

IBM Software Group



Quarterly DB2 and Business Intelligence Business Partner Conference Call

Glenn Rogers and Shawn James

Americas Data Management Channels Marketing

April 10, 2002

Agenda

- Welcome / Introduction / Key News Bulletins
 - ▶ Glenn Rogers / Shawn James
- 2002 Market Trends and Looking Forward
 - ▶ Rick Bowers, Program Director, WW Channel Development, Data Management
- Optimizing your Sales
 - ▶ Wendy Otelsberg, Manager, Data Partner Sales and Enablement
- Start Now Solutions for Data Management and Business Intelligence
 - ▶ Roni Beverly, Americas Channel Marketing, Start Now
- Business Partner Education
 - ▶ Bonnie Endicott, IBM Business Partner Education

Replay available

- If you are unable to attend the call, a recorded version will be available for two weeks.
- Replay Number: 1-888-203-1112
- Passcode: 517834

Business Partner Feedback

- We welcome suggestions for topics you want to hear
- Tell us what you like and don't like about this call, our programs
- Forward feedback to Glenn Rogers at grogers@ca.ibm.com or call me at 905 316 - 6549

Business Intelligence (BI) Bootcamp

- 5 day technical hands on class
- Helps prepare for BI Certification
- Teaches materials covered in
 - ▶ DW460 - DB2 Warehouse Manager
 - ▶ DW600 - DB2 OLAP
- Next class is May 13 - Chicago (April 15 - San Francisco - cancelled)
- Partners who identify themselves as an IBM Business Partner upon registering and have purchased the Value Pak can attend at no cost !!
- Covered under You Attend, We Pay !!

For additional details or to register, go to this url:

- <http://www-3.ibm.com/servlet/com.ibm.ls.lisow.servlets.CourseDescriptionServlet?coursecode=X7BIB>