IBM Software Channel Heads Up

Message from Software Executive - South and Central Africa

Hoosen, Z (Zoaib)
IBM Sales & Distribution, Software Sales
Software Executive South and Central Africa

Johannesburg South Africa

Dear Business Partner

I am delighted to welcome you to the first edition of "swg channel news" . Firstly, let me thank you for your contribution to the ongoing success of the IBM SWG business. We, IBM SWG and our partners, grew the license business 37% yoy in the first half of 2007. More notably, this was the largest channel revenue half year that we have ever had.....Thank You !!! The 2H of 2007 looks set to be another record breaking growth performance and I know that, together, we can achieve this. To secure this growth it is going to come down to flawless execution and I look forward to your support in making this happen.

So, we continue on the acquisition trail and have made four exciting acquisition announcements in recent weeks ie Watchfire, Telelogic, Princeton Softech and Datamirror. This represents further opportunities for growth and it is imperative you familiarise yourselves with these acquisitions and leverage them for growth. Central to our success is the availability of skills and skills development initiatives and I am committed to enhancing our support in this area. Please engage the channel team to discuss your technical needs

Finally, please join me in welcoming Kevin Derman into the role of Channel Manager. Kevin brings a wealth of channel experience to the IBM SW Team and I look forward to his success in the role. This appointment further demonstrates my belief that there is significant value for the IBM SW business in the channel and I want to work with you to unlock this value.

Zoaib Hoosen,
Software Executive South and Central Africa

South Africa and Central Africa Channel Management

Derman, Kevin
SWG Channel Sales Manager
South and Central Africa

Dear Business Partner

After the first month for me in this role, my aim is to dive right in and start making a difference to both IBM and the Business Partner community. Having come from the Distribution side of the IBM Channel, I have had the experience of being part of this exciting and dynamic IBM Channel.

One of the major challenges we face in the channel is that of skills. Having a competent level of skill in the business partner community is critical to taking both yours and IBM's business further. There are several initiatives in the months ahead that will make major inroads to achieving this aim. I encourage you all to take advantage of these, whether in the form of training, certifications, hands on labs, or self paced on-line training. There will also be initiatives that will create a ground swell of new talent into the IBM technical fold. This will be critical in ensuring that as our businesses develop and grow together, we will be assured of new technical skills to fill the gap created by growth.

Please remember to extend your skills development to your sales team. IBM has a wide range of Technical Sales Mastery certifications that will enable your sales staff to better equip themselves in our fast paced IT industry, providing you with a definite sales edge.

Please feel free to drop me a mail so we can set up some time to discuss how we can assist you in formulating a skills plan to assist your business.

I look forward to working with you all.

Regards
Kevin

Kevin Derman
Channel Sales Manager SWG

South & Central Africa Channel Team

Valley, A (Asif)
IBM Sales & Distribution, Software Sales
SWG Sales Manager - SMB, Channels, Telesales Sales Leader

Johannesburg South Africa

Dear Business Partner

As 2007 comes quickly to a close with 2 months remaining in the year, there are a lot of opportunities that are on the radar that need to be won, the Channel Team at SWG are here to help you with the skills required to close on these opportunities. These skills are in the form of SW pre-sales brand specialists, Proof of Concepts, Proof of Technologies and Post Sales Services where you have the gaps in your portfolio. Please engage with the SW team to help you shorten your sales cycle with the customer.

In addition we have sales collateral in the form of sales marketing material, reference case studies and access to the IBM Labs to help position the solutions and IBM Global Finance to help your customer finance their projects.

Please do not hesitate to ask for help.

I look forward to over the next few weeks to hearing from you.

