IBM

IBM Resources for Linux Developers

enter

Version 1. 4Q 2003

This document is best viewed using the latest version of Adobe Acrobat. Go to www.adobe.com/support/downloads/main.html to download the latest version.

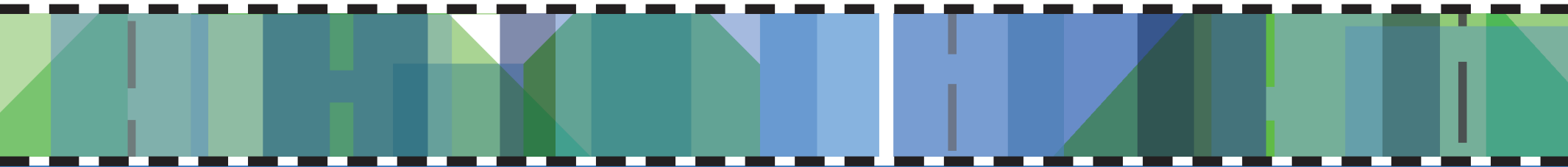
A developer roadmap to Linux resources. IBM® and PartnerWorld® will help get you there.

Interested in Linux, the fastest growing operating system? Then you've come to the right place for real-world development solutions. IBM and PartnerWorld can help you locate the resources you need to get to market faster, smarter and with greater success. With our "roadmap," the IBM PartnerWorld program can help you access and utilize a wide portfolio of Linux resources available to you when developing on Linux.

In this interactive PDF, we've laid out the steps we recommend our PartnerWorld members take to receive all the benefits their PartnerWorld membership has to offer. Some program components have qualifying criteria depending on your stage of Linux development on IBM.[1] Membership is needed to take advantage of most Linux resources.

Learn about the vast array of resources for Linux that IBM offers.

Learn more about the benefits of being a PartnerWorld member.



Please check **ibm.com**/partnerworld/developer/go/linux.pdf for the latest version of IBM Resources for Linux Developers.

Get connected

Join PartnerWorld and keep current about the latest developer news and announcements. Tell us your specific areas of interest and we can keep you updated on the latest offerings and developer information from IBM.

Two of the tracks PartnerWorld offers to assist you in developing and selling your software solutions are IBM PartnerWorld for Developers and IBM PartnerWorld for Software. By joining both, you will have access to valuable business, and developer resources:

IBM PartnerWorld for Developers
For ISVs who develop and sell software applications using IBM products.

IBM PartnerWorld for Software
For resellers, consultants, service providers and others who sell or influence sales of IBM software.

Get connected

IBM @server Solution Connection

IBM @server Solution Connection is an innovative and integrated marketing initiative. It connects leading-edge software solutions with a wide variety of valuable IBM resources that can position customers to make better informed solution decisions. And, with ServerProven® for IBM @server — part of Solution Connection — your customers have access to special offers that can enhance solution implementation and lower total solution cost when they purchase your ServerProven solution on an IBM @server. Register today and begin realizing the many advantages provided to you and your customers.

Global Solutions Directory

Add your Linux solution to the IBM Global Solutions Directory. The Global Solutions Directory is a comprehensive online Web catalog of applications, tools and services from IBM Business Partners. This international resource for marketing solutions is available to global customers and IBM sales audience in nine native languages: Brazilian Portuguese, English, French, German, Italian, Japanese, Korean, Simplified Chinese and Spanish. With Web visits exceeding nine million hits each year, this exceptional marketing resource is available at no additional cost to Members of PartnerWorld for Developers.

IBM Business Partner Connections

Business Partner Connections allows you to find, engage, and collaborate with other IBM Business Partners to deliver complete solutions to your customers.

Connect

Learn

Become inspired by success stories, explore all the benefits of developing on Linux and learn about IBM @server, software, and services running on Linux. Knowledge about Linux, its application in multiple computing environments and associated benefits, is the first stop on the road to success.

Learn

Click here for general information.

Click here for product information.

