



IBM Business Partner Authorization Readiness Dashboard Overview

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@business on demand software

Authorization Readiness Dashboard

Cognos powered on-line tool

Universal view of Software Value Plus readiness components

What the Dashboard does:

Consolidation of data shown in multiple IBM databases

IBM Business Partner certifications (authorized products/ **not including SWVN**)
Revenue transactions (authorized products/ **not including SWVN**)
PartnerPlan

SVP status view

Ready/approved
Not ready for next compliance check
Meets SVP criteria
Not ready

What the Dashboard does not do:

Evaluate Software Value Incentive (SVI) compliance (i.e. check certification compliance for SVI)
Evaluate Value Advantage Plus (VAP) solution(s) approval
Evaluate Software Value Plus (SVP) approval

*Release 2.0 (October 2010) – Will not evaluate SW ValueNet compliance/approval
nor will it contain SWVN certification or revenue data.*



Authorization Readiness Dashboard

Software Value Plus readiness components (SWValueNet approved indicator to be included next release).

- SVP readiness status
- Certifications (daily update – am EST)
- Revenue attainment (weekly update – Sunday pm EST) – only authorized distribution revenue
- VAP solutions
- PartnerPlan (weekly update – Thursday pm EST)

How to access

External IBM Business Partner access

PartnerWorld portal access – Authorization Readiness dashboard landing page url

https://www-304.ibm.com/partnerworld/wps/servlet/mem/ContentHandler/pw_com_authorization_readiness_dashboard

Active VAP or SVI IBM Business Partners

- HQ Authorized Profile Administrators (APAs)

IBM VADs - APAs



PartnerWorld Authorization Readiness dashboard landing page – IBM Business Partner

https://www-304.ibm.com/partnerworld/wps/servlet/mem/ContentHandler/pw_com_authorization_readiness_dashboard

Authorization Readiness Dashboard

Description

Powered by IBM Cognos, the Authorization Readiness Dashboard provides IBM Business Partners their current status on Software Value Plus authorization requirements. IBM Business Partners are able to view their IBM certifications, VAP solution(s), revenue attainment and agreement status all in one place; making business planning and decision making easier.

The Authorization Readiness Dashboard is available to Authorized Profile Administrators (APAs) for the headquarters location of IBM Business Partner companies who are approved in Software Value Incentive (SVI) with at least one approved Product Group, or approved for at least one solution in Value Advantage Plus (VAP).

For more information about Authorization to sell IBM Software, please see [Software Value Plus](#).

Get started now

→ [IBM Software Authorization Readiness dashboard for Resellers](#)
 → [Software Authorization readiness dashboard for VADs](#)

If you are an IBM employee, you will not see data in these Business Partner facing dashboards. Please contact your Channel IOT/IMT focal point regarding access.

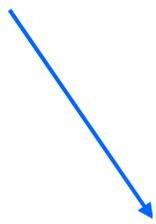
Your access

You may click the link below to launch the dashboards which are available to you. Please note that if you are not the headquarters APA, you may be able to launch the dashboard but will not see any data about your company.

Business Partner type	APA	SVI	VAP	VAD	Available
Software Reseller	✓	✓	✓		Yes
Value Added Distributor	✓			✓	Yes

A green check mark (✓) indicates that you meet the criteria. A red X (✗) indicates an area where our records show that you do not meet the criteria for the dashboard. Please check the criteria for the dashboards in the section below and contact [PartnerWorld Contact Services](#) for assistance if necessary.

IBM Business Partner's access is checked when he/she signs in to PartnerWorld.



VAD's access is checked when signs in to PW. →

PartnerWorld Authorization Readiness dashboard landing page – IBM Business Partner

https://www-304.ibm.com/partnerworld/wps/servlet/mem/ContentHandler/pw_com_authorization_readiness_dashboard

Authorization Readiness Dashboard

Eligibility

▼ **Criteria for Software Reseller dashboard**
 To view the Authorization Readiness dashboard for Resellers, you must be designated as a Headquarters APA for your company AND:

- Have a signed Software Value Incentive (SVI) agreement, OR
- Have a signed Value Advantage Plus (VAP) agreement

Examples:

Business Partner type	APA	SVI	VAP	VAD	Available
Software Reseller	✓	✓	✗		Yes
Software Reseller	✓	✗	✓		Yes
Software Reseller	✓	✓	✓		Yes

Please note: only HQ APAs will be able to view your company's data in the dashboard.