Regards

Asif Valley

South & Central Africa Channel Team

Sidersky, JC (Jaqueline)
IBM Sales & Distribution, Software Sales
Business Partner Representative : Channel Sales Skills

Johannesburg

Rogers, BD (Brian)
IBM Sales & Distribution, Software Sales
SWG GSI Sales

Johannesburg

Sweetnam, LA (Lesley)
IBM Sales & Distribution, Software Sales
Category Sales Business Partner Representative

Cape Town

Thiel, A (Amanda)
IBM Sales & Distribution, Software Sales
SWG Business Partner Manager

Johannesburg

Hart, A (Amanda)
IBM Sales & Distribution, Software Sales
Channel Account Manager - Distribution (SACA)

Johannesburg

Nathoo, S (Sohini)
IBM Sales & Distribution, Software Sales
Channel Enablement Marketing Manager

Johannesburg

Gorman, BM (Brenda)
IBM employee, Regular
IBM Sales & Distribution, Software Sales
Maintenance Renewals
Sales Specialist

Johannesburg

DB2. Information Management Software

Message from the Brand Manager

Rozario, O (Oscar)
IBM Sales & Distribution, Software Sales
Brand Sales Manager, Information Management software

Dear Business Partner

Welcome to the Information Management section of this newsletter.

The Information Management (IM) business, which includes databases, enterprise content management and data integration tools, goes from strength to strength with new and additional partners and a growing sales team at IBM.

The "Information On Demand" (IOD) message continues to pervade our thinking - and that of our customers and partners. It is a game changer in the marketplace, with organisations of all sizes looking for competitive advantage by trying to make the right information available to the right people at the right time - and in context. Suppliers who are able to provide the unique blend of software and services to enable customers to do this are on a winning route in solutions sales.

The IM business grew double digits in 2007 and we are set to do it again in 2008 - growing faster than our competitors and therefore taking market-share from them.

The IOD event in Las Vegas, USA next month is our flagship event with several SA customers confirmed as attendees. I hope to see you there.

Regards

Oscar

DB2. Information Management Software

Announcements

Please note that you need to have an BP approved IBM ID to access this site
 https://www-304.ibm.com/jct09002c/partnerworld/mem/pat/bpal_index.html

Education & Training

- **Training paths**
- The Information Management Training team has developed training paths to help you map your path to skills development efficiently and effectively. http://www-306.ibm.com/software/data/education/roadmaps.html
- **Course Catalogue**
- Descriptions of the available training courses for IBM Information Management software. http://www-304.ibm.com/jct03001c/services/learning/ites.wss/us/en?pageType=page&c=a0000038
- **Courses offered by Education Centers for IBM Software**
- To ensure access to the best possible training options to fulfil your diverse training needs, we have built a worldwide network of selected training partners. These partners are authorized Education Centers for IBM Software (ECIS) to offer you consistent, quality training on the IBM software portfolio around the world. http://www-05.ibm.com/services/learning/za/ta-iris.nsf/(ExtFileName)/extmain
- **Self-Study**
- Information Management courses and tutorials that you can download -- at no charge. http://www-306.ibm.com/software/data/education/selfstudy.html

Message from the Brand Manager

Van Vuuren, J (Hannes)
IBM Sales & Distribution, Software Sales
Lotus Brand Manager - SACA

South Africa

Dear Business Partner

Welcome to the Lotus section of the newsletter. I am excited about this news letter and believe it will be a valuable communication tool going forward.

Lotus is a very exciting place to be right now, with fantastic products launched recently, a solid strategy and a clear road-map of where we are going. To all of you who attended our Lotus Collaboration Summit recently, thank you very much. I am sure you will agree, it was a fantastic event and the attendance was the highest since I became involved with Lotus. The response from our customers is very positive, as is the response from the press. We did some press briefings during the event and I am sure you will come across some of the articles on our new products.

Lotus performed very well last year and has continued to do so for the first half of 2007 - achieved significant growth year-on-year. I need your help though with the rest of the year, only three and a half months left to year end. I would like to once again offer our assistance - some of you have started using the Lotus team in customer calls and together we have been quite successful.

In terms of enablement for the rest of the year, we are planning a Lotus Quickr Proof of Technology (PoT) in October 2007, similar to the very successful Dashboard and Portal PoT we had in Q2. We are also in discussion and planning phase to re-launch the Lotus user group - I will need your help and support in this initiative.

I would like to end this letter by reiterating the Lotus team's offer of assistance - Sagri, Sajith, Derek, Grant and I will gladly help with any customer requirement. Please also note that the Lotusphere 2008 registrations have opened. If at all possible I strongly recommend you attend this flagship Lotus event.