General information

Why Linux
Discover Linux at IBM. Here you will find breaking news on Linux at IBM—valuable, timely information like analyst reports, worldwide IBM Linux news, Linux customer success stories, and pertinent interviews. Keep on top of Linux at IBM; bookmark this site and visit it often.

Linux success stories
Want to learn how others are making Linux work for them? Here you will find a database of Linux case studies as well as highlights of current worldwide Linux studies.

Linux ROI Planning Tool
The IBM Linux ROI Tool helps you understand the return on investment for Linux-related product marketing decisions. By trying various scenarios with your company's planning data, you can see your potential return on a Linux investment over the next five years. It is an excellent resource to help you plan for your business.

Linux information pack
IBM believes that Linux is ready for your business, and we want to show you how businesses are putting the freedom of Linux and the vast array of IBM resources to work for Business Partners right now. The Linux Information Pack includes details on Linux applications, case studies, analyst reports and more. Register today at no charge.

Linux Line e-newsletter
Subscribe to *The Linux Line*. This monthly newsletter provides the latest in partner news, activity on the front lines, developments, solutions, and support. Plus it will keep you in the loop and current with Linux events and on top of the latest in Linux education. Subscribe today.

Linux resource portal
Visit the Linux resource portal for a sampling of IBM offerings for independent software vendors selling solutions on Linux.

General information

Product information

IBM @server and Middleware for Linux

Need information on Linux for IBM @server products? Start here! This site provides an overview for each of the IBM @server series family of servers including: Intel processor-based servers, IBM Midrange servers, IBM UNIX servers and IBM Mainframe servers.

- IBM @server xSeries®
- IBM @server zSeries®
- IBM @server iSeries
- IBM @server pSeries
- IBM Clusters
- IBM Storage
- IBM DB2®
- IBM WebSphere®
- IBM Tivoli®
- IBM Lotus®

IBM software for Linux

Download the IBM Middleware Support for Linux matrix. This interactive PDF is the ultimate resource on all IBM software products running Linux. In it you will find information about the latest solutions supporting Linux. Download it today.

IBM @server Linux Portal

Combined with IBM @server hardware and IBM software, Linux provides a strong foundation for a full range of solutions. The IBM @server Solution Network for Linux is the first stop for solution developers and others interested in porting or enabling their Linux solutions on one or more of the IBM @server platforms. Get started today. Visit our Web portal and download our Linux Porting and Enablement document.

IBM e-catalog

Our IBM e-catalog is your 24-hour resource for learning more about the latest enhancements to hardware, software, peripherals, and services for IBM iSeries, IBM pSeries, IBM xSeries and IBM Storage. Visit us today.

Product information

Product information: IBM @server running Linux

- IBM @server xSeries running Linux

Learn more about Linux and IBM xSeries® for Intel processor-based servers. The xSeries servers leverage IBM Enterprise X-Architecture's state-of-the-art, industry-leading technologies that deliver mainframe-class power and enterprise scalability and availability at very attractive prices. Add to that rock-solid IBM support, and IBM xSeries servers are a safe, smart choice to run Linux.

- IBM @server zSeries running Linux

Linux for IBM zSeries® is a main-frame-based solution that embraces open standards platforms. It is designed to enable you to easily and rapidly deploy e-business solutions for Linux on the zSeries mainframe. Do you work for an ISV that has other OS-based solutions? Do you want to learn more about how this could make you a hero in your own company? There are an abundance of applications written for Linux that can be brought to zSeries with a simple recompile in most cases. This rapid application portability gives you real flexibility in optimizing your development and deployment platforms. The Linux application portfolio will greatly increase the number of applications available on zSeries. You can add these Linux applications to the variety of Java™, UNIX and traditional applications already in your zSeries portfolio.

Product information

Product information: IBM @server running Linux

- IBM @server iSeries running Linux

The great advantage of consolidating your Linux servers onto IBM iSeries is that it makes them far easier to manage and much more cost-effective. Up to 31 separate Linux environments are supported on one iSeries server. Want to learn more? This is the site for you.

