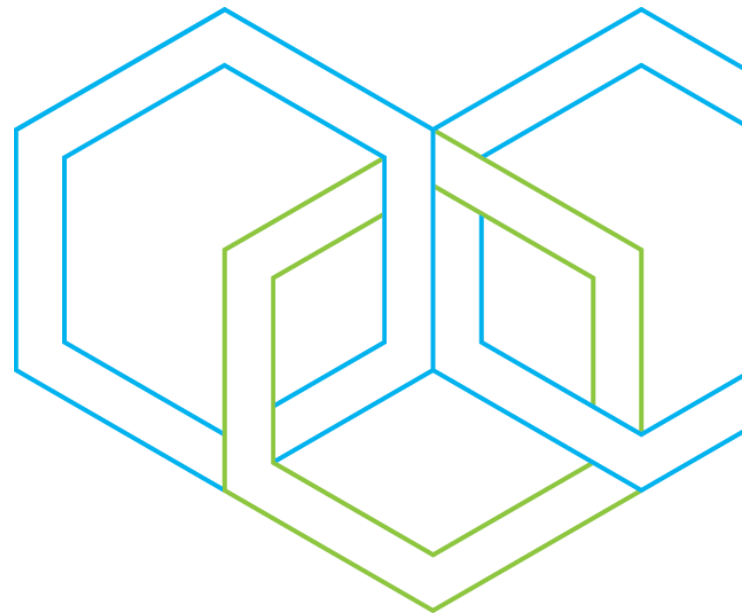


# IBM Systems partnerski programi



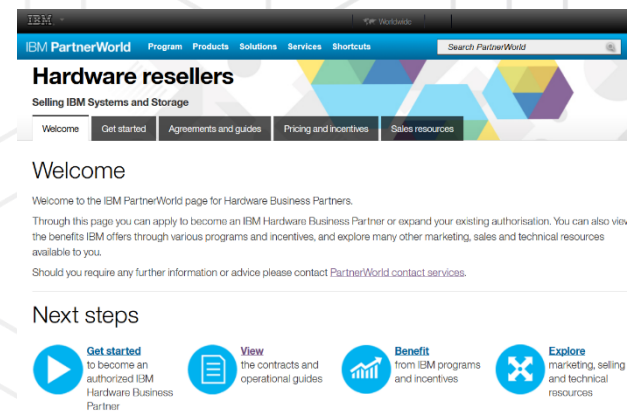
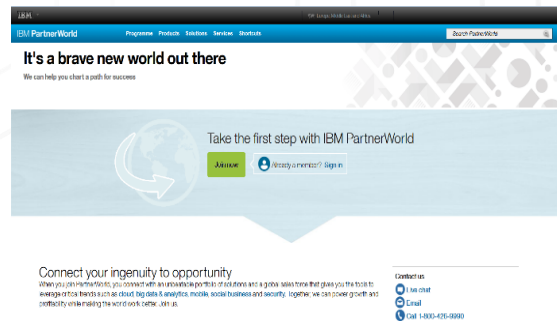
# Getting started

- Join IBM PartnerWorld @

<http://www.ibm.com/partnerworld/>

- Become an authorized IBM HW BP

- Sign IBM HW Business Partner Agreement
- IBM Systems Hardware Certification Requirements



IBM product certification requirements

► Power Systems

▾ Storage

Storage

Product group <sup>1</sup>	Product group certification requirements
Category S1	• None
Category S2	• None
Category S3	<ul style="list-style-type: none"> <li>• 1 S3 Sales certification</li> <li>• 1 S3 Technical Certification</li> </ul>

▾ Storage

Storage

Certification description <sup>1</sup>	PartnerWorld certification code	Test numbers <sup>1</sup>	Expiry date <sup>2</sup>
<b>S3 Sales Certification</b>			
• IBM Certified Specialist - Enterprise Storage Sales V5	23001114	C9020-567	
• <a href="#">IBM Certified Specialist - New Workloads Sales V1</a>	C0000700	C9020-667	
• <a href="#">IBM Certified Specialist - Traditional Workloads Sales V1</a>	C0000600	C9020-660	
• <a href="#">IBM Certified Specialist - Traditional Workloads Sales V2</a>	C0001200	C1000-016	
• <a href="#">IBM Certified Specialist - New Workloads Sales V2</a>	C0001300	C1000-020	
<b>S3 Technical Certification</b>			
• IBM Certified Specialist - Enterprise Storage Technical Support V5	23003305	C9020-568	
• <a href="#">IBM Certified Specialist - Storage Technical V1</a>	23003306	C9020-668	

