

8-10 JUILLET 2014 IBM BOIS-COLOMBES



TECH ACADEMY



Cycle de Montée en Compétence

IBM Business Analytics Technical Sales &
Solutions

Pascal DELVAL Business Intelligence and Performance Management Solutions Specialist

8-10 JUILLET 2014 IBM BOIS-COLOMBES



IBM PartnerWorld



IBM PartnerWorld

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Benefits and resources

- [Marketing](#)
- [Selling](#)
- [Technical](#)
- [Training](#)
- [Collaboration](#)

BA resources by product group

- [Cloud \(Risk, PM, SPSS\)](#)
- [Midmarket \(Cognos Express/Insight, SPSS Modeler\)](#)
- [Performance Management \(CDM, Command Center, Controller, ICM, TM1\)](#)
- [Predictive & Business Intelligence \(Cognos, SPSS, PMQ, Social Media\)](#)
- [Risk Analytics \(OpenPages, Algorithmics\)](#)

What's new

- [June 2014 promotion - 50% off all BA certifications for Business Partners only. Use promotion code: 50BABP](#)
- [Big Data & Analytics](#)
- [Gartner BI platform Magic Quadrant analysis and guidance](#)
- [An introduction to Social Media Analytics v1.3](#)
- [IBM's Software Group Sales Academy 2014 presentations](#)
- [Vision 2014 - 18 - 23 May in Orlando, FL](#)

BA Shortcuts

Most popular

- [Pricing and licensing](#)
- [Product demonstrations](#)
- [Competitive resources](#)
- [Demand generation](#)

[Self-Paced Virtual Classroom \(SPVC\)](#)

- [Certification](#)
- [Cognos Express quick start](#)
- [ASL/OEM Program for BA](#)
- [Client navigator - LoB solutions](#)
- [Software solution bundles](#)
- [Software as a Service \(SaaS\) options](#)

Related Business Analytics resources

[IBM PartnerWorld Link](#)




Exploration Of Technology and Proof Of Technology



- Chaque fois que c'est possible, utilisez un PoT de préférence à un PoC
 - Présente aux clients, les fonctionnalités, la documentation et l'usage de l'offre IBM dans un environnement contrôlé
 - Évite les surprises de la construction d'un environnement à partir de zéro
- 2 cas d'usage du POT
 - Un outil pour générer des opportunités (Plusieurs clients dans une salle)
 - Une démonstration avancée pour faire progresser une opportunité qualifiée
- Les scénarios de démonstrations sont complets :
 - Ils vous permettent de comprendre rapidement le fonctionnement des solutions
 - Ils vous permettent de rencontrer un expert avec qui vous pourrez discuter

<http://www-05.ibm.com/fr/events/tec/?ca=forum>



Exploration Of Technology (Eot) & Proof of Technology (Pot)

Calendrier 2ème Semestre 2014



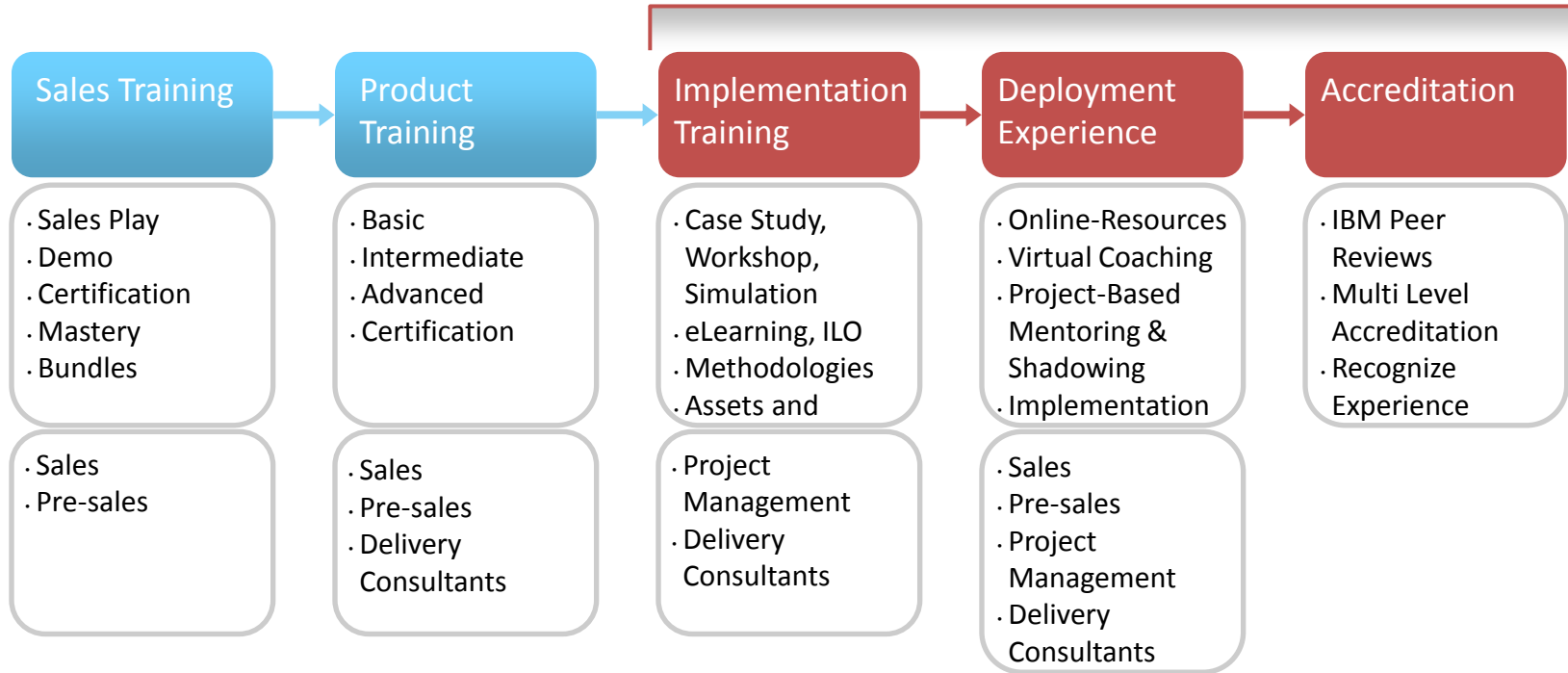
Business Analytics software



Business Partner Success Roadmap



IBM Software Practice Accelerator





Business Partner Learning Roadmaps



Business Analytics Cognos Training Paths and Curriculum Fact Sheets

New! IBM Cognos 10.2 Training Courses



Not sure what course to take? Use the training paths or interactive curriculum fact sheets to find a course, view its description, and register. Plus, print or save a copy of the PDF for reference at a later time.

