

2012

IBM Systems Technical Conference Calendar for Business Partners

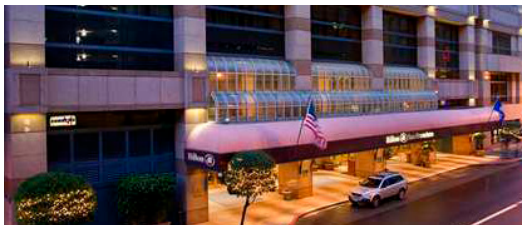


Get up-to-date on the latest IBM technologies at IBM Technical Conferences

ibm.com/systems/services/conferenceseries

As an *IBM® Business Partner*, you and your customers can take advantage of technical training to build your personal portfolio. Get a deep dive into the latest product announcements, meet with product experts and attend hands-on demos, labs and technical sessions. Take advantage of discounted certification testing at most events.

SAN FRANCISCO, CALIFORNIA



Hilton San Francisco, Union Square

IBM Technical World for Smarter Computing, featuring Cloud, Power Systems and System z
ibm.com/partnerworld/conf/technicalworld

April 16 – 19

New in 2012: The inaugural IBM Technical World for Smarter Computing will host the new IBMSmartCloud Symposium, IBM Power Systems Technical Symposium and IBM System z Technical Symposium. Over four days, attendees can get an in-depth look into the transformation of IT infrastructures needed to meet the demands of a smarter planet. Enroll in this event and attend sessions at all symposium events for the price of one!

New! IBMSmartCloud
ibm.com/partnerworld/conf/smartcloud

April 16 – 19

IBM Power Systems Technical Symposium
ibm.com/partnerworld/symposium/power

April 16 – 19

IBM System z Technical Symposium
ibm.com/partnerworld/symposium/systemz

April 16 – 19

ORLANDO, FLORIDA



Hilton Orlando Bonnett Creek

IBM System Storage Technical University at IBM Edge2012
ibm.com/partnerworld/conf/stor

June 4 – 8

This 4.5-day event, also referred to as Technical Edge, will be part of IBM Edge 2012. The agenda has been expanded and the event is offered at a lower tuition price. Catch up on the most up-to-date technical content for storage systems.

Executive Edge at IBM Edge2012
ibm.com/executive-edge

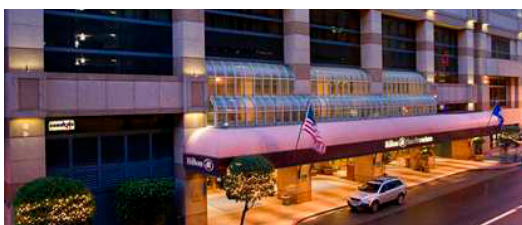
June 4 – 5

This 2-day event, targeted to Business Partner executives with accompanied clients, will bring together innovative IBM technologies, world class training, compelling client success stories and best practices and leading industry experts.



Waldorf Astoria Orlando

SAN FRANCISCO, CALIFORNIA



Hilton San Francisco, Union Square

IBM System x Technical University
ibm.com/partnerworld/conf/systemx

July 16 – 20

Stay ahead of the curve on cloud, virtualization, networking and system software for the x86 environment, learn about the efficiencies of the new IBM eX5 portfolio and dramatic server consolidation successes.



LAS VEGAS, NV



Caesars Palace

IBM System z Technical University

October 1 – 5

ibm.com/partnerworld/conf/systemz

Attend and immerse yourself in 4.5 days of IBM innovations, featuring IBM z/OS®, Linux, IBM zEnterprise™, IBM IMS™, IBM CICS®, IBM z/VSE®, IBM z/VM®, and a new software track covering IBM DB2, Smarter Analytics, Java and more.

IBM Power Systems Technical University

October 29 – November 2

ibm.com/partnerworld/conf/power

Hear the latest IBM POWER7® enhancements for IBM AIX®, IBM System i® and Linux environments, plus best practices, server optimization, and system administration insights and more at this 4.5-day premiere technical event.

2012 conference savings options for IBM Business Partners

Many savings options are available to IBM Business Partners. To learn more about the IBM PartnerRewards education vouchers mentioned below, visit ibm.com/training/partner/rewards. To learn about other savings options, visit ibm.com/training/us/conf/systemsavings

IBM Business Partner pricing options

IBM PartnerRewards* education vouchers

IBM Business Partner early bird discount available until 30 days prior to the event

IBM Business Partner pricing after early bird pricing expires

IBM Business Partner certification testing Business Partners with a PartnerReward test voucher can test for free – one voucher per test.

Technical World/ Symposium

Non-discounted tuition: **\$1,995**

Voucher

\$ 1,495

\$ 1,755

\$ 100

IBM Edge2012/ Storage Tech University

Non-discounted tuition: **\$2,295**

Voucher + \$450

\$ 1,850

\$ 2,020

\$ 100

University

Non-discounted tuition: **\$2,495**

Voucher + \$500

\$ 1,871

\$ 2,195

\$ 100

*The IBM PartnerRewards Program for Education rewards eligible IBM Systems and Technology Group Business Partners with education vouchers and certification testing vouchers for their commitment to IBM. Exceptions: If you are enrolled in pre-conference classes, and pay with another voucher, the co-pay is waived. If four Business Partners from one company attend, the co-pay is waived for all.

For questions in your area of interest,
please contact the following team members.

IBM PartnerRewards and IBM Training
Celeste Tesoro at ctesoro@us.ibm.com

**IBM Technical World for Smarter Computing, Power Systems
and IBM System x events**
Connie Wiles at wiles@us.ibm.com

IBM System z, IBM System Storage and Edge2012 events
Donna Hiland at dhiland@us.ibm.com



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IBM Symposia and Universities have proven to be an extraordinary opportunity to showcase new IBM Business Partner solutions. The Solution Center offers solution providers a face-to-face opportunity with customers and IBMers, as well as great networking opportunities with other solution providers. **For details, contact Michael Parris at mrparri@us.ibm.com.**

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