

From the web link below, choose **Member sign in** (from the right side).

http://www-1.ibm.com/partnerworld/pwhome.nsf/weblook/index_us.html

The screenshot shows the IBM PartnerWorld website homepage. At the top, there is a navigation bar with the IBM logo, a language selector for "United States", and a "Terms of use" link. Below this is a search bar with "PartnerWorld" entered and a "Search" button. A secondary navigation bar includes links for "Home", "Products", "Services & industry solutions", "Support & downloads", and "My IBM".

The main content area features a large banner with the text "Put the power of IBM behind your business" and "Welcome Business Partners". To the left of the banner is a vertical menu with links: "IBM PartnerWorld", "Why join?", "Benefits and resources", "Membership levels", "IBM strategies", "Events", "News", and "Contact PartnerWorld".

Below the banner, there are several sections:

- Why join PartnerWorld?**: A section with a sub-header and a paragraph: "Gain access to the best solutions, offerings, and skills to help you win in the marketplace." It includes a bulleted list of benefits: "Quick and easy Web access to valuable IBM benefits and resources", "Competitive advantage in industries, services and solutions", "Increased opportunity to generate awareness and leads", and "Teaming for success to deliver the expertise to meet client needs". A "Learn more" link is provided.
- Membership**: A section with a sub-header and three links: "Join PartnerWorld", "Member sign in", and "Forgot your password?". A "Need assistance?" link is also present.
- Work with Business Partners**: A section with a sub-header and two links: "Find a Business Partner" and "Find a solution".
- Executive corner**: A section featuring a profile of Ravi Marwaha, with the text "Collaboration and connections made at PartnerWorld 2007".
- Feature event**: A section for the "IBM Rational Software Development Conference 2007" (June 10-14, 2007 | Orlando, FL), with a "Learn more" link.
- Industries**: A section with a sub-header and a "Learn more" link.
- SMB**: A section with a sub-header and a "Learn more" link.
- News and announcements**: A section with a sub-header and three news items: "IBM helps clients upgrade to green technologies", "nyjournalnews: Big Blue bestows 'Fellow' title on top thinkers", and "VARBusiness: Palmisano to Business Partners: Drive mid-market business". A "More news" link is provided.

At the bottom right, there are two small promotional images: one for a "\$100K Business Partner challenge" and another for "PartnerWorld Express Advantage - SMB".

Enter your **IBM ID** and **Password** from the following screen and then **Submit**.

IBM® United States [change] Terms of use

Home | Products | Services & industry solutions | Support & downloads | My IBM

Sign in

My IBM registration
Help and FAQ

Please enter your IBM ID and Password in the sign in area below. If you are not currently registered with our site please [register now](#).

IBM ID:

Password:

[→ Forgot your IBM ID?](#)
[→ Forgot your password?](#)
[→ Change password](#)

From the following screen choose **Update your profile** (from the right side).

The screenshot shows the IBM PartnerWorld website. At the top, there is a navigation bar with the IBM logo, a search bar, and links for "United States [change]" and "Terms of use". Below the navigation bar is a secondary menu with links for "Home", "Products", "Services & solutions", "Support & downloads", and "My account".

The main content area is titled "PartnerWorld®" and features several sections:

- Marketing**: A section with a photo of a person and the text "2007 Rational SW Development Conference Experience why Business Partners and customers keep coming back. Join us for Business Partner Day and other exclusive activities."
- 2007 marketing programs**: A section with a photo of a person and the text "Learn how to leverage cross-IBM marketing programs, based on client needs and tiered by audience, to market and sell more effectively."
- IBM Express Advantage**: A section with a photo of a person and the text "Simple solutions to tough problems, priced and designed for medium-sized businesses, customized to meet your client's unique needs."