# PGI - Performance Growth Incentive

- Preferred VAD
- One-time registration
- Q targets
  - brand
  - sub-brand
  - skills/certificate
- Benefits of achieved targets:
  - Quarterly rebate based on revenue achievement.
  - Education and Certification Vouchers
  - Achieve growth targets and progress toward the skills and revenue
  - A series of skills targets and revenue growth targets each quarter.

[https://www.youtube.com/watch?v=7YxzPR5P\\_JM&t=86s](https://www.youtube.com/watch?v=7YxzPR5P_JM&t=86s)

**Storage**

**Non-competency**

Revenue	Earnings for Non-competency %
any	0.50

**Specialist**

Revenue	Earnings for Specialist %
any	1.50

**Expert**

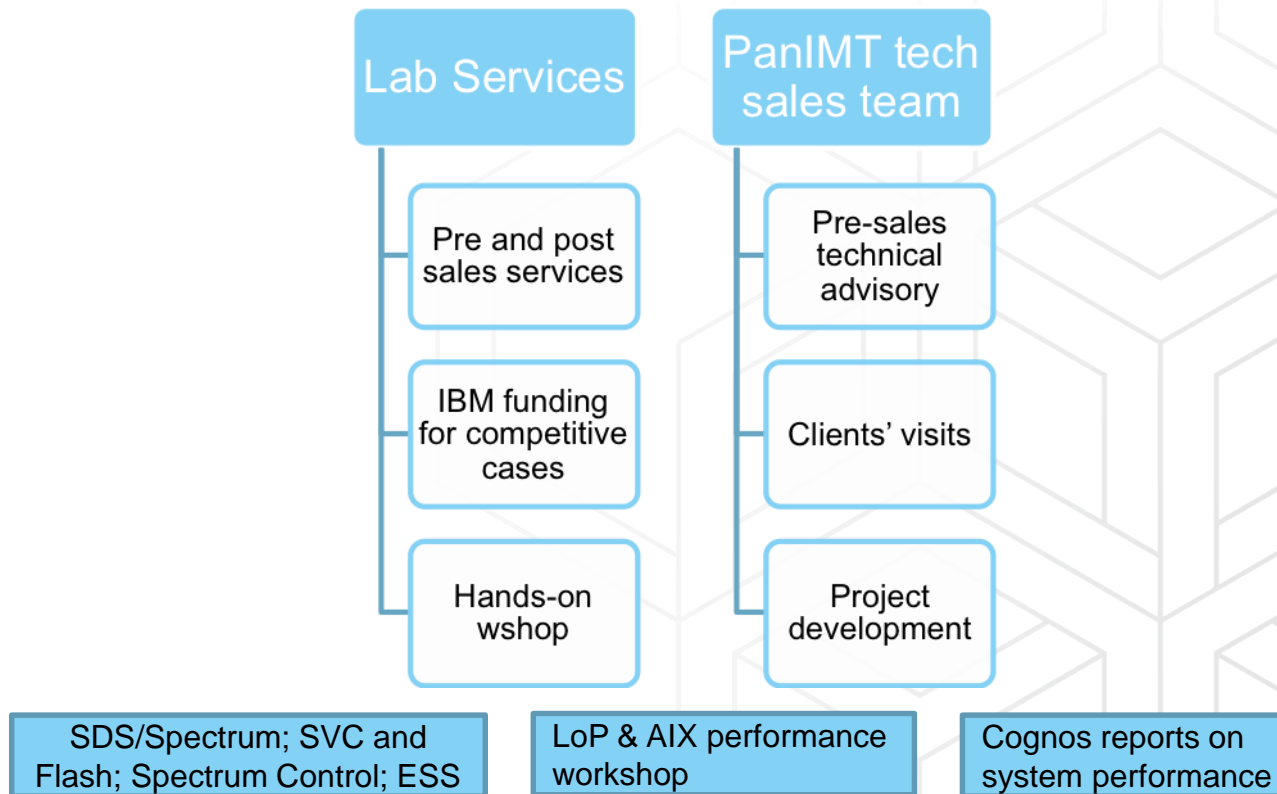
Revenue	Earnings for Expert %
any	2.50

# Vouchers for Education and Certification with IBM

- <http://bit.ly/IBMBPVoucherOfferings>
- Test vouchers for IBM certification
  - Sales or Technical
  - Pearson VUE
  - 100% discount
- IBM systems Education/CLASS vouchers
  - IBM Systems Technical Events
  - IBM Systems Technical Trainings Lab Services
  - IBM WW conferences
  - 80% discount



# Learn on the job with IBM



# Education benefits – Know Your IBM (KYI)

KYI is a global offering designed to reward Business Partners for completing training that will enhance their IBM product knowledge and help maximize their selling expertise.