▼ **Criteria for Value Added Distributor dashboard**
 To view the Authorization Readiness dashboard for VADs, you must:

- Be designated as an APA for your company AND
- Have a signed Value Added Distributor agreement

Example:

Business Partner type	APA	SVI	VAP	VAD	Available
Value Added Distributor	✓			✓	Yes

More details

📧 [Authorization Readiness Dashboard frequently asked questions \(FAQs\)](#)

Note, if you are using IE 7 or IE 8, please do the following to access the Dashboard:

- Add "https://www-304.ibm.com" to the Trusted Sites list of IE8.
- Set the level settings for the zone to either "Medium-Low" or "Low" level settings.
- Or you may go to Custom Levels for the zone and look for "Enable XSS filter" and change the setting to "Disable."

Explains criteria to be able to view dashboard Data. IBM Business Partner must be designated as a HQ APA for the company.

Explains criteria to be able to view dashboard Data. VAD must be designated as an APA for the company.

VAD & IBM Business Partner can click & immediately link to Dashboard FAQs.

IBM Business Partner Dashboard entry screen

Authorization Readiness Dashboard

Welcome.

Please select your location you wish to look at from the pick list below. Select "Finish".

You will be taken to the BP Summary report for the location you have selected.

If you have more than one location to choose from in the pick list, you will be able to change your location selection from the BP Summary report view. You may select a different location from the pick list included in the Welcome box on the BP Summary report. Select the "Finish" button to complete.

All information reflected in the report views: BP Summary, Certifications, Revenue, VAP solution, is for the location selected.

Business Partner

Finish

BP Summary Report View

Authorization Readiness Dashboard

Territory Summary

Summary

Welcome

IBM Business Partner Company Name

Country enterprise (CE) number:

CE Id

Certification data current as of:

Aug 23, 2010

Notices:

Contracts

Partner contracts

Status

Software Value Incentive Contract

Active

Value Advantage Plus Contract

Software Value Plus Contract

Active

Compliance status

Today's date:

Aug 24, 2010

Certifications must be current as of:

Aug 1, 2010

Revenue readiness review period:

Jan 25, 2010 - Dec 31, 2010

Other

Type

Status

Expires

Partner Plan

Approved

Feb 3, 2011

Reseller Authorization Groups

	Rational	Information Management		Websphere			Tivoli				Lotus		
	Rational	Data Mgmt	Heritage CM	BPM	Commerce	WS Core	Automation	EAM	Security	Storage	Lotus Uni Tel	Portal	SS and UC
SVP overall readiness status	!	✓	!	!	!	✓	✓	!	✓	✓	!	!	!
Certifications	1s/1t	2s/4t	2s/0t	1s/0t	1s/0t	1s/2t	1s/2t	0s/0t	1s/2t	2s/2t	0s/0t	1s/0t	0s/0t
Value revenue ratio	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
SVI readiness	!	✓	!	!	!	✓	✓	!	✓	✓	!	!	!
VAP solution	!	!	!	!	!	!	!	!	!	!	!	!	!

Legend:

✓ Currently ready and approved

🏆 Meets SVP criteria

⚠ Will not be ready next review date

! Currently not ready

Export options:

📄 Export to ".xls" file

📄 Export to ".xlsx" file

BP Summary Report view

- Report view available to VADs and the IBM Business Partner
- Shows the following:
 - ▶ Report views user able to access by selecting the “tab” at top.
 - Territory Summary takes user back to VAD & listing of IBM Business Partners)
 - VADs **only** have access to Territory Summary and BP Summary
 - ▶ Welcome box
 - IBM Business Partner’s name and ce id
 - Currency of certification data in dashboard
 - “Certification data current as of:”
 - Any notifications the user should be aware of
 - ▶ Compliance status box
 - Compliance/revalidation periods
 - “Certifications must be current as of:”
 - “Revenue readiness review period:”
 - ▶ Contracts box
 - Partner contract(s) status
 - Other box - PartnerPlan status
 - ▶ Overall summary view of the IBM Business Partner by Product groups
 - SVP overall readiness status
 - Certifications (sales & technical count)
 - Value revenue ratio
 - SVI readiness – approved/not approved
 - VAP solution – approved/not approved
 - ▶ Dashboard legend – status icons and their meanings
 - ▶ Export options – all report views are available for export
 - Excel, Symphony and MicroSoft Office – (see backup materials for instructions)

Slides 9 & 10, explain in more detail the meanings of the PartnerPlan status’ & status indicators.

Authorization Readiness Dashboard

PartnerPlan Status

Created – plan is current (create date within the last 12 months of compliance date).

Approved – plan is current and has been approved.

Not Current – plan is not current (create date is greater than the last 12 months of compliance date)

Expired – plan has expired.

Not on File – either the IBM Business Partner does not have a PartnerPlan in place or SWG has not been selected as either Primary or Secondary Business Unit in the PartnerPlan.



