

Become a Linux on Power Systems Ambassador

Are you and your customers making the most of Linux on Power Systems?



Deepen your skills and expertise

Better serve your customers by expanding your Linux on Power offerings and becoming a trusted Linux on Power Systems advisor.



Open new doors

Gain the knowledge you need to meet customer needs and drive new business by providing solutions to support new big data, cloud, mobile, social and other key initiatives.



Earn rewards

Complete coursework, demonstrate your proficiency and showcase your success with a publishable customer reference to earn Know Your IBM (KYI) points that you can redeem for a variety of rewards.



Gain recognition

As a Linux on Power Systems Ambassador, you'll be recognized as an expert on Linux on IBM® Power Systems™. You may be invited to participate in activities that help amplify your voice and increase your sphere of influence. Your Ambassador status shows that you are ready to maximize the value of Linux on IBM Power Systems for your customers and your business.

Why Linux on Power Systems?

The world is moving faster than it used to. By running Linux on Power Systems equipped with IBM POWER8™ technology, organizations can boost application performance by approximately 2x compared with x86 commodity servers,¹ deliver innovative services 50x faster and cut deployment time in half.² Simply put, running Linux on Power Systems enables organizations to excel in a fast-paced world.

- **Designed for big data:** Linux on POWER8 can analyze data and deliver insights faster than commodity servers. For example, organizations can achieve 73x better performance running business intelligence solutions on POWER8.³ With faster results, organizations can accelerate innovation and deliver new solutions and services faster than ever before.
- **Superior cloud economics:** Organizations can scale Power Systems to accommodate new and growing workloads while controlling costs. Power Systems offer 58 percent lower hardware acquisition costs⁴ and require 66 percent less infrastructure.⁵ And IBM guarantees 65 percent utilization with Power Systems—superior to the industry average of 30–40 percent with x86 systems.⁶
- **Open innovation platform:** Built as an open innovation platform, Power Systems give organizations the flexibility to capitalize on industry-leading Linux distributions (including Red Hat, SUSE and Ubuntu) and a full range of other open technologies, so they can find the solutions for their unique needs. New POWER8 capabilities make it easier than ever to migrate applications directly from x86 to Power Systems. In fact, 95 percent of applications written in C/C++ port from Linux on x86 to Linux on Power Systems with no source code change, just a simple recompile and test.⁷

ibm.com/partnerworld/systems/power



What is a Linux on Power Systems Ambassador?

IBM created the Linux on Power Systems Ambassador initiative to help IBM Business Partners acquire the expertise to best serve clients. A Linux on Power Systems Ambassador is someone who has attained a high level of skills and knowledge about Linux on Power solutions, and who is empowered to clearly convey the value of these solutions to clients.

Why become a Linux on Power Systems Ambassador?

Greater client value: Developing skills and expertise will help open doors for new opportunities and enable you to achieve a real competitive advantage.

Recognition: You gain recognition within your team and among your clients as an expert on Linux on Power Systems. To celebrate your achievement, you'll receive a personalized plaque from IBM.

Rewards: Earn Know Your IBM (KYI) points*

Score better than 75 percent on the Linux on Power proficiency test	Earn up to \$80 in KYI points
Provide a qualifying client reference that is published for public use	Earn up to \$3,000 in KYI points ⁸
Complete the requirements to become a Linux on Power Systems Ambassador	Earn 500 bonus KYI points (\$125 value) plus a signed IBM certificate

*A KYI point is valued at \$0.25

Additional benefits for Linux on Power Systems Ambassadors could be announced in the future.

How do you become a Linux on Power Systems Ambassador?

- 1. Sign up:** To earn KYI points, make sure you've signed up for the KYI program at ibm.com/partnerworld/knowyouribm
- 2. Learn and test:** Complete the KYI Linux on Power Systems courses and pass the proficiency test. IBM offers extensive resources to help you prepare.
- 3. Implement a solution:** Implement a client solution with any Linux-only Power Systems scale-out servers equipped with IBM POWER8 processors. (See ibm.com/power/hardware for eligible systems.)
- 4. Submit a reference:** Submit an eligible and verified client reference approved for external usage and publication: ibm.com/partnerworld/page/pw_com_mas_client_ref_submit

Who is eligible?

Any individual from any IBM PartnerWorld® member organization that has delivered a client solution built on Linux-only Power Systems scale-out servers equipped with IBM POWER8 processors.

To earn KYI points, you must be registered with the KYI offering. For the requirements for qualifying references and additional terms, see ibm.com/partnerworld/power/linux

The Linux on Power Systems Ambassador initiative runs through February 29, 2016.

Get started

Start on the path to becoming a Linux on Power Systems Ambassador today.

For more information about the Linux on Power Systems Ambassador initiative, visit: ibm.com/partnerworld/power/linux or contact the KYI support team at service@kyirewards.com

¹ Results are based on best published results from Intel Xeon processor E5 v2 and E5 v3 families from multiple hardware vendors versus IBM Power Systems S824 servers with POWER8 processors. Workloads include, for example, ERP-SAP 2-Tier (Users), Java-SPECjEnterprise2010 (EJOPS), SPECint_rate2006 and SPECfp_rate2006. See www.sap.com/benchmark, www.specbench.org/jEnterprise2010/results/ and www.specbench.org/cpu2006/results/.

² Performance based on published SPECjEnterprise2010 results www.spec.org/jEnterprise2010/; IBM Power Systems S824 (24 cores); 2 Intel E5-2697 v2 (24 cores); 1 Oracle T5-2 (32 cores)

³ Projections are based on IBM internal tests as of April 17, 2014, comparing IBM DB2® with BLU Acceleration on IBM Power Systems with a comparably tuned competitor row store database server with an x86 processor executing a materially identical 2.6 TB BI workload in a controlled laboratory environment. The test measured 60 concurrent user report throughput executing identical IBM Cognos® report workloads.

⁴ Capacity based on IBM sizing of typical SPECint_rate landscape and third-party analysis of system utilization. Pricing from www.hp.com. This is an IBM sizing designed to replicate a typical IBM customer workload used in the marketplace. The results are calculated and not an actual customer environment. IBM's internal workload studies are not benchmark applications, nor are they based on any benchmark standard. As such, customer applications, differences in the stack deployed, and other systems variations or conditions may produce different results and may vary based on actual configuration, applications, specific queries and other variables in a production environment. Prices, where applicable, are based on published US list prices for both IBM and competitor.

⁵ Ibid.

⁶ When a Client acquires a POWER8 one- or two-socket server and the Client runs eligible workloads, IBM guarantees the system will perform as warranted with a System Utilization Rate of up to 65 percent. Should the Client not be able to achieve 65 percent system utilization rate, assuming there is sufficient work to drive the machine to 65 percent utilization, IBM will assist with the attainment of 65 percent system utilization rate, at no additional cost. Common x86 utilization levels assessed by third-party analysis.

⁷ Includes C/C++ and other compiled languages. Assumes 16 hours of dedicated time and prior experience with the application code and its dependencies (e.g., language, libraries, web application, database) and that dependencies already ported and installed. Assumes no platform or device-specific dependencies.

⁸ Participants can earn \$2,500 in KYI points for each customer reference published before June 30, 2015, with a maximum of two individual payouts. Participants can earn \$3,000 in KYI points for each customer reference published between July 1 and February 29, 2016, with a maximum of two individual payouts.