IBM

The IBM PartnerWorld Value Package

What

What is the IBM Value Package?

Grow your business with a 12-month subscription to premium IBM PartnerWorld program benefits such as:

- Access to IBM on-premise software titles from:

  - Analytics
  - Cloud
  - Internet of Things
  - Security
  - Social
  - Systems Middleware
  - Systems Storage
  - Watson

- Reduced training and certification costs*
- Pre-sales and pre-deployment technical support

*Higher membership levels provide greater benefits at no additional cost

New in the Value Package: Extended trials for select SaaS offerings

Who

Who is the Value Package for?

- All IBM Business Partner types are eligible to purchase the Value Package or the Software Access Option

- Resellers, Distributors, Solution Providers, System Integrators, and ISVs are most frequent users

How

How does it benefit you?

- Use the Software Access Catalog to build, test and evaluate solutions, and develop customer demonstrations

- Be reimbursed for eligible expenses for technical training and certification (up to USD$75000) through You Pass, We Pay*

- Access enhanced on-demand technical support for pre-sales and pre-deployment

- Take IBM software or industry sales mastery tests at no extra charge with vouchers (up to 40 vouchers)*

- Resellers can use the Value Package to qualify for and maintain authorization for Channel Value Rewards

Next steps

1. Join IBM PartnerWorld at no cost
2. Purchase the Value Package for USD$2500 (10% discount for new buyers that have been PartnerWorld members for less than 6 months)
3. Access your Value Package benefits through the PartnerWorld portal
4. Renew within 30 days of expiration to receive 10% discount

Get started!

Join PartnerWorld ▶

Purchase Value Package ▶

For questions about the Value Package, click here to contact PartnerWorld.