- IBM @server pSeries running Linux

This customer Web site describes the business benefits your customers will receive with Linux on IBM pSeries servers. There you will find details about low-cost, Linux-ready Express Configurations—complete with online ordering capability. Also included are memory and disk choices for various workloads, at a cost lower than the sum of the components. Must-read white papers are available for customer overview, supported options and distributions, and installation hints and tips. Key applications are also described and ISVs enabling their applications for pSeries Linux are continually added to this heavily-trafficked site.

- IBM Clusters running Linux

Learn more about the advantages of Linux and IBM Cluster 1350. This Web site includes information about IBM products and clustering, sample configurations, and the IBM Linux Clusters white paper.

- IBM Storage and Linux

IBM is proud to provide connectivity to its disk and tape product lines through IBM Storage Solutions Group. If your open solutions include storage, bookmark this site and check back often for new storage solutions offerings.

Product information

Product information: IBM @server running Linux

- IBM DB2 and Linux

Did you know IBM DB2® is available on Linux? It is flexible, reliable and cost-effective. It implements open standards, is based on its proven UNIX and Windows® versions and its cross-platform portability protects your valuable enterprise skills investment. It also enables a flexible hardware choice.

- IBM WebSphere and Linux

Whether you are building your business on the Web, or bringing your business to it, IBM WebSphere® for Linux can help propel your company into the next generation of e-business: the on demand era. Based on open, industry-accepted standards, WebSphere makes it easy to collaborate and strengthen relationships with customers, suppliers, and trading partners.

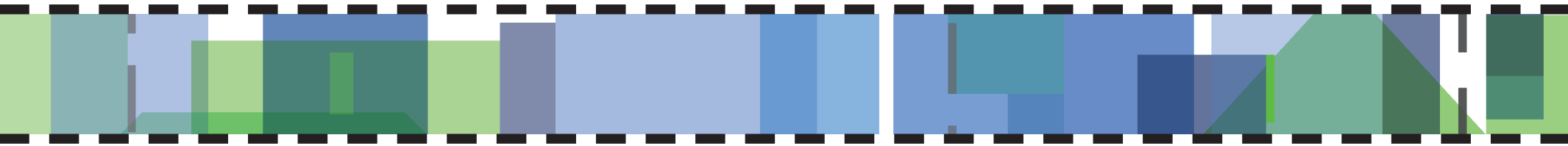
- IBM Tivoli and Linux

IBM Tivoli® solutions on Linux provide you with the tools you need to simplify the management of your technology infrastructure. Using Autonomic Computing, Tivoli automates mundane management tasks, freeing up your IT staff to focus on the more important challenges facing your business.

- IBM Lotus and Linux

Orchestrate collaborative solutions with IBM Lotus® for Linux. Lotus Domino for Linux provides Web application support, Internet messaging, enterprise integration tools, tight security, workflow, and administrative services. Existing applications running on Lotus Domino with Microsoft Windows NT® or Windows 2000® can easily be moved to Domino for Linux, making the transition simple for companies who are ready to use Linux.

Product information

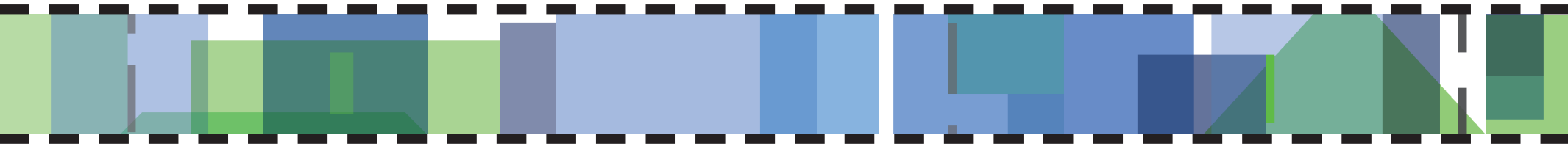


Develop

Develop a skills plan to help you build applications on Linux from start to finish: Explore tools, code and tutorials "Test Drive" on various IBM severs to determine if your Linux application is headed in the right direction. Access introductory, high-level workshops to answer your questions about using IBM middleware during the development process. Validate and improve your Linux skills through the IBM Professional Certification Program and technical training courses. For even more assistance, check out our Web links, CDs and handbooks for detailed how-to information about Linux application development including Speed-start your Linux App Kit. Also, subscribe to the IBM developerWorks® Toolbox for one-stop access to the latest software resources for Linux developers.

