



Thank you for your interest in the IBM Software ValueNet® program!

Please complete the following application and send it to ecmbp@us.ibm.com.

Upon review by the executive channel team, we will contact you to discuss your application.

Note: Fields marked with an asterisk (*) are required.

Company Name* _____

First Name* _____

Last Name* _____

Title* _____

Address 1* _____

Address 2 _____

City _____

State* _____

Zip Code _____

Country* _____

Work Phone* _____

Work Fax _____

Email Address* _____

Your Website url _____

Total # of Employees: _____

Sales: _____

Presales: _____

Developers: _____

Solution Architects: _____

Geographical Coverage:

North America

Global

Europe/Middle East/Africa (EMEA)

Asia Pacific

Latin America



Revenue for previous years: _____

Services: _____

Software Resale: _____

Stock Symbol (if applicable): _____

What year was your company founded? _____

Which vertical industries do you specialize in?

Financial Services

Oil and Gas

Government

Pharmaceutical

Healthcare

Retail

Insurance

Manufacturing

Utilities

Other: _____

Please briefly describe your company and its products/services.

Why are you interested in working with IBM ECM?

What is your background in Enterprise Content Management? (content management, business process management, records management, etc.)



Which other content management software partners does your company work with?

Who are your primary competitors?

How do you intend to engage with IBM ECM?

- Service Partner
- Independent Software Vendor

Do you have an initial customer engagement identified? If so, what is the timing for the project?
