

Thank you for your interest in the IBM Mindspan Solutions' Business Partner Initiative. Please complete the following self-nomination form and return to Kathy\_Gassman@lotus.com

**Company Name:**

**Contact Name:**

**Phone #:**

**Address:**

**Email address:**

In an effort to establish your company's profile in the IBM Mindspan partner network, we need to identify your specific experiences and reach within the distributed learning industry. Upon acceptance into the Lotus LearningSpace Content Partner Initiative, the information you provide in this application will be made available on the Mindspan Solution Partner site, to facilitate additional marketing, sales and engagement opportunities for your organization. If you are a content provider, there is a section at the end of this form for input on courses that should be included in the Lotus LearningSpace content catalog.

**1) In terms of revenue, please describe the breakdown of your business to date, in terms of types of engagements: (by % according to revenue, must total 100%).**

Training Provider	<input type="checkbox"/>	<input type="checkbox"/>
Consulting Company		<input type="checkbox"/>
Content Developer		<input type="checkbox"/>
Content Publisher		<input type="checkbox"/>
Reseller		<input type="checkbox"/>
Systems Integrator		<input type="checkbox"/>
ASP/Hosting Provider	<input type="checkbox"/>	
Other (please specify)		

**2). Have you developed an application, engine, or service specialty related to distributed learning?**

Yes	<input type="checkbox"/>
No	<input type="checkbox"/>

Please Describe:

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**3). Please describe the industries you have serviced and/or provided training solutions to date (in terms of %, must total 100%) NOTE: This section is very important on how we will distribute leads. Please on focus your percentages in your area of expertise only.**

Type of Industry:		
Media & Entertainment	<input type="checkbox"/>	
Telecommunications	<input type="checkbox"/>	
Utilities		<input type="checkbox"/>
Travel & Transportation		<input type="checkbox"/>
Computer Services		<input type="checkbox"/>
Retail		<input type="checkbox"/>
Wholesale		<input type="checkbox"/>
Consumer Packaged Goods	<input type="checkbox"/>	
Manufacturing	<input type="checkbox"/>	
Process		<input type="checkbox"/>
Petroleum		<input type="checkbox"/>
Pharmaceuticals		<input type="checkbox"/>
Health		<input type="checkbox"/>
Government	<input type="checkbox"/>	
Academic		<input type="checkbox"/>
Insurance		<input type="checkbox"/>

Banking [ ]  
 Other [ ]

**4). Please describe the application areas you have serviced and/or provided DL solutions to date (in terms of %, must total 100%)**

Merger/Integration [ ]  
 New Product/Service Intro. [ ]  
 ERP/Supply Chain Management [ ]  
 Other Enterprise Applications [ ]  
 Regulatory & Compliance [ ]  
 IT Training [ ]  
 Professional Development [ ]  
 E-Learning Infrastructure [ ]  
 Other (please specify) [ ]

**5). In terms of number of users, what is your average size deployment?**

**6). In terms of your customer engagements, what size are your customers' organizations? (by %, must total 100%)**

Large= Fortune 1000, [ ]  
 medium= sales greater than \$50M, [ ]  
 small= sales less than \$50M). [ ]

**7). Over the past twelve months, what percentage of your sales fall into these regions? (by %, must total 100%)**

**Geographic Region:**

**United States**

Eastern US [ ]  
 Central US [ ]  
 Western US [ ]

**Canada** [ ]

**Latin America**

Mexico [ ]  
 Central America [ ]  
 Caribbean [ ]  
 South America [ ]

**Europe**

West [ ]  
 Nordic [ ]  
 North [ ]  
 Central [ ]  
 South [ ]

**Africa** [ ]

**Middle East** [ ]

**Asia/Pacific:**

Japan [ ]  
 Australia/New Zealand [ ]  
 Korea [ ]  
 China [ ]  
 Singapore [ ]  
 Malaysia [ ]  
 Taiwan [ ]  
 India [ ]  
 Other (please specify) [ ]

**PLEASE CONTINUE IF: YOU ARE A CONTENT PROVIDER, AND WOULD LIKE TO HAVE YOUR COURSE TITLES REFERENCED FROM THE Lotus LearningSpace Content Catalog**

**9). Please complete the following information (or provide a list on separate sheet):**

1. Course Title:

2. Does the course have a "Course ID"?

3. SUBJECT AREA: IT?

4. PROFESSIONAL DEVELOPMENT SKILLS:

C and C++ Languages

CGI Scripting

Cisco

Client/Server

Client/Server Development Tools

Client/Server Relational Databases

Databases

Desktop Publishing and Graphics

Distributed Architectures

Electronic Commerce

Foundations

Groupware Communications

Groupware/Workgroup Server Software

HTML

IBM AIX

Implementing Solution Architectures

Internet/Intranet

Internet/Intranet Browser/Client

Java Programming

JavaScript

Mainframe

MCSE Certification

Microsoft ActiveX Programming

Microsoft Certified Solution Developer

Microsoft Certified System Engineer

Microsoft End User

Microsoft FrontPage 97

Microsoft FrontPage 98

Microsoft Internet Explorer 4.0

Microsoft Internet Explorer 5.0

Microsoft Internet Information Server 3.0

Microsoft Internet Information Server 4.0

Microsoft Internet Server and Development Technologies

Microsoft Office 2000

Microsoft Office 97

Microsoft Office 98

Microsoft Proxy Server 2.0

Microsoft VBScript Programming

Microsoft Visual InterDev

Microsoft Windows 2000  
Microsoft Windows Application Development  
Microsoft Windows Programming  
Microsoft Windows Support  
Netscape Application Server  
Netscape Enterprise Server 3.0  
Netscape LiveWire  
Netscape ONE Developers Curriculum  
Network+  
Networking/Communications  
Novell Certified Internet Professional  
Novell NetWare  
Object-Oriented Technologies  
PC Basics and Operating Systems  
Perl 5  
SAP  
Site Server  
Spreadsheets  
UNIX  
Windows Development and Support  
Word Processing Applications  
XML

5. INDUSTRY SPECIFIC:

Banking & Finance

Insurance

Healthcare

Pharmaceuticals

Manufacturing

Information Technology

Telecommunications

Education

Retail/Distribution

Government

Media/Entertainment

Cross-Industry

Transportation

Utilities

6. END USER TRAINING? Yes No

7. REGULATORY COMPLIANCE? Yes No

8. ACADEMIC? Yes No

9. OTHER SUBJECT AREA PLEASE SPECIFY

10. PLATFORM:

LS 2.5

LS 3.5

LS 4.01

11. LANGUAGE

English

French

German  
Italian  
Portuguese  
Spanish

12. Overview: (brief 50-75 word overview of course)

13. Course Description: (detailed description of course)

14. Does the course contain audio/video? Yes No

15. Can the audio/video be disabled Yes No

16. Who Should Take This Course:

17. Prerequisites:

18. System Requirements:

19. Additional notes to enter?

20. Vendor Information

21. Contact:

22. Phone:

23. E-mail:

24. Web URL (this link should point you to the course on your web site)

25. Company Profile description

26. Logo?

Format Requirements:

Logos must be provided in .gif format.

Size Requirements:

The image should be no larger than 95 x 95 pixels if the logo is square. If the image is not square you may increase either the width OR height up to 130 pixels keeping the logo in proportion. The other dimension may not exceed 70 pixels. Note: Logos will be displayed on a white page.

Please add any other comments regarding your content you feel would be helpful for others to know: