

IBM

PartnerWorld for Software

2002 Latin America Addendum

A REFERENCE DOCUMENT OUTLINING
THE 2002 DIFFERENCES IN CRITERIA AND BENEFITS
FROM THE WORLDWIDE TRACK GUIDE
EFFECTIVE JANUARY 1, 2002

Addendum to the PartnerWorld for Software Track Guide

“Geo Specific”

This document is the Latin America addendum to the PartnerWorld for Software Track Guide, indicating the Latin America exceptions to the worldwide program as it is documented in the 2002 PWSW Track Guide.

Track Guide Sections:

Section 1: Introduction

Consistent with Worldwide PartnerWorld for Software Track Guide

Section 2: PartnerWorld Overview

Consistent with Worldwide PartnerWorld for Software Track Guide.

Section 3: IBM Software Portfolio -

DB2, Lotus, Tivoli and WebSphere

Consistent with Worldwide PartnerWorld for Software Track Guide.

Section 4: What's New for 2002

Consistent with Worldwide PartnerWorld for Software Track Guide.

Section 5: Membership Requirements

Consistent with Worldwide PartnerWorld for Software Track Guide.

Section 6: Enterprise Capabilities

Consistent with Worldwide PartnerWorld for Software Track Guide.

Section 7: Benefit Offerings

7A - Standard

Consistent with Worldwide PartnerWorld for Software Track Guide except for the following:

Marketing & Sales Support

Marketing Tools

- Business Partners Events offering is not available
- Campaign Designer is not available
- Marketing Support Advantage is not available

Education & Certification

Discounted Education

- Education Discount Card is not available

Distance Learning

- Satellite Network offerings are not available

7B - Incremental

Consistent with Worldwide PartnerWorld for Software Track Guide except for the following:

Marketing & Sales Support

Marketing Tools

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- Campaign Designer is not available
- Marketing Support Advantage is not available

Education & Certification

Discounted Education

- Education Discount Card is not available

Distance Learning

- Satellite Network offerings are not available

Section 8: Benefit Descriptions

8A - Standard

Consistent with Worldwide PartnerWorld for Software Track Guide except for the following:

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8B - Incremental

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Section 9: Value Package for Software

Consistent with Worldwide PartnerWorld for Software Track Guide except for the following:

Marketing & Sales Support

Marketing Tools

- Marketing Support Advantage is not available

Section 10: Top Contributor Initiatives

Consistent with Worldwide PartnerWorld for Software Track Guide.

Section 11: Lotus Initiatives

Consistent with Worldwide PartnerWorld for Software Track Guide.

Section 12: PartnerWorld for Developers and PartnerWorld for Software “At a Glance”

Consistent with Worldwide PartnerWorld for Software Track Guide.

Section 13: Glossary of Terms

Consistent with Worldwide PartnerWorld for Software Track Guide.

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