We Pay Offerings Program Guide

Program Objective
Course and/or certification roadmap reimbursement. This benefit covers for the Business Partners (BPs) expenditures in skills development for selected certification roadmaps. The " We Pay" offerings are : You Pass, We Pay (YPWP), or You Test, We Pay (YTWP).

Criteria for entitlement
- You must be a Member of IBM PartnerWorld.
- You must purchase the Value Package (VP) to be eligible for "We Pay" offerings.

Reimbursement
1. Reimbursement applies only to Business Partners that have acquired the VP.
2. Actual tuition, retail cost minus a % discount of tuition fees (otherwise specified) reimbursed for each eligible "YPWP" participation. For the "YPWP" and "YTWP", certification must be obtained/passed.
3. Only those certifications and courses listed in the " We Pay offerings section" and their corresponding IBM certification tests are eligible for reimbursement under the "We Pay" program.
4. All documentation must be received 60 calendar days after passing the test(s).
5. This benefit applies to all members of PartnerWorld based on program Levels **:**

Premier	|	Reimbursement of $50,000 USD max per Country Enterprise with up to $6,000 per individual
Advanced	|	Reimbursement of $15,000 USD max per Country Enterprise with up to $6,000 per individual
Member	|	Reimbursement of $6,000 USD max per Country Enterprise

For IBM IT Education Services (ITES) public courses, BPs receive up to 25% discount. Education Centers for IBM Software (ECIS) may or may not offer a discount. Remember to mention the discount to IBM ITES when you enroll.

Process:
1. **Purchase the Value Package** at the PartnerWorld Web Site:http://www.ibm.com/partnerworld
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 Home Page http://www-1.ibm.com/certify/index.shtml

4. **Take the test:**
   Call the certification center at the local country location to register for certification testing. For more information visit www.2test.com

5. **Reimbursement:** Once you pass the test please:
A) Complete the We Pay Reimbursement Claim Form (available for download at the PartnerWorld Home page). The Claim Form must be signed by a Company Official registered in the IBM PW Business Partner database.
B) Attach a copy of the IBM ITES Course Invoice.
C) Attach a copy of the certification Test Invoice.
D) Submit to Membership Centre via fax. All the documents specified above must accompany the claim form. **Important : Please use the Fax Cover form available for download on the PartnerWorld Web site, Training and certification, Discounts and reimbursements, We Pay Offerings Web page.**
E) You will receive an e-mail from the Membership Centre notifying your claim is in progress.
F) By approval, you willl be reimbursed up to the maximum based on your company program level.

Questions? contact Membership Centre by calling the local PartnerLine or through e-mail: **pwswmch@br.ibm.com**