Authorization Readiness Dashboard

Status Indicators

 Currently ready and approved

IBM Business Partner meets all SVP requirements for particular Product group and is approved for SVP in this Product group.

 Will not be ready next review date

IBM Business Partner has met all SVP requirements previously for particular Product group and is approved for SVP in this Product group, but will not pass next compliance check.

 Meets SVP criteria

IBM Business Partner meets all SVP requirements for particular Product group but is not approved for SVP in this Product group.

 Currently not ready

IBM Business Partner is not approved in SVP for particular Product group and does not meet any or all SVP requirements in Product group. (may have some “activity” certifications, VAP solution, etc.)

Certification Report View – IBM Business Partner view only

Authorization Readiness Dashboard

Territory Summary | Summary | **Certifications** | Revenue | VAP solution

Welcome

IBM Business Partner Company Name
 Country enterprise (CE) number:
 Certification data current as of:
 Notices:

Sales vs. Technical summary by brand

Certification totals	IM	Rational	Tivoli	Websphere	Total
Overall certifications	5 (2s/3t)	10 (2s/8t)	11 (1s/10t)	5 (3s/2t)	31 (8s/23t)
Current certifications	5 (2s/3t)	10 (2s/8t)	11 (1s/10t)	5 (3s/2t)	31 (8s/23t)
Expiring certifications	0 (0s/0t)	0 (0s/0t)	0 (0s/0t)	0 (0s/0t)	0 (0s/0t)
Expired certifications	0 (0s/0t)	0 (0s/0t)	0 (0s/0t)	0 (0s/0t)	0 (0s/0t)

Compliance status

Today's date:
 Certifications must be current as of:
 Revenue readiness review period:

Certification detail by RAg

IM Data Management

Certification number	Certification description	Brand	Certification type	Expiration date	Held by
08002303	IBM Certified Database Administrator - DB2 9 DBA for z/OS	IM	Technical		IBM Business Partner Individual Employee Name
08003503	IBM Certified Database Associate -- DB2 9 Fundamentals	IM	Technical		
08003601	IBM Certified System Administrator - DB2 9 for z/OS	IM	Technical		
32011005	Information Management Solution Sales Professional v3	IM	Sales Mastery		

Current Sales/Tech ✓
 SVI Sales/Tech Requirement

Legend:

✓ Currently ready and approved ⚡ Meets SVP criteria ⚠ Will not be ready next review date ❗ Currently not ready

Export options:

Export to ".xls" file

Export to ".xlsx" file

Certification Report view

- Report view **only** available to IBMers and the IBM Business Partner
- Shows the following:
 - ▶ Report views user able to access by selecting the “tabs” at top.
 - Territory Summary (takes IBMer back to VAD & listing of IBM Business Partners), BP Summary, Certifications, Revenue, VAP solution
 - IBM Business Partners do not have access to Territory Summary report view
 - ▶ Welcome box
 - IBM Business Partner’s name and ce id
 - Currency of certification data in dashboard
 - “Certification data current as of:”
 - Any notices the user should be aware of
 - ▶ Compliance status box
 - Compliance/revalidation periods
 - “Certifications must be current as of:”
 - “Revenue readiness review period:”
 - ▶ Sales vs Technical summary by brand box
 - Overall certification totals by brand – Overall certs, Current certs, Expiring certs & Expired certs
 - ▶ Certification detail by RAg box – use right-side scroll bar to scroll down to see all certifications listed
 - Name of Product group
 - Certification number, Certification description, Brand, Certification type, Expiration date & Held by
 - Current Sales/Technical certification count
 - ▶ Dashboard legend – status icons and their meanings
 - ▶ Export options – all report views are available for export
 - Excel, Symphony and MicroSoft Office – (see backup materials for instructions)

BP Revenue Report View – IBM Business Partner view only

Authorization Readiness Dashboard

Territory Summary | Summary | Certifications | Revenue | VAP solution

Welcome

IBM Business Partner Company Name

CE Id

Country enterprise (CE) number:
 Today's date: Aug 24, 2010
 Certification data current as of: Aug 23, 2010
 Notices: **Financial data may not be up to date**
 Local currency: CAD

Revenue at a glance

SVI and VAP revenue	Totals
Total SVI revenue for period	0.00
Total VAP revenue for period	0.00
Total revenue for period	1,102,059.63
Target percentage	10%

Revenue in local currency of Country

Reseller Authorization Groups

	Information Management	Lotus	Rational	Tivoli		Websphere	
	Data Mgmt	SS and UC	Rational	Automation	Storage	BPM	WS Core
Value percentage	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Target percentage	10%	10%	10%	10%	10%	10%	10%