Training Paths

The following training paths were created for Cognos BI and FPM products. Use the interactive curriculum fact sheets below to view courses by job role for previous product releases.

Cognos Business Intelligence (BI) Product

Cognos BI 10.2

- [Role: Professional Author](#)
- [Role: Business Author](#)
- [Role: Developer](#)
- [Role: Project Manager](#)
- [Role: Administrator](#)
- [Role: Consumer](#)

Cognos BI 10.1

- [Role: Professional Author](#)
- [Role: Business Author](#)
- [Role: Developer](#)
- [Role: Project Manager](#)
- [Role: Administrator](#)
- [Role: Consumer](#)
- [Role: Analyst/Business User](#)

Cognos Financial Performance Management (FPM) Products

Sales Training



Product Training

Business Analytics SPSS Training Paths and Curriculum Fact Sheets

Not sure what course to take? Use the training paths or interactive curriculum fact sheets to find a course, view its description, and register. Plus, print or save a copy of the PDF for reference at a later time.

Training Paths

The following training paths were created for SPSS Statistics, Modeler, Data Collection and Decision Management.

IBM SPSS Statistics

Show descriptions | Hide descriptions

- [Role: New User](#)
- [Role: Data Management & Reporting](#)
- [Role: Data Analyst 1](#)
- [Role: Data Analyst 2](#)
- [IBM SPSS Statistics Certification](#)

IBM SPSS Modeler

Show descriptions | Hide descriptions

- [Role: Analyst](#)
- [Role: Data Expert](#)
- [IBM SPSS Modeler Certification Test](#)

IBM SPSS Data Collection

- [IBM SPSS Data Collection 7](#)
- [IBM SPSS Data Collection 6.0.1](#)

<http://www-304.ibm.com/services/learning/ites.wss/us/en?pageType=page&c=W113304M84371129>

<http://www-304.ibm.com/services/learning/ites.wss/us/en?pageType=page&c=Y505332L23092B93>



Business Partner Learning Center



The **IBM Business Analytics Business Partner Learning Center** is one convenient location to access all of the enablement and education available to you.

Get enabled with role-based training



Sales and technical sales

SVP BA Authorized Business Partners
Access Business Analytics fundamentals, selling and technical selling resources.



Developer

Uses Business Analytics tools and technologies to develop solutions or models.



Designer

Designs and builds sophisticated reports and dashboards for consumers.



IBM Practice Accelerator Program

A comprehensive learning path that builds upon the foundation of training and certification programs.



Administrator

Manages deployment of software, including installation, configuration, maintenance, security & system optimization



Solutions Implementation Method

A step-by-step guide to conducting a complete development lifecycle.

What's new

→ IBM's Software Group Sales Academy 2014

→ An introduction to Social Media Analytics v1.3

Supporting enablement programs

→ Think Academy

→ Certification and Sales Mastery

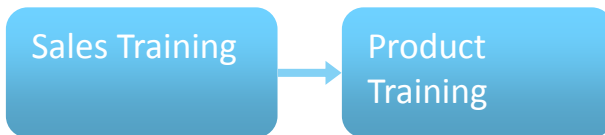
→ Self-Paced Virtual Classroom (SPVC)

→ eLearning

<https://www.ibm.com/partnerworld/babplc>

Navigation

Facile et Intuitive



Les organismes de formation



Il y a plusieurs organismes proposant des formations :

- Arrow ECS



- Avnet

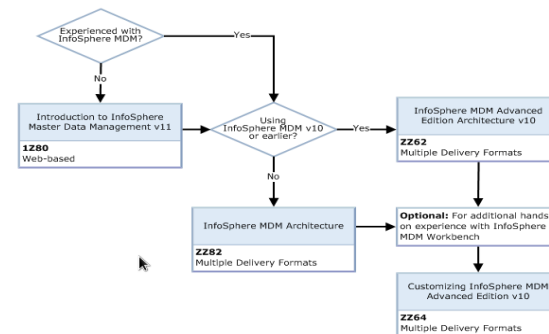


- Global Knowledge



Global Knowledge®

- LearnQuest



Formations Officielles reconnues par IBM



IBM Professional Certification Program

Accelerate insight. Improve skills. Get certified now.

Overview
Certifications
Tests
About the Program
Process

Certification by Product
IBM Business Analytics
Updates & Revisions

IBM Business Analytics

IBM Business Analytics information

→ [IBM Business Analytics Certification Program Brochure](#)

↓ [IBM Cognos Certifications](#)

↓ [News and announcements](#)

↓ [IBM Risk Analytics Certifications](#)

↓ [IBM SPSS Certifications](#)

Cognos Business Intelligence

IBM Certified Administrator

→ [IBM Certified Administrator - Cognos 10 BI](#)

http://www-03.ibm.com/certify/certs/ba_index.shtml



- Catalogue des formations

<http://www-304.ibm.com/jct03001c/services/learning/ites.wss/fr/fr?pageType=page&c=a0003630>

- IBM a délégué les formations à 4 Global Training Partners



- You Pass We Pay

– remboursement (vérifier les conditions) des frais de formation et certification lors du succès à la certification