- **Information and programs**
- **Tools**
- **Evaluate, test and validate**
- **Additional resources**

Develop



Information and programs

IBM developerWorks Linux Zone

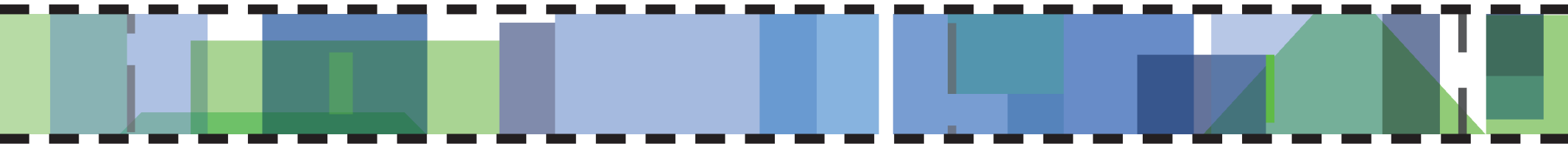
Need code, tutorials, or tools for building applications on Linux? Explore developerWorks Linux Zone. Check out this key Web site for developers just like you. Many developers use developerWorks Linux Zone as their single source for application development on Linux. Here are just a few of the tutorials you will find on the front page.

- Build an LSID authority on Linux
- Administer Linux on the fly
- Build a cross-platform test network

IBM Solution Partnership Centers: Linux workshops

Get professional Linux training at our worldwide IBM Solution Partnership Centers (SPCs). In addition to offering easy access to a comprehensive set of porting, testing and enabling services, the SPCs also support our sophisticated development services with highly regarded workshops and technical seminars, often at no cost to you. Check this site often for the latest available offerings.

Information and programs



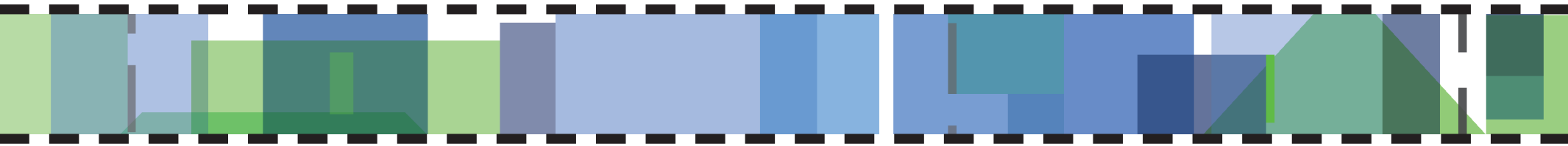
Information and programs

Professional Certification Program from IBM
Certify your Linux technical skills and demonstrate your proficiency through the internationally recognized Professional Certification Program from IBM. Visit us today.

Free access to Technical Forum
Get free access to the Speed-start your Linux App technical forum. This technical discussion forum will help answer your questions about installing and using IBM middleware while developing a new Linux application.
Note: Before using this forum, please get the trial software offered in the developerWorks Speed-start your Linux App offering.

Linux technical training resources
A collection of tutorials, information on certification, FAQ, and other technical training information that developers need when developing or porting to Linux, including information on Linux clients and porting from Microsoft foundation class library to Linux.

Information and programs



Tools

IBM developerWorks Toolbox subscription

Subscribe to the IBM developerWorks Toolbox, a leading software subscription service for developers who work with IBM technologies. This low cost resource provides one-stop access to core IBM tools, middleware, and technologies from IBM WebSphere, WebSphere Studio, DB2, Lotus, and Tivoli. Featuring new on-demand technologies and resources like Linux, wireless and Web services, this powerful tool raises the bar for open standards-based development. A Toolbox subscription can power your development environment so you can design, code, test, evaluate and demonstrate your applications. Move your business into the on-demand era. Get yours today.