That is all from me for now - good luck and happy selling until we next speak.

Hannes

Lotus. software

Enablement

2007 IBM Lotus Business Partner Quickr 8.0 Fest - all you need to know to sell, customise and deploy Quickr

SALES SESSION; Tues 6 November, IBM Sandton Offices, 9.00 - 12.30
The sales session highlights:

- Where to make money, who to sell to, what problems does it solve, key product capabilities, business benefits
- Live "real world" demonstration
- Gain insight on objection handling and Competitive strengths
- Provide partners with a CLEAR road-map of how to capture new customer opportunity moving into Web 2.0 world.

TECHNICAL WORKSHOP: Tues 6 November, IBM Sandton Offices, commencing 13.30 on Day One & closing 16.00 on Wed 7 November
Technical Workshop highlights:

- Install and Configure a Quickr environment.

- Install Connectors.

- Customize Quickr

- Demonstrate Quickr

- Explain how Quickr integrates with other IBM products for example

Who should attend?

Sales 1/2 day education: Customer Facing Staff, Sales, marketing, Consultants, Project Managers and Technical Sales People (Note this is not a Technical session)

Technical workshop: Consultants, Project Managers and Technical Sales People. Assumption is Audience have some basic knowledge of Lotus products.

Please note that you are responsible for arranging overnight accommodation, should this be required

RSVP - To register please call 0860 728 728 or send an e-mail to rsvp@za.ibm.com, quoting the event code **ZA7AC64M.**

Lotus. software

Frequently Asked Questions (FAQ)

Explaining the Lotus Notes and Domino licensing: http://www.ibm.com/software/sw-lotus/products/product4.nsf/wdocs/notesdominolicensing

Announcements

Please note that you need to have an BP approved IBM ID to access this site
 https://www-304.ibm.com/jct09002c/partnerworld/mem/pat/bpal_index.html

Message from the Brand Manager

Golembo, ML (Mary-Lynne)
IBM Sales & Distribution, Software Sales
Rational Brand Manager SACA
Sales Specialist

Dear Business Partner

Since taking over the Rational Brand Management for IBM SWG SACA in January this year, we have had an exciting and rewarding 8 months.
We have grown the new Rational license revenue by more than 600% YoY , we have grown the pipeline 3 fold, and we have grown the IBM SWG team to 5 full time members!
Mike Swift has just completed his first year with SWG Services as Senior Rational Services Consultant, Jacques van Zyl has completed 15 months as our Technical Pre-sales Consultant, Simon Gawronsky joined the team in July this year as our new Rational Sales Specialist, and Christopher de Kok joined our SWG Services team in August, bringing with him a wealth of top-class Rational expertise.

Rational is an exciting place to be right now! Following the acquisition of Buildforge in May 2006, we have completed our first successful local Buildforge implementation, a highly successful POC with a major Telco and have two more POCs in scoping.

Our most recent acquisition in June this year, Watchfire, adds to the Rational portfolio the software and services to help customers ensure the security and compliance of their Web applications. Customers are better able to control costs and protect against the increasing number of threats targeted at the application level, including Web services.

You will very shortly receive invitations to our South African Rational Software Development Conference, scheduled as a one-day event both in Johannesburg (9th October) and Cape Town (11th October). We will have international presenters covering topics of current interest and introducing you and your customers to Rational Asset Manager, Rational Tester for SOA and Watchfire!
Please encourage your customers to attend this event and we look forward to seeing you there too!

Remember to use Partnerworld and your local BPR to stay in touch and up to date on all things Rational. The team and I are here to help you and your customers and lets work together to close out the year on an even higher note.

Regards
Mary-Lynne

Tivoli software

Message from the Brand Manager

Blignaut, MR (Martin)
IBM Sales & Distribution, Software Sales
Tivoli Brand Manager SACA

Johannesburg

Dear Business Partner

Welcome to the Tivoli Section of this News Letter. IBM Tivoli South Africa has seen incredible growth over the past 18 months and with some key acquisitions has fundamentally changed our portfolio over this period.

