



Perth - big and beautiful

Take a generous serve of sparkling white sandy beaches and seductive sunny days, toss in a vineyard or ten, a dash of colourful history and you have the captivating cocktail that is the capital of Australia's largest state.

There are boundless sights and activities to explore. Cruise along the Swan River, bring home a souvenir from one of the many quaint shops, and indulge yourself with an enviable choice of restaurants, nightlife and sporting activities - it's an experience that's as beautiful as it is magical.

Sheraton Perth Hotel

The Sheraton Perth Hotel is conveniently located close to the centre of the city's bustling central business district. Yet, just a stroll away, is a broad expanse of riverside parkland and the Swan River esplanade.

Vines resort

Nestled in the heart of the tranquil Swan Valley, the championship course at the Vines resort is both challenging and picturesque.



Home to Australia's richest tournament, The Heineken Classic (1993 - 2001), The Vines layout has drawn much acclaim from many of the world's top players including Norman, Player, Els, Langer, Couples and Olazabal.

The Vines layout consists of two 18-hole courses - Lakes and Ellenbrook. Always in immaculate condition, the majestic courses tread through native bush. You may even have a "spectator" or two hopping about the greens.

This is your opportunity to play this famous course and experience the beauty, challenges and excitement. It's certainly a must do for golfers!

Swan Valley Wine Region Tour

The Swan Valley is situated along the picturesque upper reaches of the Swan River, site of some of Perth's finest wineries, restaurants and historical homes. Since the days of the first settlers, drawn to the region by its fertile soils and natural beauty, the valley has been renowned for its superb grapes and the fine wines that they yield.

Experience wine tasting in the Swan River, visiting Sandalford - one of Perth's premier wineries. Animal lovers can pat the Koalas and hand-feed the Kangaroos, have an optional Camel ride and hold a baby Wombat and Kangaroos at Caversham Wildlife. End the perfect afternoon with tea at Sandalford.

Experiencing Perth

Travel through the heart of the central business district and witness the beauty Perth has to offer.

At the Perth Mint, you can visit the Old Melting House, the site of the original refining room where gold has been poured since 1899. You may even get to take home a personalised Perth Mint coin.



We'll take you to Sorrento Quay, an appealing marine style village overlooking the scenic Indian Ocean. You'll enjoy a variety of experiences and a sensational selection of gifts and souvenirs.



generation @business

AGENDA AND REGISTRATION FORM



PartnerConnect 2001

April 9-11, 2001,
Perth, Australia.



It's all about partnerships.

At PartnerConnect 2001, we'll discuss how the IBM Business Partner environment is changing and reaffirm IBM's commitment to working with you as an IBM Business Partner.

We have several relevant topics for you to choose from:

New Skills

• Product/Technology Leadership

Here is where you will learn how IBM Technologies can work together to increase your competitive advantage. You will discover approaches and develop the prowess you need to deliver winning solutions.

PartnerConnect 2001 Agenda

Sunday, 8 April	Monday, 9 April	Tuesday, 10 April	Wednesday, 11 April
Arrival & Registration	9am Welcome address General session Elective sessions 6.30pm Cocktail reception <i>Dress code: Business casual</i>	9am General session Elective sessions 6:30pm Awards Dinner <i>Dress code: Business casual</i>	Recreational activities • Golf at Vines Resort • Experiencing Perth • Vineyard Tour Check out at 2pm

Terms and conditions

- Registration forms must be submitted to the Registration Centre before March 28th 2001. Requests submitted after this date will be subjected to availability.
- Check in time is after 2 pm. Check out is at 2 pm.
- Guaranteed arrival should be reserved the night before and charged accordingly.
- Extended check out time up to 6 pm will be charged at 50% of the daily room rate. After 6 pm, rooms will be charged at the full daily rate. Full Daily rate is charged at AUD\$140 per room (without breakfast)- subject to availability.
- Cancellation of guaranteed reservation must be made 48 hours prior to the date of arrival. If not, the individual delegate will automatically be charged one night's room charge.
- Any "no-show" on the specified date will result in one night's room charge as cancellation fee.

New Markets

• Teaming with IBM

Develop and enhance your relationship with IBM. Build new markets. Leverage on IBM's coverage Model and Programs to accelerate your market growth.

New Business

• Business Development & Tools

Drive new revenue. Generate new business. Develop new thinking – with IBM. Learn about evolving trends and opportunities, and how you can leverage on IBM.



- The following will be at your own expense:
 - Extended stay after April 11th, 2001.
 - Optional tours and activities
 - Incidentals – room service, fax charges, telephone charges, mini bar, local transportation (excluding airport transfers), cigarettes, laundry, in-house movies, etc.
- Please note that travel visa is required for entry into Australia.

