



Thank you for your interest in becoming an IBM ECM Technology Partner!

Please complete the following application and send it to tgerken@us.ibm.com.

Upon review by the executive channel team, we will contact you to discuss your application.

Note: Fields marked with an asterisk (*) are required.

Company Name* _____

First Name* _____

Last Name* _____

Title* _____

Address 1* _____

Address 2 _____

City _____

State* _____

Zip Code _____

Country* _____

Work Phone* _____

Work Fax _____

Email Address* _____

Your Website url _____

Total # of Employees: _____

Sales: _____

Presales: _____

Developers: _____

Solution Architects: _____

Geographical Coverage:

North America

Global

Europe/Middle East/Africa (EMEA)

Asia Pacific

Latin America



Revenue for previous years: _____

Services: _____

Software Resale: _____

Stock Symbol (if applicable): _____

What year was your company founded? _____

Please provide a short overview of your technology and key product features.

Describe the target market.

Describe the customer profile for our mutual solution.

Please state your perception of the business benefits this product integration will bring to our mutual customers.

Describe how you believe your product would be technically integrated with IBM FileNet at a modular level and which FileNet core products will you be integrating with?



Please indicate the FileNet opportunities in which you have participated and the status of the outcome. Please include names of the IBM field personnel involved where appropriate.

Which other content management vendors are you currently working with?

Who are your top competitors?

Differentiate your product from that of your competitors .
