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**IBM North America  
DB2 & Business Intelligence  
Partner Conference Call  
November 8, 2000  
4 PM EDT**

*1 877 997-9919*

*Passcode = DataManagement*

*Hosted by: Glenn Rogers  
NA Channels Marketing  
DB2 and Business Intelligency*

The IBM logo, consisting of the letters 'IBM' in a bold, sans-serif font, with horizontal lines through the letters. It is positioned at the bottom left of the slide, partially overlapping a vertical graphic on the left side of the page that shows a globe, a computer mouse, and a hand pointing at a document with a 'www.' URL.

**IBM**



# Introduction

- This call is recorded and available via replay for 2 weeks
  - ▶ Dial 1 800 408-3053 passcode 458 534
- Start your browsers, and bookmark URLs provided on the call
- We welcome suggestions for topics you want to hear
- Tell us what you like and don't like about this call and our programs

Forward feedback to Glenn Rogers at [grogers@ca.ibm.com](mailto:grogers@ca.ibm.com)

or call 905 316 6549





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# Agenda

- Introduction, and "Key News Bulletins"
- DB2 Self Study Course Available
- Co-Marketing program update
- Advertising in DB2 Magazine
- How IBM Global Financing can help you in 4Q
- Question and Answer period





# Key News Bulletins !!

- DB2 Self Study Course available
  
- The next call will be held Wednesday December 13
  - ▶ 4 PM Eastern Daylight Time
  - ▶ Call in number 1 877 997 - 9919 Passcode = Data Management
  - ▶ Watch for the agenda e-mail Monday December 4





# DB2 Self Study Course Available

- Fastpath to learn how to administer DB2 UDB
- Targeted to a DBA already proficient in a non-IBM relational database products
- Presents skills to prepare for Certification Test 510 & Test 513 - IBM Certification Solutions Expert on DB2 UDB for Unix, Windows and OS/2
- Can be completed in less than 8 hours
- Available for download until Dec 15 - no charge
- To be completed by February 15 - expiry date
- <http://www6.software.ibm.com/dl/dbas/db2udbexp-p>





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# Co-Marketing Program Update

- Co-Marketing Programs will continue into 2001
- Continue to submit requests for 2001
- Changes to information on the web pages
  - ▶ Removal of application due date
  - ▶ Removal of claim due date
  - ▶ Addition of claim processing information
  - ▶ End of Partner's Own Proposal Incentive
- T's and C's
  - ▶ Travel, Meals, Catering and Entertainment costs do not qualify for reimbursement
  - ▶ Qualifying criteria will be stated more clearly





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# Advertising in DB2 Magazine

- See "DB2 Magazine Presentation"





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# How IBM Global Financing can help you in 4Q

- Charts will be posted to the web after the call







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# Where to get more information ?

- General and Targeted E-Mails
  - ▶ General - 2nd and 4th Mondays
  - ▶ Targeted - Mondays
  
- Web Access > <http://www.ibm.com/software/data/channels>  
Access to all Data Management partner related information
  
- Monthly Conference Call for NA DB2 and BI Business Partners
  - 2nd Wednesday of the month at 4 PM EDT
  - 1 hour in duration, including 30 minutes for live Q & A
  - Agenda and call details available at [www.ibm.com/software/partnerweb/r](http://www.ibm.com/software/partnerweb/r)
  - Select Education, Seminars/Teleconferences
  - Select IBM DB2 and Business Intelligence Business Partner Monthly Teleconference

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