<https://www-304.ibm.com/partnerworld/wps/servlet/ContentHandler/LLIE-6LMSGC>

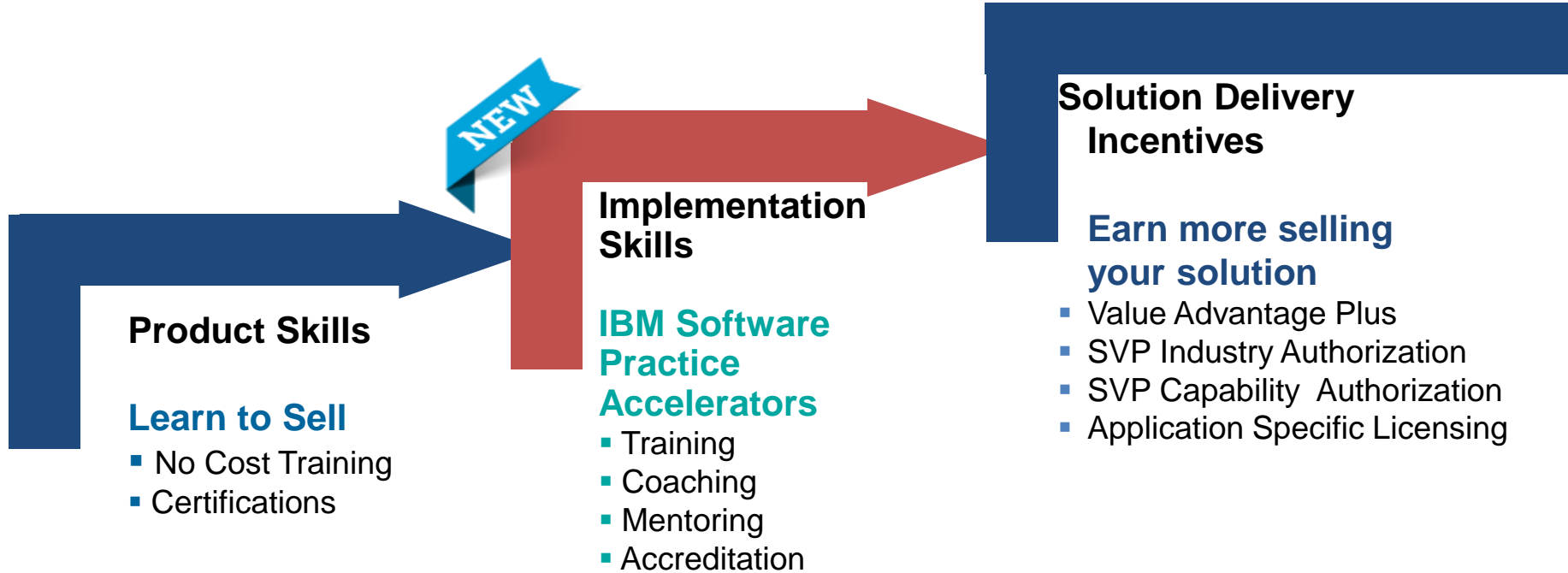
- Nouveau centre de certifications : **Pearson VUE**

http://www-03.ibm.com/certify/PVUE_FAQ.shtml#!

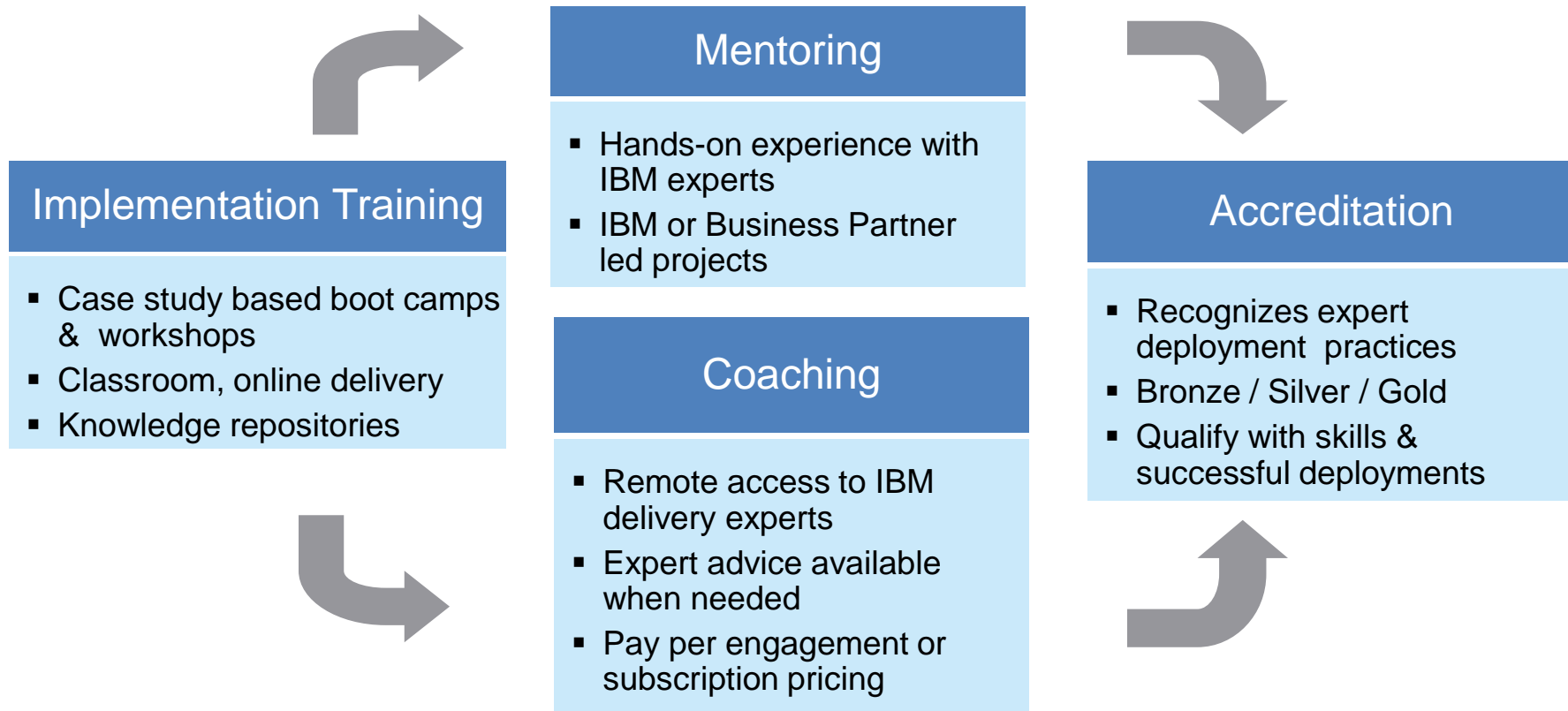




Skills Roadmap to Accelerate Your Success



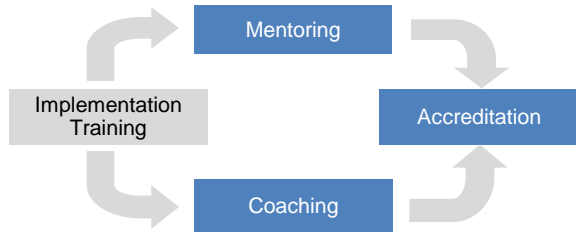
When clients get value from IBM Software, everyone wins:
The client, Business Partner, and IBM!