## Membership

Membership is offered in three tiers – Blue, Silver and Gold. Each one rewards Business Partners individually not only with exclusive benefits and promotions, but also the chance to earn and accrue KYI Points that can be redeemed for a wide range of exciting merchandise.

[→ Access KYI portal](#)



## Learn & Earn

KYI points are awarded for undertaking Learning Activities through Partner World University

[→ PartnerWorld University](#)



## Certifications

Points can also be earned by achieving a passing mark for eligible Certifications listed on the KYI website.

[→ Explore certifications](#)

<https://www.youtube.com/watch?v=uZLYsydr3jw&feature=youtu.be>



## NEW Systems DDE-demo program for 2018

The **IBM Systems Hardware Demonstration Program** is designed to enable IBM Business Partners to invest in IBM Hardware and associated System Software Products for the purposes of demonstration to potential users, development, testing and training purposes. Also BGF-funds can be used for these purchases.



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(instead of 25%)

**- only available till Dec.31<sup>st</sup> 2018!**

PLET: [ZWEP7244NEPEN](#)

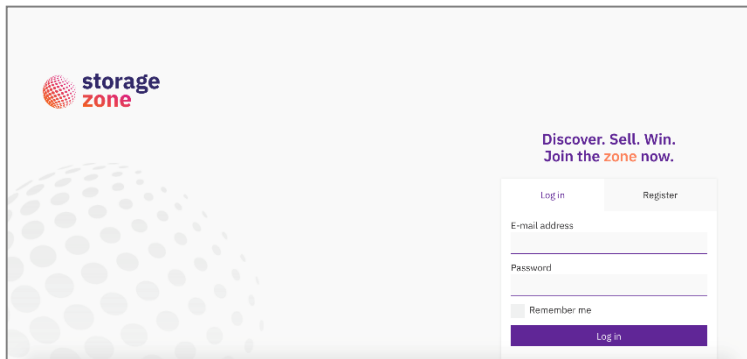


Flashsystem 9100

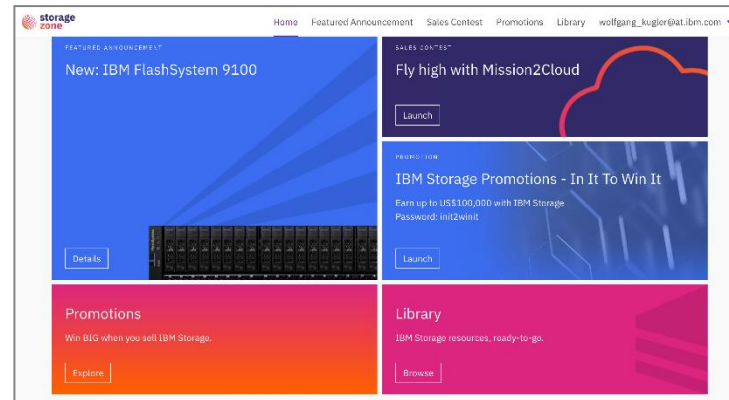
Products acquired under this Program are subject to the terms and conditions of this Exhibit along with the terms of the IBM Business Partner Agreement or the IBM Embedded Solutions Agreement, as applicable.