Below these sections is a table of shortcuts:

Product shortcuts	Business shortcuts	Technical shortcuts
<ul style="list-style-type: none">• Downloads and CDs• Hardware discounts/leases• Information Management• Lotus• Systems Sales• BP Library• Global Services• Announcement letters	<ul style="list-style-type: none">• Industry networks• Value Package and Options• Small and Medium Business information• Co-marketing opportunities• LIA/BP reports• iSeries and pSeries order status• Campaign Designer• Business Partner Support Organization	<ul style="list-style-type: none">• Virtual Innovation Center• Software trials and betas• Techline• Software support knowledgebase• Technical validations• Develop and port• Configurators• IBM Redbooks

Below the table are links: "→ Update my shortcuts" and "→ More shortcuts".

Below the table is a section titled "News and announcements" with a list of items:

- 3 steps to quick sales: Express Track from PartnerWorld
- Now available—Inside the mid-market: A 2007 perspective
- New Business Partner relationship strengthens value networks
- Now on demand! Service Oriented Architecture (SOA) Webcasts

→ More news...

Below this is a section titled "Spotlight" with a list of items:

- Highlight your Success through the IBM Client Reference Program
- PartnerWorld Industry Networks benefits overview
- Recipes for marketing success—Express Seller Cookbook

→ More articles...

On the right side of the page, there is a "Welcome" section with the name "iregid OrAnGe" and links: "→ Update your profile", "→ Frequently asked questions", "→ Find and team with Business Partners", and "→ Find a solution".

Below this is a "Select a country/region" section with a dropdown menu and a "Go" button.

Below that is a "Product resources" section with a dropdown menu and a "Go" button.

Below that is an "Executive corner" section featuring a photo of Walter H. Donaldson, Jr. and the text "IBM Software - The fast lane to ROI".

At the bottom right, there are four small promotional tiles:

- Software
- Find Linux benefits and support
- IGS relaunches Principles of Engagement
- Take the \$100K Business Partner challenge

From the following screen choose either **Update your Company profile** or **Update your personal profile** (depending upon your desired changes needed).

IBM Country/region [select] | Terms of use

PartnerWorld [dropdown] [input] [Search]

Home | Products | Services & solutions | Support & downloads | My account

IBM PartnerWorld > PartnerWorld program >

Update your profile

An up-to-date profile is key to maintaining your access to PartnerWorld resources. Qualification for entitlement is based on the characteristics of your company's relationship with IBM such as contracts, country, PartnerWorld membership level, certifications, skills and solutions.

Update your Company profile

- [Update your company profile](#)
Only the Primary Relationship Contact (PRC) or Authorized Profile Administrators (APAs) can update company information. They can also add or update employee information.
- Add new employees**
As an Authorized Profile Administrator, you can add new employees to your company's membership so they can access benefits. Add their IBM ID to their profile so they can access benefits. If an employee requests self-association (see For new employees, below), you can [review and approve](#) their request. If you need help, you can contact [PartnerWorld](#).
- [Update employee access to specific applications](#)
As an Authorized Profile Administrator (APA), you may give users access to additional applications that require individual enablement. **PartnerCommerce** is an example of such an application. Please note that your company might not have any applications in this category.

Update your personal profile

- [Update your employee profile](#)
If you are a Business Partner employee, you can update your information including skills, address, phone, interest areas, etc.

For new employees:
You can add yourself to your company membership to access membership benefits. You will need your company-unique token (16 alphanumeric characters). You can obtain it from your company's Authorized Profile Administrator or [contact PartnerWorld](#).

If you have your token, associate yourself by following these instructions:

- Link to [Add yourself to a location profile](#) in Profiling Tools.
- Enter the company-unique token supplied by the APA into the Company token field.
- Complete the required fields and click Save. For help, see the [PartnerWorld Profiling System \(PPS\) User's Guide](#)

Your APA must approve your association with the company. Once approved, you will receive an email with further information.

Welcome

- [Update your profile](#)
- [Find a Business Partner](#)
- [Find a solution](#)

Select a country/region

Select one [dropdown] [Go]

- PartnerWorld Profiling System Quick Reference
- PartnerWorld Profiling System (PPS) User Guide
- PartnerWorld Contact Services

Proceed to choose either your **Worldwide enterprise**, **Country enterprise**, **Location** or **Employee** profile to update.

