



Asia Pacific
Addendum to the PartnerWorld for Software Track Guide
Updated November, 2000

This document is the Asia Pacific addendum to the PartnerWorld for Software Track Guide, indicating the Asia Pacific exceptions to the worldwide program as it is documented in the PartnerWorld for Software Track Guide.

Track Guide Sections

Section 1: Introduction

Consistent with Worldwide PartnerWorld for Software Track Guide.

Section 2: PartnerWorld for Software Overview

Consistent with Worldwide PartnerWorld for Software Track Guide.

Section 3: Membership Requirements

Consistent with Worldwide PartnerWorld for Software Track Guide except for the following:

- *Competency*
To achieve Premier membership level, Asia Pacific does not require that the certifications in a company location be held by different employees. One employee may hold all of the certifications required.

Section 4: Benefit Offerings

- Value Package for Software for *new Business Partners* who join PartnerWorld will contain the list of benefits as described in the PartnerWorld for Software Track Guide and the Asia Pacific addendum.
- Value Package for Software for *existing IBM - Lotus Software Business Partners* who have migrated to PartnerWorld for Software will get the list of benefits, as described in the PartnerWorld for Software Track Guide and the Asia Pacific addendum, automatically through their membership term which ends July 31st, 2001.



Section 4: Benefit Offerings cont'd...

Consistent with Worldwide PartnerWorld for Software Track Guide except for the following:

- Marketing and Sales Support
Marketing Tools
 - Prospect Mailing Services are not offered
 - Display Booth Loaners for Trade Shows are not offered.
 - Education
Tuition/Test Reimbursement
 - “We Pay Offerings” are only applicable to the Advanced and Premier Business Partners

Distance Learning
 - Satellite Network Offerings are not available
- Technical Support
Installation and Usage Support Via Telephone
 - “You Call, We Pay” Reimbursement is not offered - however, post-sales support in Asia Pacific is offered via a fixed number of free incidences.
- Incentives
 - *Sales Assistance Program* is offered only in the ASEAN region to Advanced and Premier Business Partners with the required certification for products they are influencing.
 - *PartnerRewards for Remarketers* is offered to Tier 1 only (eg Distributor or Tier 1 Reseller which has a BPA with Lotus)

Section 5: Lotus Initiative

Consistent with Worldwide PartnerWorld for Software Track Guide.

Section 6: Cross-PartnerWorld Initiatives

Please check appropriate Web sites for these Initiatives, which are noted in the Worldwide Track Guide.