From Traditional systems management we are now in a position to provide our customers with business services from EAM (Enterprise Asset Management) - where we are able to design, build, procure, operate, maintain, modify and dispose an enterprises' assets such as buildings, real estate, facilities, fleet and plant equipment.

IT equipment including the management of software licenses and networks over the assets' life cycle, as well as the inventory and human resources associated with maintaining those assets to our Micromuse acquisition where our technology helps banks, telecoms, retailers, governments and other organizations monitor, manage, troubleshoot and simplify complex networks and IT environments of all shapes and sizes.

With our SAP and business service management, storage and security solutions, Tivoli has become a key focal area of IBM Software with numerous opportunities for you our Partner to become involved.

Regards
Martin

WebSphere software

Harvey, D (Dion)
IBM Sales & Distribution, Software Sales
SWG Sales Manager - WebSphere - SACA

Johannesburg South Africa

Dear Business Partner

Welcome to the WebSphere section of the newsletter. WebSphere's phenomenal success in 2006 seems like a distant memory here in late Q3. However, we are well poised to repeat this success in 2007, along with you, our dedicated WebSphere partner community.

I am really excited about this new communication medium. We all have busy diaries, and having a single place to go to , for all your SWG requirements, and latest news will provide a great way of leveraging IBM, and getting the most out of the brands.

Momentum around SOA continues to build. More and more, our clients are coming to IBM WebSphere, to help them build the architecture that is key to deriving all the promises of SOA. And WebSphere has never been better positioned to deliver on the promises of SOA. Through our acquisition of Webify (WebSphere Business Services Fabric) as well as new product developments, like the WebSphere Registry and Repository, we continue to invest , on top of our already powerful, broad WebSphere V.6 capability. Through this, we remain positioned by Gartner, as the No 1. provider of SOA solutions to the market.

October sees the first running of the WebSphere Top Gun. Registrations have closed at an amazing 50! , so if you have missed the enrolment, and wish to be wait listed, please contact Kim du Plessis, or your VAD, to secure a seat.

In addition Austria will be hosting the 2007 European WebSphere Technical Conference in November, for those wishing to deepen their WebSphere technical knowledge , and network. Locally, we continue to provide technical enablement through our colleagues at Learning Services. I would however encourage all of you to work with Hendrik, to have a planned WebSphere skills roadmap, so that we can execute additional enablement, that is tailored to your needs.

I would like to thank you for your support. Kathleen Langman, Kim du Plessis, Tommy Erlank and myself look forward to working with your to grow your, and our business!

Good luck and good selling.

Regards

Dion

WebSphere. software

Tools and Technical Resources

WebSphere Library

http://www-306.ibm.com/software/websphere/sw-library/

Announcements

Please note that you need to have an BP approved IBM ID to access this site
https://www-304.ibm.com/jct09002c/partnerworld/mem/pat/bpal_index.html

Conferences and Events

WebSphere Technical Conference in Austria in November:
http://www-306.ibm.com/software/integration/wbsf/index.html?&ca=qapromo-s0swg-b0swg-l0ws-d0swgmer-n0134-o0wbsf-g0usen-t0SSAK4R

Education & Training

The attached file lists all of the no-charge **distance learning courses** that are available to IBM Business Partners from the WebSphere Education organization. Instructions are included in the spreadsheet for a partner to enroll in the course -- either by directly accessing an enrolment link provided or by requesting access to the training from **websphere_skills@us.ibm.com**.

- **WebSphere Portal**
- **WebSphere Voice Response**
- **WebSphere Voice Application Access**
- **WebSphere Product Center/Global Data Synchronization**
- **WebSphere Partner Gateway**
- **WebSphere Business Modeller**
- **WebSphere Business Monitor**
- **WebSphere Process Server**
- **WBI Adapters**
- **WBI Server/InterChange Server**
- **WebSphere Commerce**
- **WebSphere Development Studio Client & Server**
- **PD Tools**
- **SOA**
- **WebSphere Runtime**
- **WebSphere Application Server XD**
- **WebSphere Enterprise Services Bus**
- **Rational Application Developer**
- **WebSphere Application Server Web Services**
- **WebSphere Integration Developer**
- **WebSphere Developer for zSeries**
- **WebSphere Developer for System I**
- **HATS**

EXPRESS ADVANTAGE

IBM Partners - Your opportunity to provide an express solution to the mid-market with IBM through our Built on Express Programme.