SVI and VAP revenue details for the month of August 2010

Customer	Transaction ID	Transaction date	Product description	Part number	Brand	RAG	Local currency	Local SVI revenue	Local VAP revenue	Local total revenue	Renewal or New License
		Aug 16, 2010	WS MQ VU ANNUAL S&S RNWL	E0256LL	Websphere	WS Core	CAD	0	0	7,440.4	RNWMNTSP
Totals for the Month:								0	0	7,440.4	

Transaction details for entire year

Legend:

✔ Currently ready and approved
 💡 Meets SVP criteria
 ⚠ Will not be ready next review date
 ❗ Currently not ready

Export options:

Export to ".xls" file

Export to ".xlsx" file

BP Revenue Report view

- Report view **only** available to IBMers and the IBM Business Partner
- Shows the following:
 - ▶ Report views user able to access by selecting the “tabs” at top.
 - Territory Summary (takes IBMer back to VAD & listing of IBM Business Partners), BP Summary, Certifications, Revenue, VAP solution
 - IBM Business Partners do not have access to Territory Summary report view
 - ▶ Welcome box
 - IBM Business Partner’s name and ce id
 - Currency of certification data in dashboard
 - “Certification data current as of:”
 - Any notices the user should be aware of
 - Local currency of IBM Business Partner
 - ▶ Revenue at a glance box
 - SVI & VAP revenue
 - Total SVi revenue for period
 - Total VAP revenue for period
 - Total revenue for period
 - Target percentage
 - ▶ Center area of BP Revenue report view
 - Value and target percentage by Product groups
 - ▶ SVI & VAP revenue details for the month ‘twistie’ – Expand & use right-side scroll bar to scroll down to see all revenue listed
 - Shows: Customer, Transaction ID, Trans date, Product descrip, Part no.,Brand, Product group, Local currency, Local SVI revenue, Local VAP revenue, Local total revenue, Renewal or New License
 - ▶ Transaction details for the entire year ‘twistie’ – Expand & use right-side scroll bar to scroll down to see all revenue listed
 - Shows: Customer, Transaction ID, Trans date, Product descrip, Part no.,Brand, Product group, Local currency, Local SVI revenue, Local VAP revenue, Local total revenue, Renewal or New License
 - ▶ Dashboard legend – status icons and their meanings
 - ▶ Export options – all report views are available for export
 - Excel, Symphony and MicroSoft Office – (see backup materials for instructions)

Note: the next few slides provide detail information on what revenue is shown in the dashboard



Authorization Readiness Dashboard Revenue

- The Revenue report shows all billed end-user New License and Renewal authorized product transactions for the year for the IBM Business Partner. (starting January 25, 2010)
- Authorized products **must** be ordered using the IBM Business Partner's identification number provided to them via email when they were approved for Software Value Plus.
 - ▶ If an identification number, other than the one specifically required to use for SVP authorized products is used, the order will be rejected.
 - ▶ IBM Business Partners are **required** to use the IBM Business Partner identification number provided in the Software Value Plus program approval email.
- All SVI (resell and influence) billed and **approved** authorized product revenue by Product group is shown in the dashboard.
- All VAP billed and **approved** authorized product revenue by Product group is shown in the dashboard.

Please note: Financial data might not be completely up to date.

SW ValueNet revenue **is not** included in the dashboard's revenue report.

Government revenue is included. (system doesn't identify as such, so dashboard can't)



Authorization Readiness Dashboard Revenue

If you believe the dashboard is not showing revenue that should be showing; **please** check to ensure you have expanded both “twisties” in the Revenue report.



Reseller Authorization Groups					
	Information Management		Lotus	Tivoli	Websphere
	Data Mgmt	Heritage CM	SS and UC	Automation	WS Core
Value percentage	0.0%	0.0%	0.0%	0.0%	0.0%
Target percentage	10%	10%	10%	10%	10%

SVI and VAP revenue details for the month of August 2010
 Transaction details for entire year



Reseller Authorization Groups					
	Information Management		Lotus	Tivoli	Websphere
	Data Mgmt	Heritage CM	SS and UC	Automation	WS Core
Value percentage	0.0%	0.0%	0.0%	0.0%	0.0%
Target percentage	10%	10%	10%	10%	10%

SVI and VAP revenue details for the month of August 2010

Customer	Transaction ID	Transaction date	Product description	Part number	Brand	RAG	Local currency	Local SVI revenue	Local VAP revenue	Local total revenue	Renewal or New License
<input checked="" type="checkbox"/> Transaction details for entire year											
Customer	Transaction ID	Transaction date	Product description	Part number	Brand	RAG	Local currency	Local SVI revenue	Local VAP revenue	Local total revenue	Renewal or New License
City of Vancouver	0052975974	Jan 28, 2010	DEDE AUTH USR LIC+S&S 12 MO	D58NSLL	Information Management	Data Mgmt	CAD	0	0	32,967	LCMNTSPT



If the revenue you believe should be shown, is still not showing, please check with your Sales Operation team first to confirm whether or not the revenue transaction has been posted. Only authorized product revenue transactions posted in the Sales Order system will show in the dashboard.

