



IBM Software Group

# You pass we pay for industry solutions

*Commerce- B2B-Enterprise Marketing Management- Enterprise Content Management*



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**SWG Channel Sales**

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## Program Objectives

- The You Pass, We Pay tuition and certification reimbursement benefit is available to Partner World Business Partners with the purchase of the IBM Value Package
  - Reimburses tuition and certification test costs for a select list of technical certifications. List is updated quarterly.
  - Business Partners can effectively offset the expense of building their technical skills.
  - Helps Business Partners achieve the certifications required for authorization to resell IBM software at reduced cost.
  - Available in all countries where Partner World operates.
  - Complete program details located at:
    - [http://www.ibm.com/partnerworld/mem/learn/tac\\_wepay\\_main.html](http://www.ibm.com/partnerworld/mem/learn/tac_wepay_main.html)





Annual  
subscription: US  
\$2,000  
New Business  
Partner  
subscription  
(< 6 months):  
US\$1,800  
Renewal price:  
US

Benefits:  
Access to IBM  
software  
Pre-sales technical  
support  
**Tuition  
reimbursement**



# Partner World Value Package

Benefit	Member	Advanced	Premier
You Pass, We Pay	\$6,000 cap	\$15,000 cap (\$6,000 per individual)	\$50,000 cap (\$6,000 per individual)
No charge software sales mastery test vouchers	6	12	20
Software Access	✓	✓	✓
Software Critical Implementation Support			2 instances
Software Integration and Implementation Support	✓	✓	✓
Software Assurance Assistance (limited countries in AP)		✓	✓
Software Technical Sales Consultancy		2 instances	4 instances
Technical Sales Support	✓	Available without Value Package	Available without Value Package
Software Answer Network	✓	Available without Value Package	Available without Value Package

<http://www.ibm.com/partnerworld/valuepack>



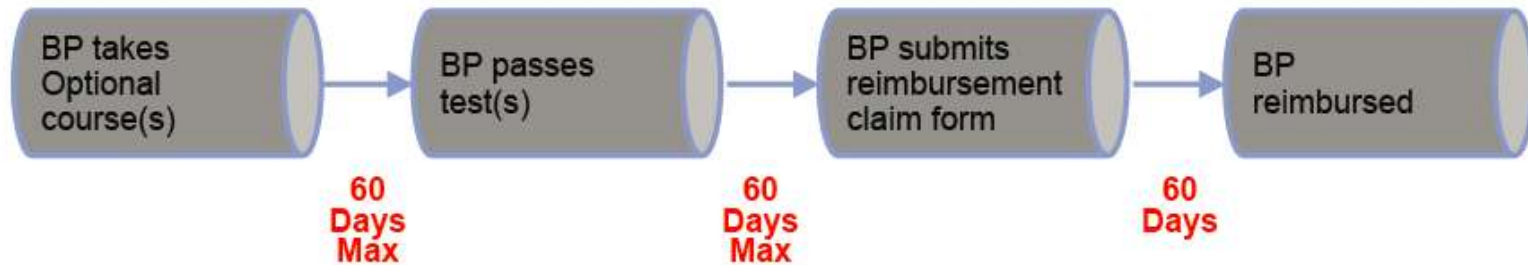
## You Pass, We Pay Qualifications



- Must be a member of Partner World
  - Signed Partner World Agreement
  
- Must purchase value package
  - Signed value package attachment
  
- Valid certifications must be achieved. (List of certs change quarterly)
- Claims are capped by Partner World membership level achieved
  - Member \$6K
  - Advanced \$15K
  - Premier \$50K
  
- Claims are capped by individual
  - \$6K maximum per individual per subscription year
  
- Supporting documentation is e-mailed to IBM
  - Reimbursement claim form-Copy of paid invoices and course attendance-Proof of achieving certification (given at time of test)



## Process:



- Only courses and tests listed on the YPWP Reimbursable Certifications list are eligible for reimbursement. List is updated quarterly.
- Student has 60 days from the last day of class to achieve certification. If multiple courses are required, the 60 days starts from the last day of the final course.
- Certification is required for reimbursement
- The Reimbursement Claim Form must be submitted within 60 days of achieving Certification
- BP reimbursed within 60 days of IBM receiving all required documentation



## Key URLs

### **Value Package**

[https://www-304.ibm.com/partnerworld/wps/servlet/ContentHandler/pw\\_com\\_vpo\\_value\\_package](https://www-304.ibm.com/partnerworld/wps/servlet/ContentHandler/pw_com_vpo_value_package)

### **You Pass, We Pay**

[https://www-304.ibm.com/partnerworld/wps/servlet/ContentHandler/pw\\_com\\_dar\\_wepay](https://www-304.ibm.com/partnerworld/wps/servlet/ContentHandler/pw_com_dar_wepay)

### Steps to reimbursement

- Claim guidelines

- Reimbursable certifications and courses by Brand

- Reimbursement claim form

### **Sales & Technical Mastery Site**

[http://www-03.ibm.com/certify/mastery\\_tests/index\\_bd\\_sw.shtml](http://www-03.ibm.com/certify/mastery_tests/index_bd_sw.shtml)

### **Education & Course Catalog**

<http://www-304.ibm.com/jct03001c/services/learning/ites.wss/us/en?pageType=page&c=a0000037>