Early October IBM launched the Express Advantage Programme which is at the very heart of IBM's strategy for the mid-market. As part of a phased global announcement, Express Advantage is fast becoming IBM's external brand for all mid-market solution selling. It is and will continue to be a major focus for IBM investment.

The key aim of the programme is to drive awareness that IBM is a solution provider relevant and accessible to new clients in the mid-market and not just a hardware vendor.

Express Advantage is a commitment to our joint customers that IBM is dedicated to helping Mid-Market solve their needs, by providing simple solutions to tough problems, priced and designed fir medium-sized businesses and in addition will now provide simplified access and greater awareness of you our IBM business partners..

So how can you participate?

Do you as an IBM Business Partner have an application solution? Would you like to team with an ISV to put together a solution to market as part of this program?

The Built on IBM Express Advantage Offerings trademark offers a unique opportunity for you to differentiate your solutions and services offerings when marketing and selling to mid-sized clients. This IBM approved trademark may only be used with solutions that contain IBM Express Advantage Offerings that are specifically designed for mid-market clients, namely those that have been successfully implemented in a mid-sized client environment. Successful solutions must be easy to understand, manage and deploy.

Taking advantage of this important opportunity will allow you to:

- Benefit from IBM's significant investment in IBM Express Advantage Offerings demand generation and customer awareness activities.
- Raise the visibility of your solution and services offerings to mid-market clients.
- Solutions will be publicised on IBM customer-facing websites.
- Use the trademark on your website, marketing campaign collateral and in advertising to differentiate your mid-market offerings.
- Your company will be earmarked as an IBM Built on Express Business Partner on the IBM customer-facing web sites.

Please take the time to understand how you can get involved and nominate your solution for this accreditation. If you require assistance, please don't hesitate to contact your aligned IBM Business Partner Representative.

To learn more about Express Advantage and to nominate your solution log onto Partnerworld: www.ibm.com/partnerworld/emea/smb

Incentive for this quarter

Chequered Flag Trip Awards

Win a trip to Monte Carlo or $5000 USD!
Drive into the winner's circle with IBM software! To recognize the outstanding achievements of our Business Partners across the geographies, IBM software is announcing The Chequered Flag recognition program for the second half of 2007. If you cross the finish line as your geography's leader during the second half of 2007, based on Software Value Incentive (SVI) sold revenue* or number of SVI transactions**, your firm may win $5000 USD. Or, if your firm has the most SVI sold revenue for your geography during the second half of 2007 and meets additional defined criteria, your firm may win an exclusive trip to Monte Carlo!

Please see the program details below and begin setting the pace with IBM software for the championship position!

The Chequered Flag Trip Awards

Overview
Winning attendees will take in the sun, surf and scenes that define Monte Carlo as one of the premier locations in the world. Nestled between the southern Alps and the Mediterranean, Monte Carlo offers you an experience of a lifetime.

One Business Partner firm per IBM IOT/geography with the greatest amount of SVI sold revenue* from July 1, 2007 through December 31, 2007, for their geography/IOT and who meet the eligibility guidelines (see below) will receive two tickets to attend an exclusive recognition event in this famous principality. Winners will be recognized at PartnerWorld 2008.

Business Partner Eligibility Guidelines
Up to four Business Partners will be recognized with a Chequered Flag trip, one Business Partner in each IOT/geography. IOT/geographies include:
• EMEA - Northeast IOT, excluding Austria and Germany
• EMEA – Southwest IOT
• Americas Group
• Asia Pacific, excluding Japan

Each winning Business Partner must be an active member of PartnerWorld and an active SVI Business Partner at time of selection.