SVI revenue **will only show as** “SVI revenue” in the dashboard, once the transaction **has been approved for the SVI payment.**



Authorization Readiness Dashboard – Value revenue calculation

Denominator:

- ▶ All new license and renewal revenue by product group

Numerator:

- ▶ All VAP revenue by product group
- ▶ All SVI revenue by product group (resell & Influence) with the following caveats:
 - The SVI revenue will not count if it is also a VAP transaction and the SVI IBM Business Partner was also the VAP (reselling) IBM Business Partner.
 - If the SVI IBM Business Partner and the VAP IBM Business Partner are 2 different partners then they both receive revenue credit via each source.

VAP Solution Report View – IBM Business Partner view only

Authorization Readiness Dashboard

Territory Summary | Summary | Certifications | Revenue | VAP solution

Welcome

IBM Business Partner Company Name
 Country enterprise (CE) number: **CE Id**
 Certification data current as of: Aug 23, 2010
 Notices:
 Approved VAP solutions 6

Contracts

Partner contracts	Status
Software Value Incentive Contract	Active
Value Advantage Plus Contract	Approved
Software Value Plus Contract	Active

Compliance status

Today's date: Aug 24, 2010
 Certifications must be current as of: Aug 1, 2010
 Revenue readiness review period: Jan 25, 2010 - Dec 31, 2010

Other

Type	Status	Expires
Partner Plan	Approved	Jan 25, 2011

VAP Solution details:

VAP Solution name	Primary solution area	Solution ID	Reseller authorization groups	VAP Solution Status
Enterprise Application Integration	Business Integration	<input type="text"/>	IM Data Management, WebSphere Core	Approved

VAP Solution Description: When different systems can't share their data effectively, they create information bottlenecks that require human intervention in the form of decision making or data entry. With a properly deployed EAI architecture, organizations are able to focus most of their efforts on their value-creating core competencies instead of focusing on workflow management. With the IBM WebSphere suite of solutions, experts can make your systems share data and processes without having to make sweeping changes to the applications or data structures.

VAP Solution name	Primary solution area	Solution ID	Reseller authorization groups	VAP Solution Status
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Legend:

Currently ready and approved Meets SVP criteria Will not be ready next review date Currently not ready

Export options:

Export to ".xls" file

Export to ".xlsx" file

VAP solution Report view

- Report view **only** available to IBMers and the IBM Business Partner
- Shows the following:
 - ▶ Report views user able to access by selecting the “tabs” at top.
 - Territory Summary (takes IBMer back to VAD & listing of IBM Business Partners), BP Summary, Certifications, Revenue, VAP solution
 - IBM Business Partners do not have access to Territory Summary report view
 - ▶ Welcome box
 - IBM Business Partner’s name and ce id
 - Currency of certification data in dashboard
 - “Certification data current as of:”
 - Any notices the user should be aware of
 - Number of Approved VAP solutions
 - ▶ Contracts box
 - Partner contract(s) status
 - Other box - PartnerPlan status
 - ▶ Compliance status box
 - Compliance/revalidation periods
 - “Certifications must be current as of:”
 - “Revenue readiness review period:”
 - ▶ VAP Solution details area: use right-side scroll bar to scroll down to see all VAP solutions listed
 - Shows: VAP Solution name, Primary solution area, Solution ID, Product groups, VAP Solution Status
 - ▶ Dashboard legend – status icons and their meanings
 - ▶ Export options – all report views are available for export
 - Excel, Symphony and MicroSoft Office (see backup materials for instructions)

Authorization Readiness Dashboard – Logging issues

IBM Business Partner Investigation Process – *support is through PartnerWorld Contact Services!*

The following detailed information should be provided by the IBM Business Partner **to** PWCS regarding ALL accessing dashboard issues (ex. IBM Business Partner is VAP/SVI as HQ APA, but can't see dashboard icon or see reports when access dashboard) :

- a. IBM Business Partner name/ce id
- b. User's name and user id.
- c. Is the user a HQ APA for the IBM Business Partner
- d. What url was selected to get to dashboard. (PW Dashboard Landing page? SVP Criteria page? SVI page? VAP page?)
- e. Date issue occurred
- f. What internet browser and version is being used with the dashboard
- g. Screen shot (s) of error/information in question
- h. Detailed description of what the issue is and what the user was doing when occurred

****Note** – For IBM Business Partners with Dashboard data/program questions - (ex. Questions on certs listed/not listed or revenue posted (authorized products only) or not posted) – they need to contact their VAD or IBM Sales Representative. VADs with data/program questions need to contact their IBM Representative.