Objective

Deep implementation training that prepares students for billable services engagements



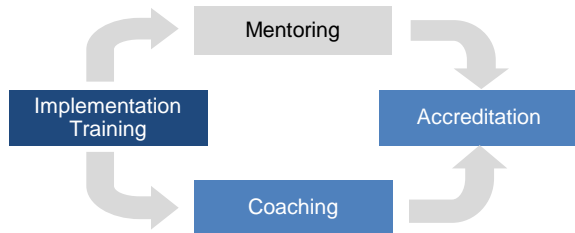
- Classroom based or instructor led on-line
- Simulated implementations using a proven approach
- Pre-requisite: software technical certifications
- Assessments upon completion of training

Develop hands-on implementation knowledge & skills



Objective

Acquire implementation experience by shadowing IBM experts



IBM Led Engagements

- Business Partner receives cost recovery rates
- Work with experienced IBM consultants
- Prerequisite: Product certifications and implementation training

Business Partner Led Engagements

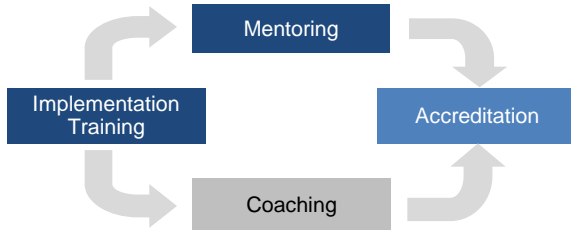
- Co-sell statement-of-work based projects with IBM software services
- Embed experienced IBM implementation consultants into your projects

Gain hands-on experience during full life-cycle implementation projects



Objective

Remote on-demand implementation advice



- Implementation advice for proposals and projects
- Remote service delivery, quick response
- Use during sales or delivery phases
- Pay per engagement or subscription pricing

Accelerate Enablement and Success

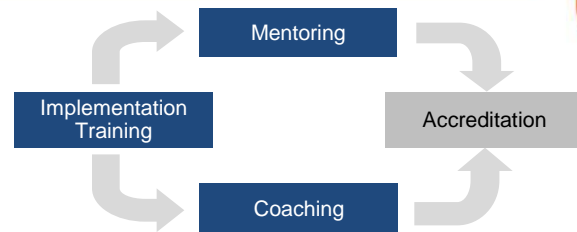


IBM Software Practice Accelerator Accreditation



Objective

Recognize skilled IBM software implementation expertise



	Bronze	Silver	Gold
Benefits	<ul style="list-style-type: none"> Inclusion in Business Partner Locator Access to mentoring and coaching Services (fee) Printable certificate 	<ul style="list-style-type: none"> Inclusion in Business Partner Locator Access to mentoring and coaching Services (fee) Printable certificate 	<ul style="list-style-type: none"> Inclusion in Business Partner Locator Expedited level 2 support Access to mentoring and coaching Services (fee) Printable certificate
Criteria Skills Criteria	<ul style="list-style-type: none"> Number & type of certifications determined by brand 	<ul style="list-style-type: none"> Number & type of certifications determined by brand 	<ul style="list-style-type: none"> Number & type of certifications determined by brand
Implementation Criteria	<ul style="list-style-type: none"> 1 validated implementation* or 1 deployment certification 	<ul style="list-style-type: none"> 2 validated implementations* 	<ul style="list-style-type: none"> 3 validated implementations*

Recognize your Success

http://www-304.ibm.com/partnerworld/wps/servlet/ContentHandler/swg_com_sfw_software_practice_accelerator



- **Reconnaissance par IBM de la capacité d'un partenaire à déployer les logiciels IBM**

- 3 niveaux : Bronze, Silver, Gold
- Certificat à communiquer à vos clients dans vos propositions
- Basé sur les certifications et des déploiements que vous avez réalisés pour vos clients

Mise en place progressive en 2014

- **Business Analytics** : Cognos BI, Cognos TM1, SPSS Modeler, Cognos FSR / Cognos Disclosure Mgmt, Cognos Controller, Cognos ICM, OpenPages, Algorithmics
- **Information Management** InfoSphere Guardium, InfoSphere Optim
- **Cloud & Smarter Infrastructure** : Tivoli Monitoring, Tivoli Composite Application Manager for Transactions, Tivoli Composite Application Manager for Application Diagnostics, Tivoli Business Service Manager, Tivoli Application, Dependency Discovery Manager, Tivoli Workload Scheduler, Tivoli Netcool OMNibus, Tivoli Netcool Impact, Tivoli Network Manager IP Edition, Tivoli Storage Manager, Tivoli Storage Productivity Center, IBM Maximo Asset Management, IBM TRIRIGA, IBM Endpoint Manager, Mobility and Endpoint Manager Solution, Application Performance Monitoring Solution, Network and Service Assurance Solution, Storage Management Solution, SmartCloud Control Desk Solution, Smarter Physical Infrastructure Solution, Cloud Computing Infrastructure Solution
- **IBM Collaboration Solutions** : IBM Connections, IBM SmartCloud, IBM WebSphere Portal
- **Industry Solutions** : Sterling Order Management, WebSphere Commerce
- **Security Systems** : IBM Service Management Security and Compliance, Security Access Manager for e-Business, Security Access Manager for Enterprise Single Sign On, Security Identity Manager, Security Network Intrusion Prevention, Security SiteProtector System
- **WebSphere** : IBM Business Process Management, IBM Operational Decision Management

- **Plus d'infos** : https://www-304.ibm.com/partnerworld/wps/servlet/ContentHandler/swg_com_sfw_software_practice_accelerator_accreditation



Software Solution Bundles



Performance Management

IBM performance management solutions help companies of all sizes – from large enterprises to midsize businesses – transform slow, expensive, disconnected processes into more connected experiences. IBM performance management solutions serve finance, operations and HR professionals alike, helping to create “analytics-driven” organizations.