Each winner must have documented their SVI Reinvestment Activity in PartnerPlan, describing how the Business Partner uses or plans to use SVI fees to reinvest into their business. The Reinvestment Activity must be created in the PartnerPlan database no later than December 31, 2007.

Business Partners who have a PartnerPlan in the system don't need to alter existing activities in PartnerPlan if they are appropriate for SVI reinvestment. They need only to create a new activity selecting the "SVI Investment program" and "cut and paste" the active information in the new activity.

Business Partners without a current PartnerPlan in the system can build a self service plan and include the "SVI Investment program" as one of the activities in the plan.
Directions for creating the SVI Reinvestment Activity within PartnerPlan
Create your SVI Reinvestment activity plan

Business Partners must have at least one customer reference in the Client Reference Database no later than December 31, 2007, which is accepted by IBM, and is associated with SVI transactions with a sales order date after January 1, 2007. Customer references may be submitted through the PartnerWorld Web site with the preferred focus area of "Software" designated.

Transaction Eligibility Guidelines and Terms and Conditions
SVI transactions must have a "Sales Order Date" between July 1, 2007, and December 31, 2007, and be submitted for payment (have a "payment request date") no later than January 15, 2008.

SVI transactions with Sales Order dates prior to July 1, 2007, will not be eligible transactions for purposes of this award.

Please note that Business Partners must respond to queries regarding sales documentation associated with their SVI transactions within two weeks of the request date from IBM. Responses beyond this date will result in the transactions not being considered as eligible for this program.

Second half 2007 SVI sold revenue will be totaled for each Business Partner who meets the eligibility guidelines. The Business Partner per IBM IOT/Geo with the greatest amount of SVI sold revenue and who meets the eligibility guidelines wins the award. If there is a tie between multiple Business Partners for the exact same amount of SVI sold revenue, the Business Partner with the greatest number of SVI transactions will be selected as the winner.

The Chequered Flag $5000 USD Awards

Overview
IBM Business Partners within each geography have the opportunity to win $5000 USD based on second half 2007 SVI achievement. These funds can be used to supplement the firm's reinvestment activities and will be distributed under the guidelines of PartnerWorld's co-funded marketing initiative. Please see below for eligibility guidelines.

The $5,000 USD will be awarded based on SVI achievement, either for the most SVI sold revenue* or for the greatest number of SVI transactions**. The program extends from July 1, 2007, through December 31, 2007.

Business Partner Eligibility Guidelines
Each winning Business Partner must be an active member of PartnerWorld and an active SVI Business Partner at time of selection. Business Partners in Austria and Germany are not eligible to participate in this recognition program.

All SVI eligible Business Partners (SIs, ISVs, and Resellers) are eligible to participate if the firm has documented their SVI Reinvestment Activity in the PartnerPlan database, describing how the Business Partner uses or plans to use SVI fees to reinvest into their business.

Business Partners who have a PartnerPlan in the system don't need to alter existing activities in PartnerPlan if they are appropriate for SVI reinvestment. They need only to create a new activity selecting the "SVI Investment program" and "cut and paste" the active information in the new activity.

Business Partners without a current PartnerPlan in the system can build a self service plan and include the "SVI Investment program" as one of the activities in the plan.

Directions for creating the SVI Reinvestment Activity within PartnerPlan
Create your SVI Reinvestment activity plan

The SVI Reinvestment Activity must be created in the PartnerPlan database no later than December 31, 2007, for awards given for the period July 1, 2007, through December 1, 2007.

Awards
Up to 14 Business Partners will be recognized for the period July 1, 2007, through December 31, 2007.

There will be two winning firms from each of the following IBM IMTs: CEMAAS (excluding Austria), UKISA, Nordics, Benelux, France, SPGIT (Spain, Portugal, Greece, Israel, Turkey), and Italy. Awards will be allocated for each IMT as follows:
• One award to the Business Partner with the greatest amount of SVI sold revenue* for the period
• One award to the Business Partner with the greatest number of SVI transactions** for the period

Transaction Eligibility Guidelines
For the $5000 USD awards, SVI transactions must have a "Sales Order Date" between July 1, 2007, and December 31, 2007, and be submitted for payment (have a "payment request date") no later than January 15, 2008.