Backup Materials

- Dashboard – browser tips
- Dashboard exporting option directions
- Dashboard status icon logic



Authorization Readiness Dashboard – Browser Tips

Using Internet Explorer v7 or v8 (in order to access the Dashboard):

- Add "https://www-304.ibm.com" to the Trusted Sites list of IE.
- Set the level settings for the zone to **either** "Medium-Low" or "Low" level settings.
- If the BP is using a Custom level, there are some particular settings that will need to be adjusted:
- The BP will need to go to Custom Levels and look for "Enable XSS filter" and change the setting to "Disable".

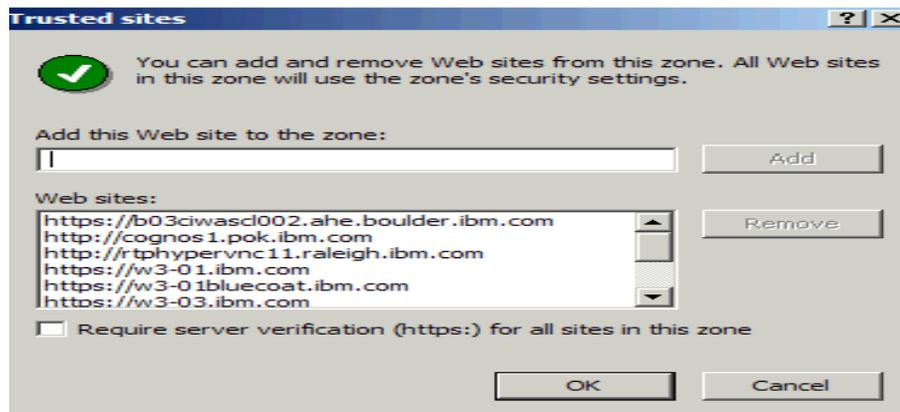
Opening Reports in Excel (xls) with IE (if having trouble)

Add the following urls to your Trusted Sites list in IE:

<https://b03ciwascl002.ahe.boulder.ibm.com>

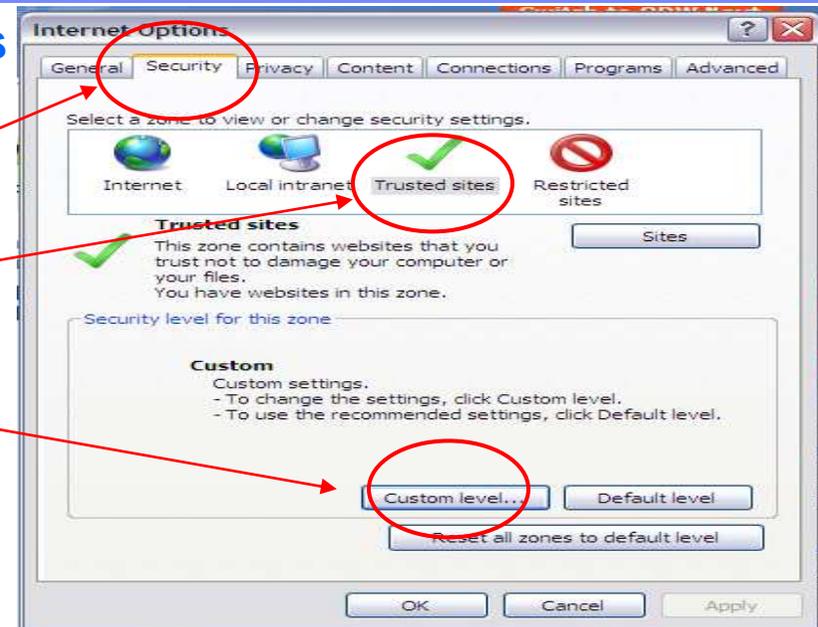
<http://zcofnwasd1.boulder.ibm.com>

<https://w3-03.ibm.com/transform/bicc/cognos/ServletGateway/servlet/Gateway?> (internal only)