<https://www-356.ibm.com/partnerworld/wps/servlet/ContentHandler/exhibits>

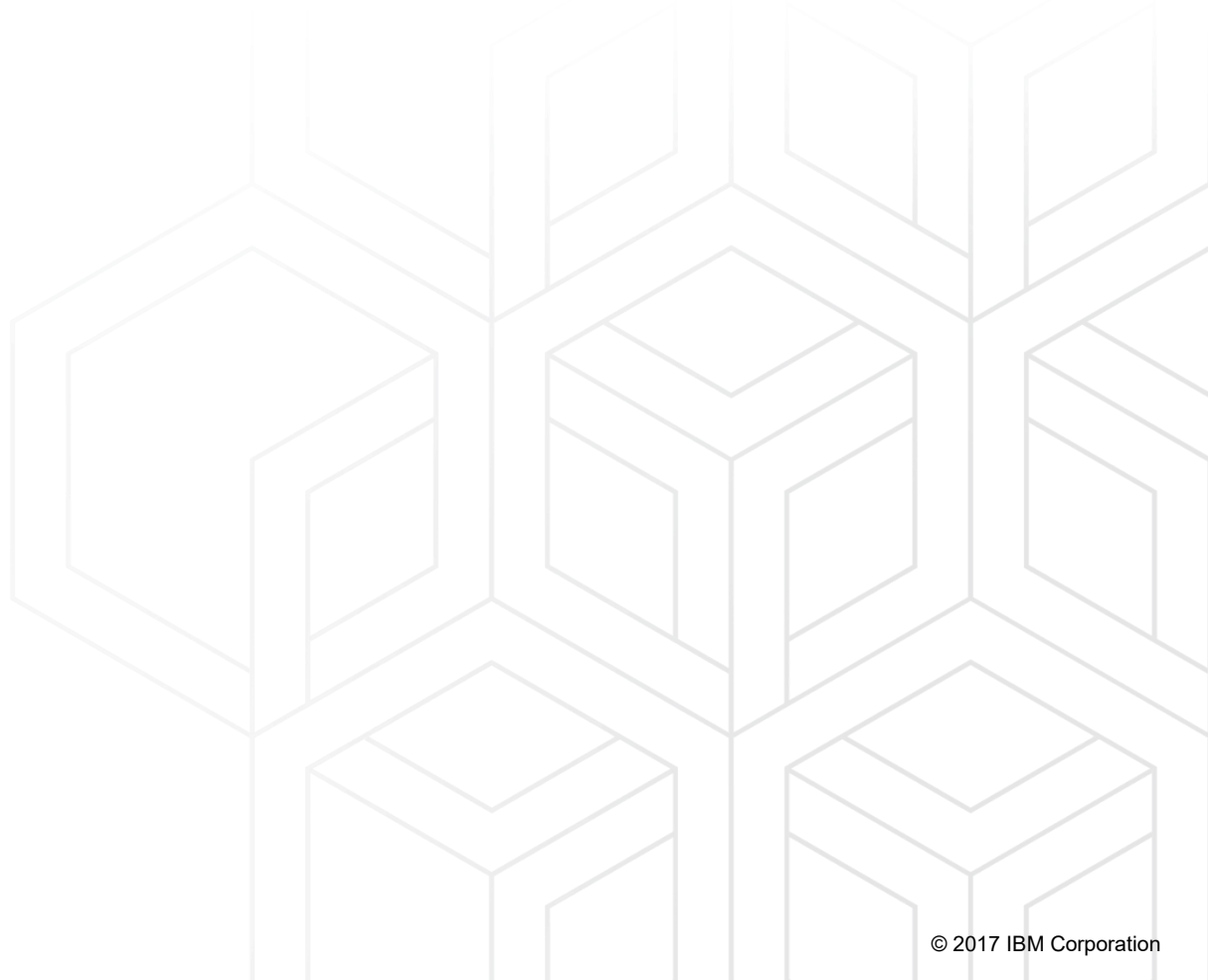
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# Questions?



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