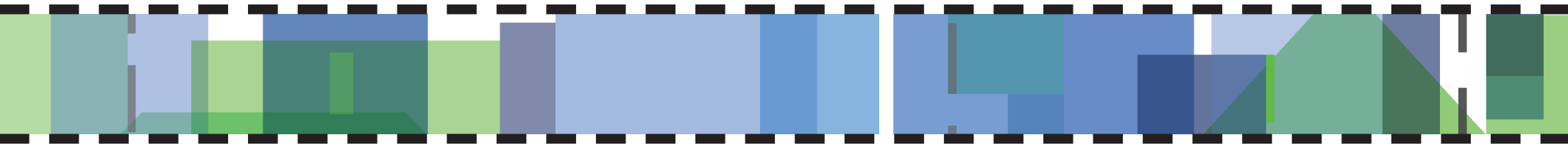
Linux Software Evaluation Kit

Hungry for Linux apps? We're serving up IBM middleware for Linux. Acquire the Linux Software Evaluation Kit for middleware like IBM DB2 Universal Database, WebSphere Application Server, WebSphere Studio Site Developer, WebSphere MQ, Lotus Domino, Tivoli Access Manager, and much, much more. You will get a Linux Software Evaluation Kit at no charge and all the free tech support and training you need to get started. Speed-start your Linux App today.

IBM @server Tools Network

IBM @server Tools Network identifies, positions, and promotes leading-edge tool and middleware products for application development, deployment and systems management on IBM @server. Tools are categorized to make it easier for customers and developers to find those that meet their application development and management needs.

Tools



Tools

IBM Software Access Option

IBM Software Access Option allows access to the IBM Software Access Catalog, which provides a wide variety of more than 7,000 major IBM software products. This internet-based catalog allows you to purchase CDs at exceptionally low prices: the cost of media plus shipping and handling–or you can download the software at no additional charge. With the purchase of the IBM Software Access Option, you can also download over 1,000 leading IBM products and tools through the IBM developerWorks Toolbox subscription, Enterprise Level at no charge.

Evaluation software for iSeries and pSeries

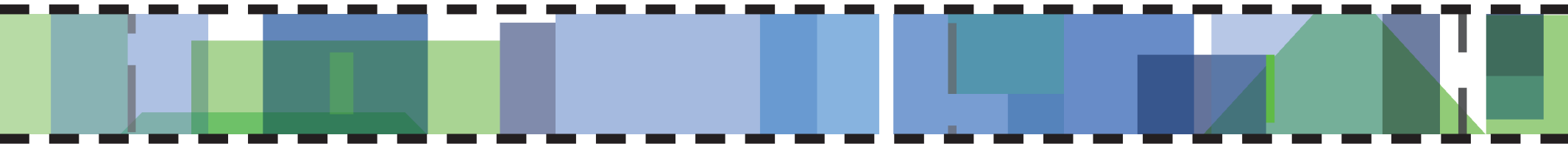
Developing solutions for Linux on IBM iSeries or pSeries servers? No-charge IBM software downloads are available for customers, ISVs, and IBM Business Partners who are evaluating or including IBM middleware in PowerPC Linux solutions on iSeries or pSeries servers.

Evaluation software for zSeries

Developing solutions for Linux on IBM mainframe (IBM zSeries) servers? No-charge IBM software downloads are available for customers, ISVs, and IBM Business Partners who are evaluating or including IBM middleware in Linux solutions on IBM zSeries servers.

IBM @server technical support Value Options

Get the best support services for your application development and enablement efforts. Review the IBM @server technical support Value Options. Support is available worldwide by e-mail or voice for all IBM operating systems, technologies and interfaces to Linux and IBM middleware products. To learn more, or purchase the IBM premier technical support offering, please visit our Web site.