The sales tools and bundles below will provide you with the resources you need to engage in conversation with your client accounts on business issues you can successfully solve through IBM experience and solutions.

Bundles



Financial and Operations

Manage financial close and reporting. [Client conversation guide](#) | [Solution overview](#) | [Client references](#) | [Solutions brief](#) | [Client presentation](#)



Narrative Reporting and Analytics

Manage automated financial reporting. [Client conversation guide](#) | [Solution overview](#) | [Client references](#) | [Solutions brief](#) | [Client presentation](#)

Risk Analytics

IBM risk analytics solutions enable the world’s most successful companies to make risk-aware decisions through smarter enterprise risk management programs and methodologies - driving business performance and better outcomes.

Predictive and Business Intelligence

Predictive intelligence creates more effective strategies because it allows organizations not only to evaluate trends – benchmarking results, plans and performance but also to look into the future – evaluating likely outcomes and understanding how the interplay of factors affects those outcomes.

The sales tools and bundles below will provide you with the resources you need to engage in conversation with your client accounts on business issues you can successfully solve through IBM experience and solutions.

Bundles



Predictive Customer Intelligence

Customer analytics solutions unlock insights that win customers and grow your business. [Client conversation guide](#) | [Solution overview](#) | [Client references](#) | [Solutions brief](#) | [Client presentation](#)



Predictive Maintenance

PMQ reduces operational costs, improves asset productivity and increases process efficiency. [Client conversation guide](#) | [Solution overview](#) | [Client references](#) | [Solutions brief](#) | [Client presentation](#)

You need to engage in conversation with your client accounts on business issues you can successfully solve through IBM experience and solutions.

[Client references](#)
measure, monitor and reports on their

[Strategic Business Planning](#) | [Collateral](#)
[Credit Risk](#) | [Liquidity Risk](#) | [Solution](#)

business information for managing risk, value.

[Insurance](#) | [Solution overviews](#) -

https://www-304.ibm.com/partnerworld/wps/servlet/ContentHandler/pw_com_swg-sales-academy-overview-2014 -



Business Analytics web seminar series

[Upcoming](#)[Coaching](#)[Sales replays](#)[Technical replays](#)[Add page to shortcuts](#)

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The following web seminars have been created specifically for Business Analytics Business Partners. All web seminars are recorded and can be accessed using the tabs above.

Technical series

Apr 18, 2014: Business Analytics Integrated Architecture

[Recording and session slides](#)

Feb 26, 2014: Predictive Maintenance & Quality demo for Business Partners

[Recording and session slides](#)

Feb 21, 2014: IBM SPSS Modeler Gold demo best practices for Business Partners

[Recording and session slides](#)

Nov 22, 2013: Technical Friday - What's new in TM1 10.2 - Cognos Analysis for Excel (CAFE)

[Recording and session slides](#)

Oct 25, 2013: Technical Friday - TM1 Scorecarding

https://www-304.ibm.com/partnerworld/wps/servlet/ContentHandler/pw_com_sfw_ba_web_seminar_series_upcoming

PartnerWorld Newsletter



Each month a list of the latest enablement assets and programs will be published!!

Ensure you have Business Analytics selected in your PartnerWorld profile.

IBM PartnerWorld News: May 2014 Edition
PartnerWorld Communications to: Nathan Nyvall
Sent by: VRM Administrator/Lenexa/Contr/IBM@IBMUS
Please respond to pwnemea

If you are unable to read the HTML e-mail below, please [view it online.](#)

IBM. 07-05-2014

IBM PartnerWorld
Newsletter



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world
serv
realiz
hybrid
perfor
innov
ecosys
from d

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Marc
Gener
Global

PartnerWorld program update

Compare your marketing against industry best practices

Great marketing takes work, but how much more work will it take to tip the scale? If your blogging frequency increases from once a month to twice a week, what impact will be seen? What combination of tactics will provide the **best results** and help your organization become **smart** with your marketing efforts?

[Click here to find out more](#)

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To ensure proper delivery please add enewsletter@us.ibm.com to your address book. You received this e-mail because you are subscribed to IBM PartnerWorld News as: NATHAN.NYVALL@US.IBM.COM

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Business Analytics Software Demonstrations



Business Analytics software demonstrations

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Access a variety of Business Analytics **software demos and video tutorials** created specifically for Business Partners. Select the product family you are interested in to view the full list of resources available to you.

[BA demos available on YouTube](#)

Featured products

Predictive & Business Intelligence

Cognos Insight

[→ 2013 Analytics in action demo](#)

IBM Cognos Insight and SPSS from a personal analytics view of how to retain customer and prevent churn. Comes with voiceover AVI, script, CDD files and data spreadsheet files, show it to your prospects, use it in events or demos.

[→ Sales and marketing department demo](#)

This demo leverages a variety of demo best practices and techniques to provide a differentiated and competitive demo.

Cognos

[→ Cognos Active Report V10.2.1 visualization demo](#)

Access the following demo assets for an IBM Cognos Active Report visualization sample.

[→ iPad Mobile demo samples](#)

This series contains various iPad enabled samples to promote the new mobile capabilities using IBM Cognos

https://www-304.ibm.com/partnerworld/wps/servlet/mem/ContentHandler/pw_com_sfw_business_analytics_software_demos



BA demomate interactive demos

Product

Industry

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The following interactive demos aim to be 5 to 10 minutes in length and are great for sales reps or technical sales reps to give in lieu of a full fledged VMWare demo.

When the demo is launched, a toolbar exists at the bottom to provide features such as full screen, enable/disable pointers, enable/disable talking points, show click instructions, etc.

