

Software Partners Guide for the **WE PAY PROGRAM**

Program Objective

Course or/and certification roadmap reimbursement (this benefit covers for the SW Partner expenditures in skills development for selected certification roadmaps).

Criteria for entitlement

You must be a Member of the PartnerWorld for Software

You must purchase a Value Package to be eligible for "We Pay offerings".

Schedule

Reimbursement applies only to Business Partner that have acquired the Value Package. Please check the PartnerWorld for Software Web site for more information and details

Reimbursement

Actual tuition, retail cost minus a 25% discount (unless otherwise specified), reimbursed for each eligible "You Pass/We Pay" and "You Attend We Pay" course participation. Certification must be obtained

All documentation must be received 60 calendar days after passing the test(s).

This benefit applies to all members of PWSW based on Program Levels :

Premier	Reimbursement of \$25,000 USD max per location
Advanced	Reimbursement of \$7,000 USD max per location
Member	Reimbursement of \$3,000 USD max per location

For IBM Learning Services' public courses only and according to eligibility course and test listing

The Process:

1. Purchase the Value Package. (Through the Business Partner Zone) at Partnerworld for Software Web site: <http://www.ibm.com/partnerworld/software>

2. Develop Education Plan

Identify eligible certifications for your chosen role(s). Check the Certifications and Specialty Qualifications web sites for further information. Review eligible listed certifications for "We Pay" offerings.

3. Take the course and Prepare for test:

Take education courses and study test objectives. Sample tests available on the Professional Certification Web site or in our Program Home Page <http://www.ibm.com/partnerworld/software>

4. Take the test:

Call Sylvan Prometric at the local country location to register for certification testing. (For Sylvan telephone and location information please contact PartnerLine).

5. Reimbursement: Once you pass the test please:

A) Complete the We Pay Reimbursement Claim Form (available for download at the Program Home page) The Claim Form must be signed by an Company Official registered in the IBM Partner database.

B) Attach a copy IBM Learning Services Course Invoice

C) Attach a copy of the Sylvan Prometric Test certification invoice

D) Submit to Membership Centre via fax. All the documents specified above must accompany the claim form. **Please use the Fax Cover form available for download in the Web site**

E) You will received an e-mail from the Membership Centre notifying your claim is in progress

D) By approval you will be reimbursed up to the maximum based on your company program level

* Only those certifications listed and their corresponding IBM certification tests are eligible

For more information please contact Membership Centre by calling the local PartnerLine or through e-mail:

pswmch@br.ibm.com