Tools

Solaris-to-Linux porting guide

Are you thinking about adding Linux as an alternate deployment platform for your code or using it as your primary development platform? Check out the Solaris-to-Linux porting guide. Porting to Linux need not be difficult — particularly if your UNIX applications are written to common standards. Here, you'll find a roadmap to guide you through the process.

Porting Tools for Solaris applications

PortingManager provides assistance when porting C and C++ Solaris applications to Linux platforms, including IBM zSeries Linux. Among other things, you will get vendor tools that provide assistance porting code from Solaris to Linux. PortingManager's quick, single-pass API checker with intelligence will help you with your porting needs, possibly saving you and your company the expense of purchasing one or more tools unnecessarily.

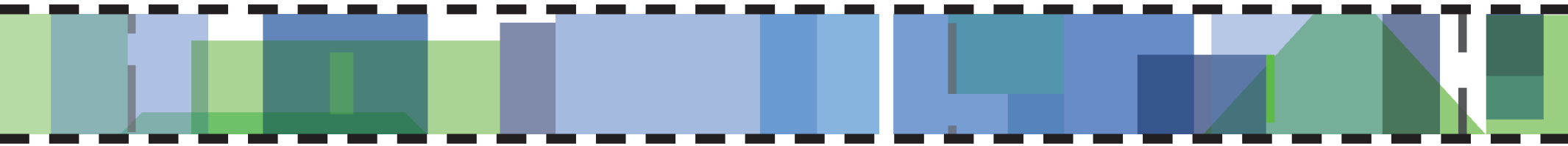
Tips on porting to zSeries Linux

This is an entire Web page devoted to technical hints and tips for porting your solutions to Linux/390. Here you will find valuable information and code fragments that will save precious development time.

Linux Support Line

Access the support line for comprehensive, 24x7 remote technical support. It is available for all supported Linux distributions, hardware and software — including defect support, configuration questions and more. This 24-hour service provides one stop for support and leverages the expertise of several IBM Linux centers, as well as our connection to the open source community. Customized options make it easy for you to choose what you want covered and the level of support you need from these fee-based offerings.

Tools



Evaluate, test and validate

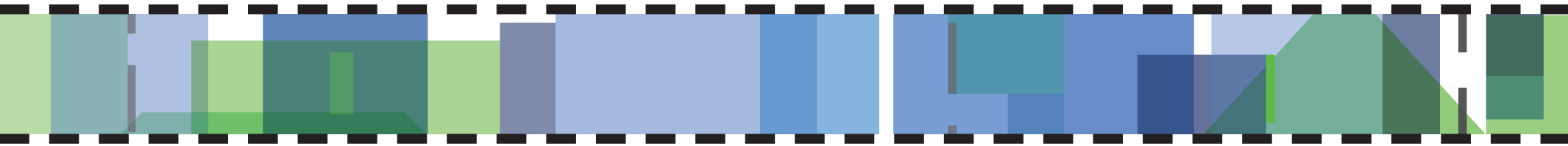
Speed-start your Linux application

Developing solutions for Linux on IBM iSeries, pSeries, or zSeries servers? This kit contains IBM middleware for Linux (DB2 Universal Database, WebSphere Application Server, WebSphere Studio Site Developer, WebSphere MQ, Lotus Domino, Tivoli Access Manager, and more) on a free Linux Software Evaluation Kit — plus all the free tech support and training you need to get started!

Test drive your Linux application

Try out the the IBM @server Linux Test Drive. This offering allows ISVs to test drive Linux on all IBM @server platforms remotely. We offer no-charge limited access, as well as fee-based programs for those interested in long-term engagements and resources outside the no-charge option. We've made it as convenient as possible with our online enrollment form. See for yourself how easy it is.

Evaluate, test and validate



Evaluate, test and validate

Integrated Platform test drive

The Integrated Platform provides you with a powerful way to speed up your sales cycle and to beef up your marketing when selling a solution that uses WebSphere for Linux. The Integrated Platform test drive allows you to verify your solution once and then sell it many times with WebSphere for Linux, running on the IBM @server xSeries server line.

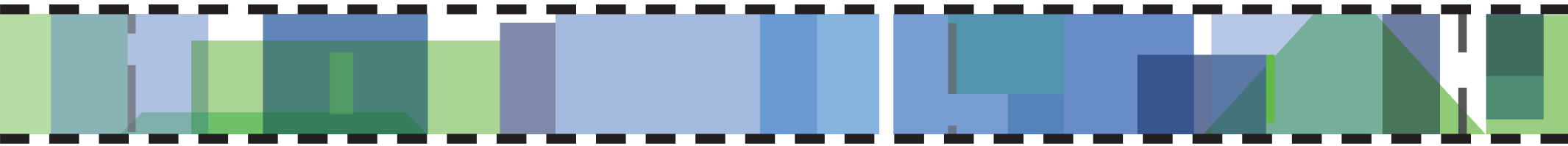
IBM Solution Partnership Centers

Take advantage of our IBM Solution Partnership Centers (SPCs). These state-of-the-art facilities offer easy access to a comprehensive set of porting, testing and enabling services, to help you capitalize on the exploding customer demand for Linux-based e-business solutions. Our SPCs, staffed by IBM Technical Consultants, are accessible both on-site and remotely through the virtual private network (VPN) service for your convenience. We also support our sophisticated development services with highly regarded workshops and technical seminars often at no cost to you. Access Linux support in the SPCs for more information.

Hardware Lease Programs

Our discounted Hardware Lease Program provides North American-based Software Developers, Business Partners and System Integrators the latest in IBM technology at a very low monthly payment with flexible terms and conditions. An ISV customer must use the system to develop a software product which will run on the hardware platform selected. Start saving today.

Evaluate, test and validate



Additional resources

Linux Handbook

Get the *Linux Handbook: A Guide to IBM Linux Solutions and Resources*. It's the ultimate Redbook resource for Linux developers.

Linux Redbooks

Our world-class, developer-friendly Redbooks provide a vast array of detailed, how-to information about Linux applications development.

IBM @server Magazine

Subscribe to **@server** *Magazine*. This family of publications serves users of IBM **@server** business computers. The magazine details technical education and information for customers and solution developers including:

- Company case studies.
- Product reviews.
- New product coverage.
- Technical tips.

Subscriptions to the three publications — **@server** *Magazine,* iSeries edition; **@server** *Magazine*, Mainframe edition; and **@server** *Magazine*, pSeries edition — are available at no charge to qualified readers in the United States and Canada. Subscribe today.

External Linux links

IBM researchers have combed the Web to present you with a categorized list of Linux links to get you the information you need, fast.

Additional resources

Market

Market

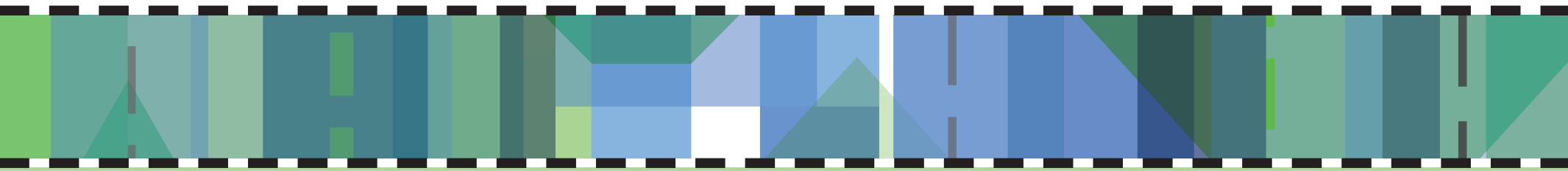
As a PartnerWorld member, IBM provides you with selling and marketing resources to help you get to market more quickly and effectively and to help drive the demand for your product or services.