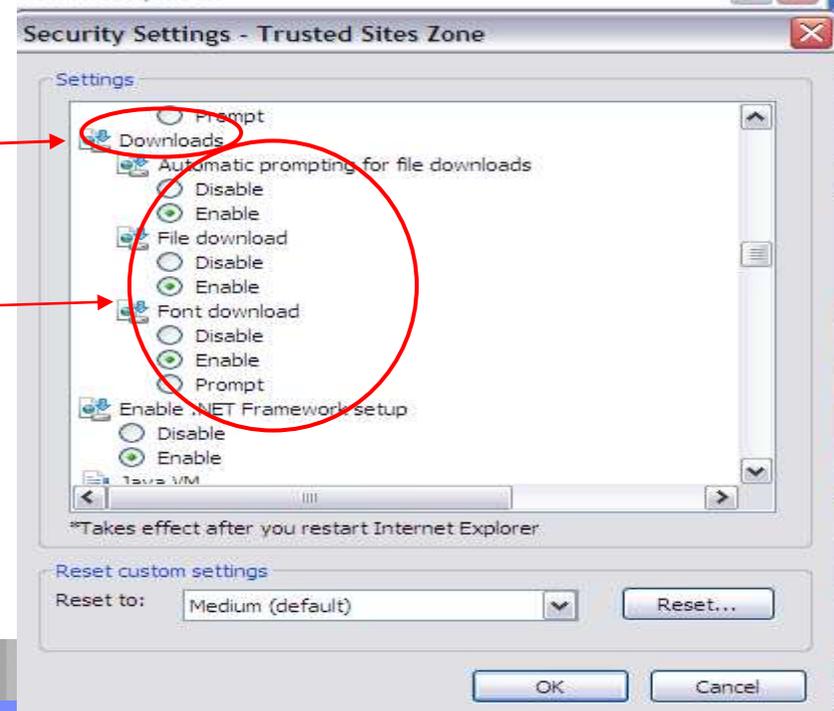


Custom level setting to export Excel reports

- Step 1: Select "Tools" from IE toolbar.
- Step 2: Select "Internet Options".
- Step 3: Select "Security" tab.
- Step 4: Select "Trusted sites" and then select "Custom level".



- Step 1: Scroll down Settings list with scroll bar on right-hand side until you get to "Downloads".
- Step 2: Be sure "Enable" is selected for:
Automatic prompting for file downloads
File download
Font download
- Step 3: Select "OK".



Authorization Readiness Dashboard Exporting Options

- **Exporting to Excel**
 - ▶ Left click on “Export to ‘.xlsx’ file” icon in lower middle of Report view.
 - ▶ Window will pop-up asking if you want to open or save this file? Select “Open”.
 - ▶ Excel report view will open.
 - ▶ Save As.... ‘.xlsx’ file.
 - ▶ Now have an Excel file of the report view.

- **Exporting to Symphony (same for MicroSoft Office exporting)**
 - ▶ Left click on “Export to ‘xlsx’ file” icon in lower right-hand corner of Report view.
 - ▶ Window will pop-up saying “Your report is running”. A second window will pop-up asking “ Do you want to save this file?” Select “Save”.
 - ▶ A “Save As” window will pop-up. In the box, just right of the “File name:”, rename file and include extension ‘.odp’.
 - ▶ Now have a Symphony file of the Report view.



Dashboard SVP Overall Readiness logic

Currently ready and approved icon/status  Currently ready and approved

If this icon is in a product group column, then the IBM Business Partner had (prior to dashboard creation) met all the requirements and applied for and was approved for this product group in Software Value Program.

It also means, the dashboard logic has checked the following conditions, in order for the IBM Business Partner to retain this status:

- SVP status = approved
- SVI status = approved
- Certifications meet 1 sale/2 technical in the product group
- PartnerPlan exists (shown in system) and is current (within 12 months) and status is not “Expired”

OR

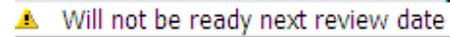
- SVP status = approved
- VAP status = approved
- PartnerPlan exists and is current (within 12 months) and status is not “Expired”

Note: An IBM Business Partner can be both SVI and VAP approved in a product group. If the IBM Business Partner is, and either “group” meets the SVP criteria, the IBM Business Partner will still show a ‘green check’ in SVP overall readiness status for that product group.



Dashboard SVP Overall Readiness logic

Will not be ready next review icon/status



If this icon is in a product group column, then the IBM Business Partner had met all the requirements previously and applied for and was approved for this product group in Software Value Program.

It also means, the dashboard logic has checked the following conditions, in order for the IBM Business Partner to show this status:

SVP status = approved

SVI status = approved/ not approved

VAP status = approved/ not approved

Certification – whether or not 1 sale/2 technical criteria is met in the product group

PartnerPlan exists (shown in system) and is current (within 12 months) and status is not “Expired”



Dashboard SVP Overall Readiness logic

Will not be ready next review icon/status



Will not be ready next review date

The following are possible scenarios as to why an IBM Business Partner might show this icon/status in a particular product group:

Scenario 1

SVP status = approved

SVI status = approved

Certifications criteria are not met (need sales, need technical or need both sale/technical)

PartnerPlan exists and is current (within 12 months) and status is not "Expired"

Scenario 2

SVP status = approved

SVI status = approved

Certifications criteria are not met (need sales, need technical or need both sale/technical)

