

B - BANT

BANT for Value Advantage Plus for Government Sales Opportunities

Budget Authority Need Timeframe (BANT) Criteria Template v1.1

- ◆ A completed BANT form must be attached to each Global Partner Portal opportunity submitted for eligibility for Value Advantage Plus for Government Sales.
- ◆ A thoroughly completed BANT ensures that your Value Advantage Plus for Government Sales opportunity registration can be processed quickly and accurately. **If there is not enough information provided to differentiate your opportunity from another registration, your opportunity will be returned or denied.**
- ◆ Register only validated opportunities, Sales Stage 4 or higher. A validated opportunity is one where you have made at least one sales call and know the customer's Budget, Authority, Need and Timeframe. Marketing campaign and seminar leads are **not** applicable as validated opportunities. For more information, review the PartnerWorld University online courses under 'Sales and Finance' topics.
- ◆ Refer to the Value Advantage Plus for Government Sales Operations Guide for additional details on BANT requirements.
- ◆ Please save your attachment with a document name that includes the opportunity number and account name, e.g., BANT for XYZ Customer 1JF-ABCDE.doc.

Global Partner Portal Opportunity Number:	
Project Name: Also enter the Project Name in the Description Field in Global Partner Portal. Your description should include the appropriate Department and/or office location information for the project.	

If you are working with IBM, include CRM Siebel opportunity number (if known) and/or IBM contact name.

List any other Customer names that might be used for this software purchase. This could include abbreviations, agencies, departments, etc. This information is required to ensure payment as well as for duplicate opportunity check.

PASSPORT: *Your distributor can assist you in determining if the customer has a Passport Advantage contract and advise you of the full legal name and address that appears on the contract.*

Passport Agreement # (5-6 digits); if unknown, leave blank	
Passport Site # (7 digits); if unknown, leave blank	
Check here if customer does not currently have a Passport contract	
What is the Customer Name and Address as it appears on the Passport Contract (either current contract, or contract to be established) under which the licenses will be purchased?	
Reminder: In the Global Partner Portal Opportunity record, the Account Name & Address you enter must match the Customer Name & Address as it appears on their Passport contract.	

The required information about **BUDGET**, **AUTHORITY**, and **TIMEFRAME** should be entered in Global Partner Portal. There is no requirement to enter that information on the BANT form. However, we are looking for additional details on this form regarding **NEED**.

BUDGET:

Approximate the forecasted valued of IBM Software only. Do **NOT** include the value of hardware, renewal licenses or your billable services in this forecasted Software Revenue figure in Global Partner Portal.

AUTHORITY:

Reminder: Include at least one Customer Line-of-Business contact (individuals who have authority to make strategy/technology recommendations for their firms) on the Contacts Tab in the Global Partner Portal opportunity record. First Name, Last Name, Title, Phone and Email are mandatory fields. Procurement and purchasing contacts are not valid executive decision makers.

NEED:

1. **DESCRIBE** the Customer's business issue and the key benefits of the proposed solution using IBM middleware:

2. What is the name of the suggested IBM middleware software Brand Family? List all brand families; include any Passport Part Number(s) and/or FULL descriptive name of IBM middleware being proposed for this solution if available. See IBM Distributed Software Pricebook for Brand Family selection. https://www.ibm.com/partnerworld/mem/pat/pat_ppc_pricebook.html

TIMEFRAME:

Indicate the forecasted Decision Date/Bill Date in Global Partner Portal. This is a mandatory field and should be a minimum of 15 days after the Request Date timestamp.

Italian Public Tender: (This section is to be filed in only if the deal relates to Italy)

Please confirm if this deal is a Public Tender in Italy (Yes / No)

Additional notes

Include your **Value Advantage Plus** for Government Sales Solution ID in the "serial number replaced" field of your Opportunity Registration record.

Refer to the **Value Advantage Plus for Government Sales Operations Guide** for additional details on BANT requirements: <https://www.ibm.com/partnerworld/valueadvantageplus> under the Agreements tab.

¹ A Public Sector End User shall be defined as (i) the government of any country, state, province, city, county, town, territory or other municipality within the Geographic Scope, (ii) any corporation, educational institution or other entity that is owned or controlled by, or subject to the procurement regulations of, any entity in subsection (i) immediately above and (iii) any prime contractor who holds a contract with any entity in subsections (i) and (ii), immediately above. The following entities are not Public Sector End Users: privately-owned and controlled (1) utility companies (2) hospitals and (3) research institutes that operate using non-government funds.

As the definition above may vary from country to country, any cases of doubt will be forwarded to an appropriate Public Sector Lawyer for their decision.