[→ View the complete instruction documentation](#)

Product

- [→ Cognos 10.2 Vision](#)
- [→ Cognos Disclosure Management and TM1 integration](#)
- [→ Cognos Disclosure Management and BI integration](#)
- [→ Installing CDM 10.2.0 interactive tutorial](#)
- [→ Affordable analytics on Cognos Express 10.1](#)
- [→ Cognos Insight 10.1 interactive tutorial](#)
- [→ Cognos Insight 10.2 export tutorial](#)
- [→ Cognos Insight 10.2.0.1 tutorial and samples](#)
- [→ Internal Management Report - BI and TM1 integration](#)
- [→ Internal Management Report - TM1 integration](#)

https://www-304.ibm.com/partnerworld/wps/servlet/mem/ContentHandler/pw_com_sfw_ba_demomate_interactive_demos



Business Analytics competitive resources

Oracle

SAP

Microsoft

MicroStrategy

QlikTech

Tableau

Niche

Essential knowledge

Detailed information

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All competitive content that has been developed on competitors in the **BI** and **PM** market is accessible through these pages. Content is organized by vendor and can be found by clicking on the vendor of interest above.

Essential knowledge

→ Corporate overview

→ BI – Cheat sheet

→ BI - Strategy for winning

→ BI SWOT – strengths, weaknesses

Detailed information

→ BI - Traps and objection handling

Related Business Analytics resources

https://www-304.ibm.com/partnerworld/wps/servlet/mem/ContentHandler/pw_sfw_mrt_cognos_competitive_oracle



United States [change]

Search

Home Solutions Services Products Support & downloads My IBM
Welcome Mr. PASCAL DELVAL [Not you?] [IBM Sign out]

IBM PartnerWorld > Collaboration >

Communities for Business Partners

Home page
Customize your own dashboard view of community activity.

Communities
Work with people who share common interests and expertises.

Social bookmarks
Save, share, and watch bookmarks by expert or topic.

Profiles
Find the people you need and manage the contacts.

Blogs
Learn and share the latest with thought leaders.

Activities
Collaborate on project and next steps.

Welcome to Communities for Business Partners—a place where IBM Business Partners can connect, collaborate and innovate for growth. PartnerWorld Communities provide social networking and collaboration capabilities designed to help you develop innovative solutions, reach new markets and broaden business opportunities. Select the "Show how to get started" link to create a profile, join a community and start networking.

[Show how to get started](#) | [Hide](#)

Features

IBM Business Partner Locator

- Self-service, Web-based Business Partner finder application
- Helps Business Partners, clients and IBM to locate partners with skills at the local level

IBM PartnerWorld Livestream Channel

- The IBM PartnerWorld Channel features content that highlights IBM's solution selling strategy

Communities for Business Partners

People

We're here to help

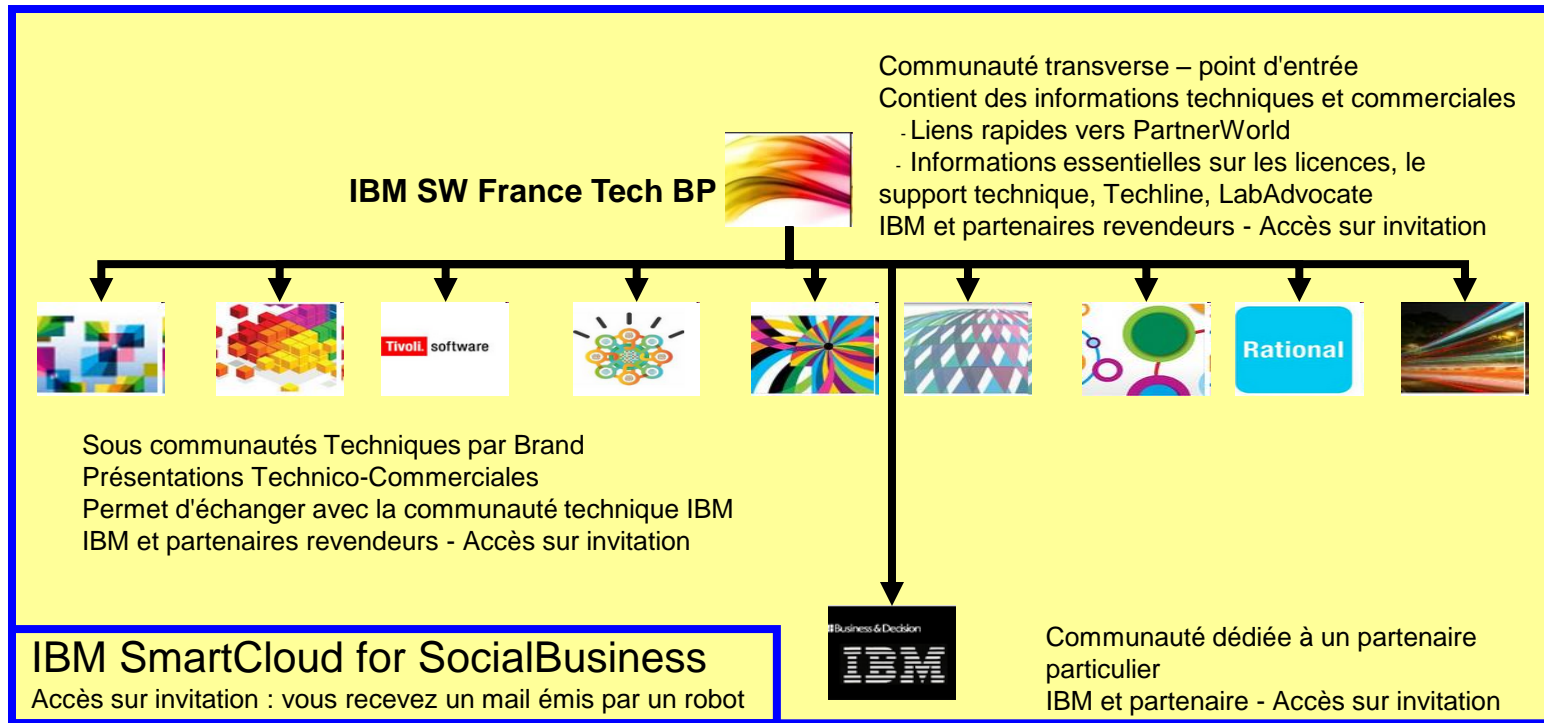
Live Chat is currently unavailable

↻ **Contact us**

➔ **FAQs**

Social networks

Join our communities in popular social networking sites and get connected!