IBM United States [change] Terms of use

Home | Products | Services solutions | Support downloads | My account

← PartnerWorld

PartnerWorld Profile

- PartnerWorld Profile
- Worldwide enterprise**
- Country enterprise
- Location
- Employee
- Agreements
- Benefits and relationships
- Add a benefit

Related links

- Contact services
- User manual

Welcome to the PartnerWorld Profiling System

Welcome

Please select an action to perform or a Worldwide, Country Enterprise or Location Profile to view or edit from the links below.

Employee Profile

Update your personal information

Actions requiring attention

[Manage pending agreements](#)

Select profile

Title	Profile Type
IBM (Arlington)	Worldwide enterprise
IBM (Arlington)	Country enterprise
IBM PWSW - NA -Austin (Austin)	Location
Holliday, M. Richard	Employee

Choose Employee profile, then choose **Authorized Independent Training Instructor Program** to apply to teach for a Brand.

The screenshot shows the IBM PartnerWorld interface. At the top, there is a navigation bar with the IBM logo, a search bar, and links for "United States [change]" and "Terms of use". Below this is a secondary navigation bar with links for "Home", "Products", "Services solutions", "Support downloads", and "My account". The main content area is titled "PartnerWorld Profile" and "Employee" for "M. Richard Holliday". It includes a sidebar with navigation options like "PartnerWorld Profile", "Worldwide enterprise", "Country enterprise", "Location", "Employee", "Agreements", "Benefits and relationships", and "Add a benefit". The "Employee" section contains a list of sub-sections: "Employee country of residence", "General information", "Communication preferences", and "Skills and certifications". Below this is an "Employee summary" table with fields for name, country of residence, email address, status, and profile access. At the bottom, there are "Save" and "Save as draft" buttons.

United States [change] | Terms of use

Home | Products | Services solutions | Support downloads | My account

← PartnerWorld PartnerWorld Profile >

Employee
M. Richard Holliday

The fields indicated with an asterisk (*) are required to complete this transaction; other fields are optional. If you do not want to provide us with the required information, please use the "Back" button on your browser to return to the previous page, or close the window or browser session that is displaying this page.

Please complete as many details as possible to get the most appropriate information for your company from PartnerWorld.

Employee summary	
Employee name	M. Richard Holliday
Country of residence	United States
Email address	holliday@us.ibm.com
Status	Active
Profile Access	Authorized Profile Administrator(APA)

[Employee country of residence](#)
[General information](#)
[Communication preferences](#)
[Skills and certifications](#)
[Access roles](#)
[Authorized Independent Training Instructor Program](#)

→ Save → Save as draft

Choose **Add this information**, from the next screen, **Add a new Brand**. Complete the required fields and **Save**.

The screenshot shows the IBM PartnerWorld interface. At the top, there is the IBM logo and navigation links for 'United States [change]' and 'Terms of use'. Below this is a main navigation bar with 'Home', 'Products', 'Services solutions', 'Support downloads', and 'My account'. The left sidebar contains a menu with categories: PartnerWorld Profile, Worldwide enterprise, Country enterprise, Location, Employee (with sub-items: Employee country of residence, General information, Communication preferences, Skills and certifications), Agreements, Benefits and relationships, and Add a benefit. The main content area is titled 'Authorized Independent Training Instructor Program' for 'Harry Armstrong'. It includes a warning about asterisks (*) for required fields and a note to complete as many details as possible. A blue button labeled 'Authorized Independent Training Instructor' is present, with a message stating the area is currently empty and providing instructions to click the button to add information. Below this is a blue button with a right-pointing arrow and the text 'Add this information'. At the bottom of the main content area, there are four buttons: 'Next', 'Save', 'Save as draft', and 'Cancel and exit', each with a right-pointing arrow. The footer contains links for 'About IBM', 'Privacy', and 'Contact'.