



## **Telelogic AB acquisition FAQ for Business Partners**

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Q. What are you announcing today?

IBM announced the completion of its tender offer for the shares of Telelogic AB (Nordic Exchange/MidCap/TLOG).

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Q. How will Telelogic be incorporated into IBM?

Telelogic will initially operate as an IBM subsidiary and will report into the Rational Software unit, reporting into Danny Sabbah. You will see it be referred to as "Telelogic, An IBM Company"

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Q. Who is Telelogic? What do they do?

Telelogic is a leading provider of software to develop technical systems and enterprise architecture and has more than 8,000 customers worldwide. Headquartered in Malmo, Sweden, and Irvine, California, Telelogic has more than 1,200 employees and operations in 22 countries around the world.

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Q. What happens to business partners who have already invested in Telelogic products?

IBM and Telelogic clients' and partners' investment in existing solutions and products will be preserved, enabling them to exploit the broader set of capabilities resulting from the combination of both companies' product portfolios without the need to replace existing systems.

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Q. How will this affect IBM Business Partners?

The business opportunity for IBM Business Partners will expand as the joint IBM and Telelogic capabilities enable them to expand their solution portfolio, leverage their customer relationships, leverage their technical and marketplace skills - positioning them to better serve their clients.

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Q. Will Telelogic products be available to business partners through Passport Advantage?

Not in the short term. The Telelogic products are available through Telelogic's fulfillment system and are not available to IBM business partners through Passport Advantage at this time.

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Q. Can a Telelogic business partner sell IBM software solutions that are in Passport Advantage?

Telelogic business partners that wish to sell IBM products must first enroll in IBM's PartnerWorld - your single portal access to assist you in selling IBM. The business partner should also register to become an authorized IBM reseller, enabling them to resell IBM products through Passport Advantage.

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PartnerWorld members may reference the Rational partner portal at [http://www.ibm.com/partnerworld/pwhome.nsf/weblook/pat\\_sw\\_rt.html](http://www.ibm.com/partnerworld/pwhome.nsf/weblook/pat_sw_rt.html) (user id and password required)

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Q. Can IBM PartnerWorld business partners sell Telelogic software?

Yes, but only if the IBM business partner also becomes a member of the [Telelogic Alliance Partner Program \(TAPP\)](#).

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For more information, visit the Telelogic Alliance Partner Program (TAPP) web site at [http://www.telelogic.com/partners/become\\_an\\_alliance\\_partner/index.cfm](http://www.telelogic.com/partners/become_an_alliance_partner/index.cfm).

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Q. Will Business partners continue to work with their existing Channel reps?

Until transfer of trade, which is currently planned for late 2008 or early 2009, representatives from both companies will continue to maintain their existing relationships with their business partners.

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Q: Will the Telelogic Alliance Partner Program Partners be required to join [PartnerWorld](#) in order to resell Telelogic products?

No. In fact, a business partner wanting to resell the Telelogic products must be a member of the [Telelogic Alliance Partner Program \(TAPP\)](#). The TAPP will continue with only minor changes. However, all Telelogic partners wishing to resell IBM products must sign up to [PartnerWorld](#). This will provide the business partners with access to IBM product information; schedule briefing center visits, Techline support, IBM announcements, and co-marketing opportunities for promoting their Telelogic-based solutions.  
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Q. Where can additional information on this acquisition be found?

For more information visit <http://www.ibm.com/software/rational/welcome/telelogic/>

If you have additional questions please contact:

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