



Latin America
Addendum to the PartnerWorld for Software Track Guide
Updated February, 2001

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 Track Guide.

(*) Argentina, Bolivia, Brazil, Colombia, Chile, Ecuador, México, Paraguay, Perú, Uruguay and Venezuela. For information on the Latin Caribbean Region, contact GBM or your local Lotus office.

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: Membership Requirements

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

- *Competency*
Latin America does not require that the certifications in a company location be held by different employees. One employee may hold all of the certifications required for the Premier level in the program.

- *Contribution*
In Latin America, meeting a contribution target will not be a requirement at the Premier level in PartnerWorld for Software (PWSW) until re-qualification in 2002. We anticipate this to occur between March 1 and June 30, 2002. All Business Partners are encouraged to utilize the Sales Assistance Program, or other tools as available in 2001 to begin reporting contribution, so they will have a 12-month record for re-qualification in 2002.



Section 4: Benefit Offerings

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

- The following table summarizes the Value Package entitlement according to the type of membership prior to PWSW migration:

Value Package for Software Entitlement	
Type of Business Partner, former member of:	Entitlement
IBM Business Partner - Software Program	At the time of the Value Package purchase
Lotus Business Partner Program	At the time of migration to PWSW
IBM Business Partner - Software Program and Lotus Business Partner Program	At the time of migration to PWSW

- **Marketing and Sales**

Marketing Tools

- Seminar in a Box - Support/Funding is available only in selected countries
- Prospect Mailing Services are not offered
- Display Booth Loaners for Trade Shows are available only in selected countries

- **Education**

Discounted Education

- Education Discount Card is not available

Tuition/Test Reimbursement:

- Only You-Pass-We-Pay offering available

- **Incentives**

Sales Assistance Program

- The Sales Assistance Program is currently for Advanced and Premier level business partners and for IBM Passport Advantage products only (detailed information can be found on the LA section of the Sales Assistance Program web-site: <http://www.ibm.com/software/partners/salesassistance>)

Section 5: Lotus Initiative

Consistent with Worldwide PartnerWorld for Software Track Guide.

Section 6: Cross-PartnerWorld Initiatives

Consistent with Worldwide PartnerWorld for Software Track Guide.
See Track Guide for appropriate Web sites.