Accès Partenaires : communiquer nom, prénom, @mail, société à **HF. Ragné** h-f.ragne@fr.ibm.com

- Un compte invité SmartCloud for SocialBusiness sera créé pour le partenaire (identifié par son @mail)
- Le partenaire valide ce compte invité
- Le partenaire est invité à rejoindre les communautés qui l'intéressent



§ Visualization Community

- *New RAVE visualizations*

§ Business Analytics Social Media Hub

§ Access the AnalyticsZone through a Mobile App

- *For iPhone, iPad and Android*

New!

New!

New!

AnalyticsZone
Join the leading community on business analytics.

Home Communities Blogs Catalog Downloads and Trials

IBM SPSS Statistics
Be confident in the business decisions you make by backing it up with statistical analysis
Solve business problems easily and efficiently
Understand complex relationships among your business parameters
[Download SPSS Statistics](#)

Showing: **All** Applications Training Events Publication Blog Conversation



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TECH ACADEMY



OpenTEC

The new presales Cloud platform for
IBM Business Partners

For all questions relating to this document, please contact Emily Murray/UK/IBM



A PoT is **more** than just a demonstration



Unlock the Client's imagination



A PoT is available from almost anywhere



They enhance your credibility



They illustrate Proficiency and Solution Effectiveness



PoTs are a key set of presales tools from IBM that will **Help You Sell More**



Cloud-based access to European TEC services

- Exclusively for Business Partners and IBM GBS
- Easy-to-use, self service capability
- Service in place to compliment existing process

Two Components

- Event management
- Asset provisioning and deployment

What's Available?

- Most recent (Cross-Brand) SW Pre-Sales Assets
- Instant Single Asset Image for Software Demonstration
- Certification for BPs to deliver IBM PoTs independently



What can you show using OpenTEC?

- Proofs of Technology (PoTs)

Where do PoTs fit into the Sales Cycle?

- PoTs are a step in the Sales Cycle
- ...they are NOT a Silver Bullet
- Use as part of Establishing and Enhancing Credibility

When would you use OpenTEC?

- One-to-One as part of an Opportunity
- One-to-Many In a Demand Generation Event
- When You Want To Differentiate From Competition



Limitations to OpenTEC





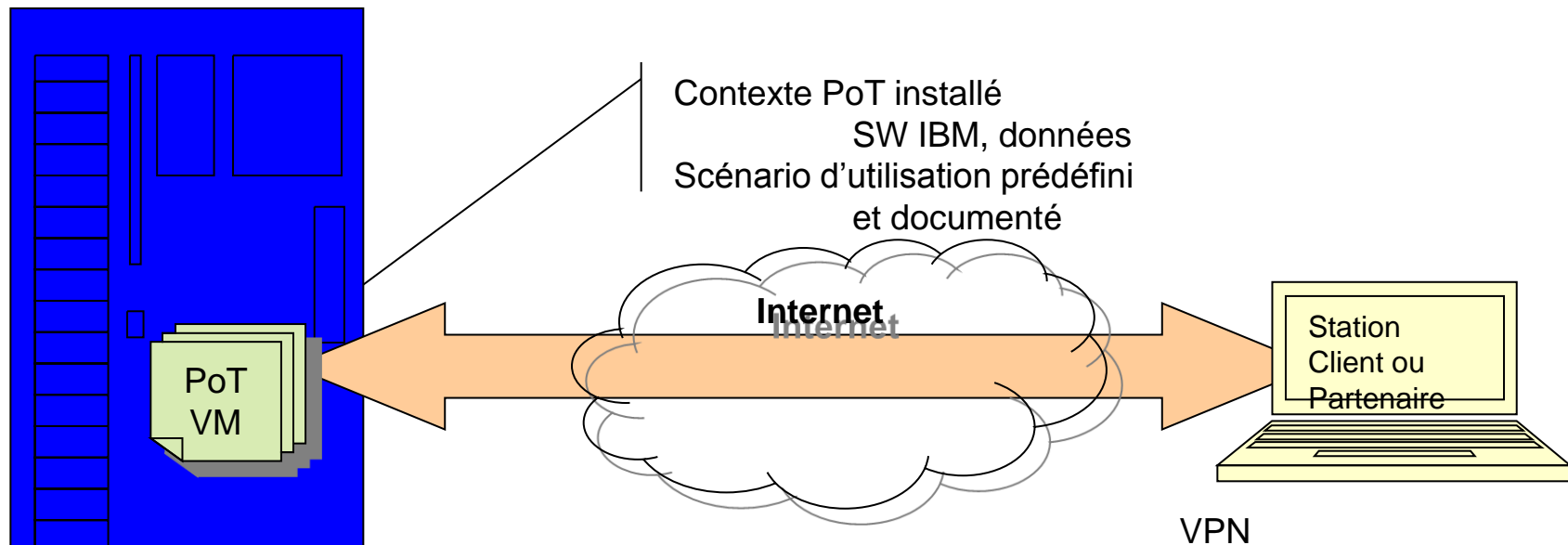
Cloud-Based Tool
to enable BPs to
provision IBM PoTs
almost anywhere



PoTs will **Help You**
Sell More



OpenTEC can be
used in One-to-
One or One-to-
Many Events



L'accès à l'Open TeC est soumis à la vérification des compétences des partenaires

2 types infrastructures complémentaires

Open TeC **France** (serveurs physiques à Montpellier). Tous les PoTs sont disponibles

Open TeC **Europe** (serveurs physiques en Allemagne). Cf. liste des PoTs disponibles

Demande d'accès : mail à **HF. Ragné** h-f.ragne@fr.ibm.com - nécessite une formation de 1 heure



Functional Overview

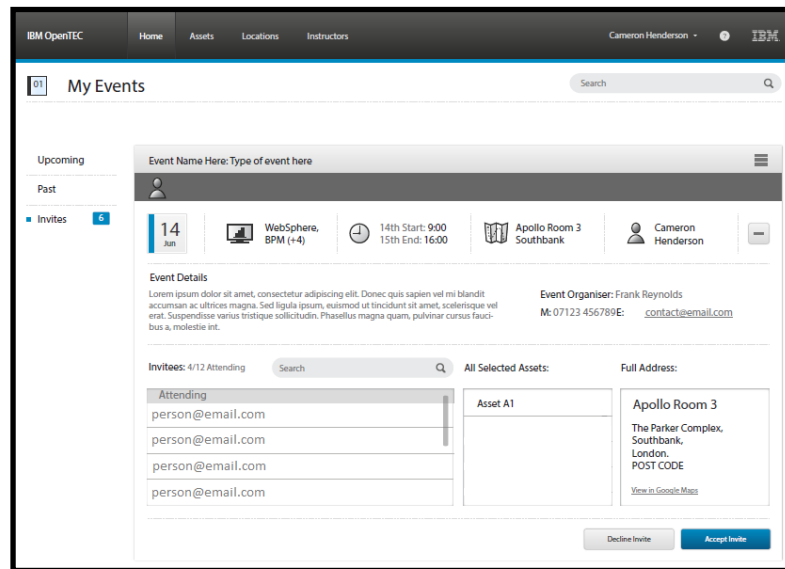
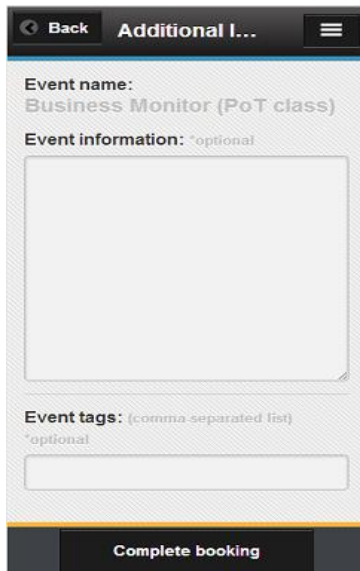
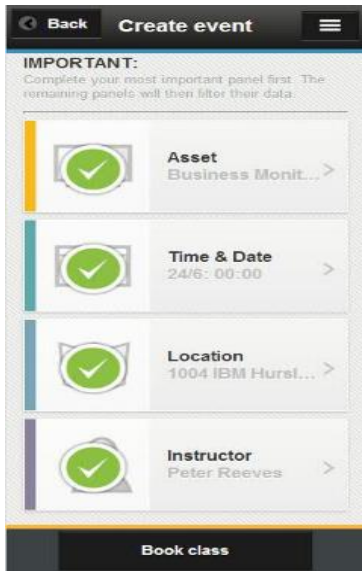


Interface: Mobile Application*

Use: Event Booking & Management

Interface: Web-Based Portal

Use: Event Booking & Management;
for Event Attendees to access the PoT



* Currently only available on Android for BPs



Partners Request Access Through IBM Associates, Partner Reps or by emailing OpenTEC@uk.ibm.com

- User ID and Password is generated for individual Partner users – it is not a group login!
- Multiple individuals from the same BP can be given Access

Authorisation for Access to OpenTEC

- BP must be SVP Auth. to access PoTs in Product Group
- Once authorization is confirmed by IBM Associate / Partner Rep, User ID and Password is generated

30 Day Activation Period

- Access is offered with a 30 Day Activation Period, during which time the Partner should run and internal or customer event using an IBM Asset to complete activation.



Quick Start

- A guide to getting started with OpenTEC will be sent to you along with your User ID and PW

Training Session

- Your IBM Associate or Partner Rep. will work with the OpenTEC Team to schedule user training

Getting Certified

- To deliver a PoT as an Event, you must click “Certify Me” in the OpenTEC Portal. Your IBM Associate or Partner Rep. will complete a checklist with you to get you certified.



Partner Criteria



- Partners joining OpenTEC must have:
- SVP Authorisation (to Access a PoT, you must be certified as an IBM Reseller in the relevant Product Group)
- Experience in delivering Software Demonstrations/PoTs to clients
- A good relationship with IBM SWG Technical Sales Teams
- A potential pipeline of PoT engagements throughout 1H 2014 continuing into 2H 2014
- Availability for OpenTEC application education (1.5 hours max.)
- Willingness to be trained/approved by asset owners on individual PoT delivery (where required)
- Willingness to initially use assets in English
- Sufficient Bandwidth to host PoT Events

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TECH ACADEMY



Project COOPER

IBM Business Analytics Technical Sales &
Solutions

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- Pre-Sales enablement for selected Business Partners
- BP technical people working in our CTP teams learning how to “pre-sale” our products and solutions:
 - Covering the areas where our support has any weakness
 - Extending our teams during the period of the agreement
 - Increasing channel business autonomy when the person goes back to the BP
- Variable month plan



- Wins for BP:
 - Tech people enabled by IBM tech teams
 - Network at IBM with techs and sales teams
 - Lead Participation

- Wins for IBM:
 - BPs autonomous in presales activities
 - Wider tech teams (in some periods)
 - More product areas covered



Other Links ..



Cognos Software Environments

Product documentation

Abstract

All versions stated of an environment presume the initial release of a 3rd party product unless stated, we presume that patches/service packs are upward compatible for our products.

Unless stated, Cognos considers all packaged versions of databases released by our suppliers.

Content

Recent Releases

Click the links below to find conformance information for the [Compatibility Reports \(SPCR\)](#) tool.

[Business Intelligence Pattern 2.0](#)

[Business Intelligence Pattern with BLU Accelerator](#)

[Capacity Management Analytics 1.1](#)

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[Cognos Analytic Applications 10.1](#)

[Cognos BI for z/OS 10.2](#)

[Cognos Business Intelligence 10.2.1](#)

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<input type="checkbox"/>	Algo Audit and Compliance	2.2.0	S	5725-H47	23 Aug 2013	
<input type="checkbox"/>	Algo Audit and Compliance	2.1.x	S	5725-H47	05 Oct 2012	

Cognos Localized Products

Product documentation

Abstract

This page lists the languages where we provide translations of our software products. We provide as translations. See each product's Software Support Lifecycle for more information.

Content

Browse by product

[Cognos Analysis for Microsoft Excel](#) | [Cognos BI Cognos Controller](#) | [Cognos Planning](#)

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