PartnerPlan is not current (within 12 months) and the status may or may not be "Expired" OR is current and the status is "Expired" OR plan is not on file (not shown in system)

Scenario 3

SVP status = approved

SVI status = approved

Certifications criteria are met (1 sale/2 technical in the product group)

PartnerPlan is not current (within 12 months) and the status may or may not be "Expired" OR is current and the status is "Expired" OR plan is not on file (not shown in system)

Dashboard SVP Overall Readiness logic

Will not be ready next review icon/status



Will not be ready next review date

The following are possible scenarios as to why an IBM Business Partner might show this icon/status in a particular product group:

Scenario 4

SVP status = approved

VAP status = approved

PartnerPlan is not current (within 12 months) and the status may or may not be “Expired” OR is current and the status is “Expired” OR plan is not on file (not shown in system)

Scenario 5

SVP status = approved

SVI status = approved

Certifications meet 1 sale/2 technical in the product group

VAP status = approved

PartnerPlan is not current (within 12 months) and the status may or may not be “Expired” OR is current and the status is “Expired” OR plan is not on file (not shown in system)

Scenario 6

SVP status = approved

SVI status = approved

Certifications criteria are not met (need sales, need technical or need both sale/technical)

VAP status = approved

PartnerPlan is not current (within 12 months) and the status may or may not be “Expired” OR is current and the status is “Expired” OR plan is not on file (not shown in system)



Dashboard SVP Overall Readiness logic

Currently not ready icon



If this icon is in a product group column, then the IBM Business Partner has not been approved for this product group in Software Value Program.

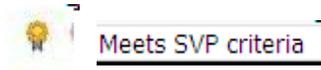
The IBM Business Partner while might meet some of the SVP criteria, does not, however, meet **all** the SVP criteria for this product group and will not be approved in this product group until the following criteria are met:

- IBM Business Partner is either approved in SVI or VAP program (has 'green check')
 - If SVI – meets 1 sale/2 technical criteria in product group
- PartnerPlan is shown in the system and is current (within 12 months) and status is not "Expired"



Dashboard SVP Overall Readiness logic

Meets SVP criteria icon



If this icon is in a product group column, then the IBM Business Partner has not applied for nor been approved previously for this product group in Software Value Program.

The IBM Business Partner does, however, meet all the SVP criteria for this product group and can apply for approval in this product group:

- IBM Business Partner is either approved in SVI or VAP program (has 'green check')
 - if SVI – meets 1 sale/2 technical criteria in product group
- PartnerPlan is shown in the system and is current (within 12 months) and status is not "Expired"



Anmerkungen und Änderungen Ende Oktober



Authorization Readiness Dashboard R2.0 end of October

Dashboard R2.0 (October 2010) Enhancements

1. Software ValueNet indicator

	Reseller Authorization Groups													
	Rational	Information Management						Websphere			Tivoli			
	Rational	Cognos	Data Mgmt	FileNet	Heritage CM	InfoSphere	Optim	BPM	Commerce	WS Core	Automation	EAM	Security	Storage
SVP overall readiness status	⚠		⚠		⚠			⚠	⚠	⚠	⚠	⚠	⚠	⚠
Certifications	2s/2t		2s/5t		4s/2t			5s/2t	5s/0t	5s/6t	4s/2t	2s/0t	2s/2t	2s/2t
Value revenue ratio	14%		0%		0%			0%	0%	0%	65%	0%	0%	0%
SVI readiness	✓		✓		✓			✓	⚠	✓	✓	⚠	✓	✓
VAP solution	✓		✓		✓			✓	⚠	✓	✓	⚠	✓	✓
SW ValueNet		⚠		⚠			⚠	⚠						

2. Renewal revenue “spread” across 12 month period

- Example: Renewal hits sales order system November 2010 for \$120K, each month starting in Nov.

dashboard will show amount of \$10K until October 2011.

3. Total SVI and VAP revenue by product group on Revenue report

	Tivoli		Information Management		Rational	Lotus	Websphere
	Automation	Storage	Data Mgmt	Heritage CM	Rational	SS and UC	WS Core
Value percentage	64.8%	0.0%	0.0%	0.0%	15.6%	0.0%	0.0
Target percentage	10%	10%	10%	10%	10%	10%	10
Local total revenue	73,358.032	3,270.96	268,399.439	70,131.149	284,689.493	98,030.24	33,819
Local SVI revenue	47,568.14	0	0	0	44,532.18	0	0
Local VAP revenue	0	0	0	0	0	0	0

4. VAD report – BPs/Summary – available to VADs

- SVP Territory IOT VAD Overview report

5. BP Lab Advocate name on BP Summary report