A Business Partner can be selected for one $5,000 USD award only during the recognition period. A firm cannot win based on the greatest number of transactions and win again for the greatest amount of SVI sold revenue.

SVI transactions with Sales Order dates prior to July 1, 2007, will not be eligible transactions for purposes of this program.

Please note that Business Partners must respond to queries regarding sales documentation associated with their SVI transactions within two weeks of the request date from IBM. Responses beyond this date will result in the transactions not being considered as eligible for this program.

Second half 2007 SVI approved for payment revenue or transaction count will be totaled for each Business Partner who meets the eligibility guidelines.

Winner selection will first be done for the greatest amount of SVI revenue award. If multiple Business Partners tie (exactly) based on SVI sold revenue, the Business Partner with the greatest number of transactions will be selected first. Business Partners will next be selected for number of transactions. In case of two Business Partners who have the same number of SVI transactions, the Business Partner with the greatest amount of SVI sold revenue will be selected first.

Other Guidelines
Business Partners in Austria and Germany are not eligible to participate in The Chequered Flag recognition program.

Terms and Conditions
1.   IBM's decision on all matters related to The Chequered Flag Program ("the Program") is final.
2.   IBM reserves the right to substitute awards for awards of equivalent value.
3.   The Monte Carlo recognition trips are awarded to the Business Partner firm selected by IBM. The Business Partner firm then identifies two people to attend. Arrangements for air travel, hotel and activities (including meals) will be made by IBM on behalf of the two attendees identified by the winning firm.
4.   IBM will determine the use of airline carrier, time of travel, place of departure, other transportation arrangements, and accommodation arrangements in its sole and absolute discretion.
5.   IBM will reimburse the winner's reasonable costs which are directly connected to attending the event, provided that such costs are notified to IBM for prior approval.
6.   The Program is void or may otherwise be cancelled by IBM if prohibited or restricted by law for any reason.
7.   Individuals attending the event are responsible for payment of all taxes associated with the award. Monetary compensation cannot be received in lieu of the award trip.
8.   IBM offers no advice and accepts no taxation liability of participants arising from or in connection with the Program. Any taxation liability is the sole responsibility of the participant, and IBM makes no representation that the Program will be taxation free.
9.   To the extent permitted by law, IBM makes no warranties or representations (expressly or implied) and disclaims all liabilities however arising in relation to type, quality or fitness for purpose of any prizes provided in relation to the Program. Warranty claims should be directed to the manufacturer or service provider in accordance with their warranty information (if applicable). To the extent such liability cannot be excluded, IBM's liability is limited to cost of supplying the goods or services.
10.   IBM will not be liable for any loss or damage whatsoever which is suffered (including but not limited to consequential or indirect losses) or any loss or personal injury which is suffered or sustained in connection with the Program or as a result of accepting the prize, except where such liability cannot be excluded by law.
11.   The winner will be notified in writing by IBM.

This program may be modified or withdrawn by IBM on written notice.

∗   SVI sold revenue is defined as SVI revenue (approved for payment category in USD) under the guidelines of the SVI program. The Business Partner can receive credit under either identify and sell, or sell alone categories. SVI/VAP transactions are included.
∗∗ SVI transaction is defined as a transaction count associated with an individual SVI opportunity. The Business Partner can receive credit under either identify& sell or sell alone categories. SVI/VAP transactions are included

Education

Joao Corado
IBM Software Group,
Software Services Sales, Education & Consulting -

[Johannesburg South Africa](#)

Welcome to the Education section of the newsletter. The Sales Training Specialist position is new to IBM Software Group in South Africa, this is my second month in this position. Today's software training must go beyond increasing the skills of your IT staff, It must enable the integration of new technologies; maximise IT investments; extend current applications; minimise downtime, and provide consistency and cost effectiveness. IBM training does all this for our clients.