Transportation

Transportation will be provided from the Perth International Airport to Sheraton Perth Hotel on April 8th, 2001. Tour Managers waiting at the airport will escort you to the transportation .

Transportation will also be provided from Sheraton Perth Hotel to Perth International Airport on April 11th, 2001. The Hospitality Team will be available to assist you at the hotel. Further assistance will be provided by Tour Managers once you're at the airport.

Your journey to Reaching New Heights starts here.

REGISTRATION FORM

Please fax this completed registration form to IBM PartnerConnect at (603) 705 2010 BEFORE March 28th 2001.

Enrollment and Hotel Accommodation

Enrollments received after March 28th are subject to availability.

Enrollment information

- New enrollment Change Cancellation
- Substitution (whom are you replacing?) _____

Enrollment category (check one):

- Business Partner Media

Are you from.....?

- IBM Lotus TIVOLI

Personal /Company Information

- Male Female

First name _____
 Last name/surname _____
 Name (as you'd like it to appear on your badge) _____
 Designation _____
 Company name _____
 Address _____
 City _____
 Country _____
 E-mail address _____
 Telephone (include country and city or area code) _____
 Fax (include country and city or area code) _____
 Emergency contact person _____
 Emergency contact number (include country and city or area code) _____

Rooming arrangements

Accommodation will be provided from April 8 – April 11, 2001, exclusive of airfare & incidentals*. If you wish to stay longer, all expenses will be borne by you. Your credit card number is also required by the hotel to guarantee your room.

Important: Hotel rooms will be allocated on a twin-sharing basis. If you do not have a room mate, we will assign you one.

- I do not have a room mate
- I have a preferred room mate. His/her detail are as follows:

Last name _____ First name: _____
 Company: _____
 Country: _____
 Preference:

- Smoking Non-smoking Remarks: _____
- Dietary needs? No If Yes, please specify _____

* Pls refer to Terms & Conditions.

Accompanying spouse and children

If you wish to include your spouse and children, please note that the additional expenses/costs will be borne by you and rooms are subject to availability.

Spouse's personal details

Last name _____ First name: _____

Children's personal details

Last name _____ First name: _____

Special rates for extension

Room extensions after 11 Apr 2pm will be charged at a special rate of AUD\$140 per room (without breakfast) subject to room availability.

Flight details

Arrival date: _____ Departure date: _____
 Flight arrival no.: _____
 Flight departure no.: _____
 Arrival time: _____ Departure time: _____
Important: For change of flight details, please contact Ms Kasthuri at (603) 705 3373. Please note that travel visa is required for entry into Australia.

Hotel reservations guarantee

Credit card details

- American Express Diners Club Visa MasterCard

Credit card number: _____
 Expiration date: _____
 Name on card: _____
 Signature: _____

Business partner information

- A. Business partner type (check options that apply to you)**
- 01 Reseller 02 Distributor 03 Software Developer
 - 04 System Integrator 05 Solution provider
 - 06 Others. Please specify: _____

B. Product (check options that apply to you)

- Software**
- 01 Transformation and Integration (i.e. WebSphere, MQ Series)
 - 02 Leveraging Information (i.e. DB2)
 - 03 Organisational Effectiveness (i.e. Lotus)
 - 04 Managing Technology (i.e. Tivoli)

Hardware Platform

- 01 iSeries (AS/400) 02 zSeries (S/390)
- 03 pSeries (RS/6000) 04 xSeries (Netfinity)
- Others. Please specify: (SUN, Compaq, HP) _____

C. Industrial sectors (check options that apply to you)

- 01 Financial services 02 Communication
- 03 Distribution 04 Industrial
- 05 Public sector 06 Small and Medium Businesses
- 07 Others. Please specify: _____
- 18 Customer relationship management
- 19 e-commerce 20 Product design management
- 21 Others (please specify) _____

Recreation activities

IBM and Business Partner Golf Tournament*

A golf tournament will be held on Wednesday, April 11th, 2001 at the Vines, one of the most well-known courses in Perth. (See write up at back page).

Yes, I will participate in the golf tournament.
 Handicap: _____ Special requirements: _____

Important: Please be aware of your departure time for that day and plan your game and timings accordingly. Remember that any change of flight and additional accommodation will be own your own account.

Experiencing Perth – Perth City/ Sorrento Quay*

Yes, I'm interested in experiencing Perth.

The Swan Valley Wine Region Tour*

Yes, I'm interested in the Swan Valley Wine Region Tour

* Please see back page write-up for full details. **Important:** Depending on responses and unforeseen circumstances (e.g. weather, etc) the organisers reserve the right to amend/cancel any or all of these activities.

Contacts

If you have any queries, please do not hesitate to contact Ms Kasthuri at the IBM PartnerConnect 2001 secretariat at
Tel: (603) 705 3373 Fax: (603) 705 2010
E-mail address: partnerconnect@crystaledge.com.my