

IBM Value Package

Gain additional benefits beyond your PartnerWorld membership



Highlights

- Provides easy and convenient access to IBM software
- Enables you to gain training and certifications at a lower cost
- Offers presales and predeployment support when you need it

When you join PartnerWorld® and team with IBM, you gain access to a world of resources and benefits that span marketing, selling, technical benefits and training. With these resources in hand, you can confidently grow your business and satisfy client requirements for innovative, end-to-end solutions. Whether you are a new or existing Business Partner, you may be interested in additional savings and opportunities for your business that go beyond the standard PartnerWorld membership.

The IBM Value Package is a 12-month subscription that delivers a comprehensive set of benefits, including access to IBM software, technical training and certification reimbursement, and technical support that can be used before you sell and deploy the software—all at one price. With these benefits, you can offset costs while improving skills and gaining access to the software and support you need to bring your products and solutions to market. And by staying up to date with skills and certifications, the Value Package benefits can help you to qualify for and maintain Software Value Plus (SVP) authorizations, adding value for our mutual clients.

The IBM Value Package is available to Business Partners at all membership levels, from Member to Advanced to Premier, and Value Package benefits are tiered by membership level. As you move up the membership levels in PartnerWorld, the level of benefits provided will automatically increase—at no additional cost to you.



Easy and convenient access to IBM software

Want an edge to help close more software sales? The Value Package gives you access to a comprehensive list of IBM software via the IBM Software Access Catalog. With multiple languages and current versions available, you can use the software for:

- Customer demonstration
- Evaluation
- Development and testing of commercial solutions
- Internal training to help boost your skills
- Internal Run Your Business use (for select software only, usage limitations apply)¹

Training and certifications at a lower cost

Technical training and education is always a good way to build skills and gain recognition in the marketplace. Getting IBM to pay for it is even better. With the benefit of the “We Pay” reimbursement in our Value Package, you can offset the costs of select technical training and certification testing. Our popular “We Pay” programs include:

- You Pass, We Pay—reimburses some or all tuition and test fees when an eligible IBM certification is achieved
- You Test, We Pay—reimburses fees for passed tests for eligible IBM certifications

Additionally, you can request vouchers to take an IBM software or industry sales mastery test at no extra charge. This can help you gain the skills for PartnerWorld® membership level attainment and participation in IBM software incentive programs. The number of vouchers per company is based on your membership level.

Get help when you need it

Presales and pre-deployment situations can be challenging. With our Value Package, you have peace of mind knowing our technical support is available to you when you need it. Our technical support includes:

- Installation support
- Integrating your solutions with IBM software
- Application development
- Ability to open Problem Management Records (PMRs)



New to PartnerWorld or renewing your subscription?

Discounts apply for new Business Partners who have been PartnerWorld participants for less than six months. For current subscribers, it pays to renew before expiration: Not only will your Value Package benefits continue uninterrupted, but you will also receive a discount on the subscription price. Thirty days before the IBM Value Package benefit is ready to expire, you will receive an email with instructions for renewal. Renew and continue to benefit from the unlimited access to software, education reimbursements and support you want to help build your skills, bring your products to market and achieve your business goals.

For more information

To learn more about the Value Package, please contact PartnerWorld at ibm.com/partnerworld/contact or visit the website: ibm.com/partnerworld/valuepack



© Copyright IBM Corporation 2011

IBM Corporation
Software Group
Route 100
Somers, NY 10589
USA

Produced in the United States of America
January 2011
All Rights Reserved

IBM, the IBM logo, ibm.com and PartnerWorld are trademarks of International Business Machines Corporation in the United States, other countries or both. If these and other IBM trademarked terms are marked on their first occurrence in this information with a trademark symbol (® or ™), these symbols indicate U.S. registered or common law trademarks owned by IBM at the time this information was published. Such trademarks may also be registered or common law trademarks in other countries. A current list of IBM trademarks is available on the web at "Copyright and trademark information" at ibm.com/legal/copytrade.shtml

Other company, product or service names may be trademarks or service marks of others.

¹ The number of licenses provided for Run Your Business are tiered by PartnerWorld membership level.



Please Recycle
