

PWSW Business Partner Induction Day
19th November 2002, IBM Executive Briefing Centre, Staines

Agenda

- 12:45 Registration & Lunch
- 13:30 Introduction
- 13:35 IBM SW Strategy - How to Engage with IBM
- 14:05 PartnerWorld for Software Overview
- 14:30 Techline Support - How to Engage
- 14:45 Refreshments
- 15:00 TCi & PA
- 15.30 Joint Marketing
- 16:00 YPWP Focus, Claim Process
- 16:30 End