I am really excited about this new communication medium. We all have busy diaries, and having a single place to go to , for all your SWG Training requirements, and latest news will provide a great way of leveraging IBM Education.
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Relevant links to Training:
http://www-05.ibm.com/services/learning/za/ta-iris.nsf/(ExtFileName)/extmain
http://www.ibm.com/certify

Training Locations
Sandhurst Office Park
Block F,
Corner of Katherine and Rivonia Road
Sandton
Johannesburg
2146
Telephone: +27 860 700 777

If you require further information, please call us toll-fee on: 0860 788 788 or e-mail us at shopassist@za.ibm.com
Joao Corado

Technical Resources Available to you

Partner World

IBM Partnerworld is a world Wide comprehensive marketing and enablement program, providing a vast array of benefits to IBM Business Partners including

- Sales and Marketing tool

- Skills building courses

- Technical Support Design to

To Access Partner World go to

http://www.ibm.com/partnerworld

Partner World offers three levels of membership

- **Member** - Requires minimal entry level commitment from BP's and in return IBM provide electronic support covering broad products and technologies

- **Advanced** - Strong commitment required from BP's in areas of Skills, Revenue achievements. IBM Delivers enhanced level of marketing and sales support, Skills development, technical support and enablement

- **Premier** - Partners making a significant investment in IBM products/technologies through, skills, solutions, Revenue achievements & high customer satisfaction. IBM provides highest level of marketing, sales and technical support

Virtual Innovation Center - VIC

The virtual innovation Centre is a:

- Single knowledge portal of technical, and marketing enablement resources
- Provides access to web information to match business need
- Helps you build cross brand product skills and solutions
- Assist in migration and porting of applications
- Access to pre-sales technical resources
- Help respond to business Opportunities faster

So when must you use it?

- When you need assistance building an application
- Skills development in a new product area
- Off-hours support
- Code for development and training purposes
- Developers to work with the latest IBM Software
- Ad-hoc Technical assistance
- Provide constructive feedback to influence IBM Software development

You need to be a member of Partnerworld and to access the VIC go to

http://www.ibm.com/Partnerworld/vic

New Release - Solution Consultant Express tools
On behalf of the Solutions Consultant Express Tool Team, weare pleased to announce the immediate availability of the **Solutions Consultant Express Tool (SCE)** Release 2.3.

What is the Solutions Consultant Express Tool?
Translating the customer's business requirements to the right technology and architecture often requires knowledge of many subject areas not to mention a lot of hard work. In an effort to simplify this process, we have created a solution design wizard that guides the user through a systematic process to quickly arrive at the right solution to the customers problems. This tool, Solutions Consultant Express Tool, analyzes business requirements and the customer's IT configuration to determine what technology best fits their needs. It empowers the IBM Business Partner to work confidently with the customers. To access this latest version, visit the SCE home in the SBE Information Center at:

https://publib14.boulder.ibm.com/infocenter-int/sbehelp/v1r0/help/topic/com.ibm.sbe.doc/topics/scet_intro.htm

Release 2.3 is immediately available in English. Translations to other languages will be posted as soon as they are completed.

What is new in this release?
• Updated hardware model recommendations
• Addition of Balanced Warehouse software components
• Updates to Portal software components
• Business Partners can use SCET to earn valuable rewards through the Software Value Incentive program

What are the benefits of using the Solutions Consultant Express Tool?
• Helps uncover new opportunities or validate a solution you designed on your own
• Guides the user through an analysis of business and IT requirements using a question-and-answer interview format
• Provides a consolidated view of available resources such as Solution Starting Points, product information, and IBM Redbooks
• Recommends a solution that best fits the customer's requirements and includes architectural design, software, hardware, and implementation guidance
• Provides customizable output that is perfect for building a proposal and earning valuable rewards through the Software Value Incentive program

Using the downloadable version of the Solutions Consultant Express Tool?
This new release of SCE is initially available only from the hosted version of the SBE Information Center identified. An email and instructions for updating you local SCE release will be sent to all registered users of the downloadable version as soon as packaging is completed.

Want to give us feedback?
Please take a few mintues to send us your comments on this new release. Feedback can be provided by:
• Completing the feedback form when using SCET (click Feedback button)
• Email **sbuilder@us.ibm.com**