Leadership Edge for Linux

IBM's Leadership Edge for Linux is an umbrella initiative within PartnerWorld that is designed to bring together the most highly valued program offerings for new or current IBM Business Partners with offerings on Linux. It provides a centralized Web site for the latest IBM Linux business partner information and pointers to other multiple interest areas for the Linux community at large. The Leadership Edge for Linux contains 3 components within the overall initiative that each have a different focus:

Ready, Set, Linux - Go! focuses on enablement and education of IBM business partners that resell IBM hardware, software, and services.
Solutions Edge for Linux focuses on the enablement and marketing needs of the Linux developers on IBM middleware.
Leaders for Linux is a designation for IBM Business Partner who are developing on Linux and who have made the most extensive commitments to IBM and Linux in terms of solution availability, marketing, and sales.

Please bookmark these valuable Web sites and visit them often to keep current on all that is new in the IBM Business Partners in the Linux arena.



Market

Linux Campaign Designer

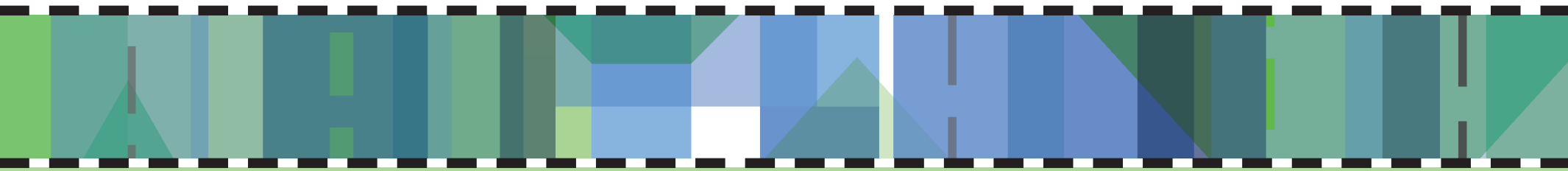
Now with Linux specific templates, Campaign Designer can help you create professional multi-touch marketing campaigns quickly and easily. Use this tool to create demand, identify new prospects and customize campaigns that highlight your products and services.

IBM Start Now Solutions Proven

Designed specifically for independent software vendors (ISVs) focused on SMB opportunities, IBM Start Now Solutions Proven puts an established worldwide reseller channel to work for you, which helps you to:

- Improve penetration of the SMB market.
- Reduce time to market for your SMB-focused solutions.
- Lower costs for channel readiness, enablement and support.
- Gain access to international markets.
- Leverage IBM demand generation and awareness.

Market



Market

Global Solutions Directory

Add your Linux solution to the IBM Global Solutions Directory. The Global Solutions Directory is a comprehensive online Web catalog of applications, tools and services from IBM Business Partners. This international resource for marketing solutions is available to global customers and IBM sales audience in nine native languages: Brazilian Portuguese, English, French, German, Italian, Japanese, Korean, Simplified Chinese and Spanish. With Web visits exceeding nine million hits each year, this exceptional marketing resource is available at no additional cost to Members of PartnerWorld for Developers.

PartnerWorld Linux Lens

Use the Linux Lens for the latest information on IBM's marketing programs, Linux success stories, education, sales tips, and other valuable information for your Go To Market activities.

IBM @server Solution Connection

An innovative and integrated marketing initiative, IBM @server Solution Connection combines leading-edge software solutions with a wide variety of valuable IBM resources that can position customers to make better-informed solution decisions. And, with ServerProven® for IBM @server — part of Solution Connection — your customers have access to special offers that can enhance their solution implementation and lower their total solution cost. Register your Linux applications today and begin realizing the many advantages provided to you and your customers.

Integrated Platform

The Integrated Platform provides you with a powerful way to speed up your sales cycle and to beef up your marketing when selling a solution that uses WebSphere for Linux. Find out how.

Market

Linux success stories

Share one of your own Linux e-business triumphs. Tell us how you helped customers tackle their business challenges using Linux with IBM products, services or solutions. Your story may be highlighted in a variety of ways, such as being mentioned in our advertising, direct marketing materials or on our Web site.

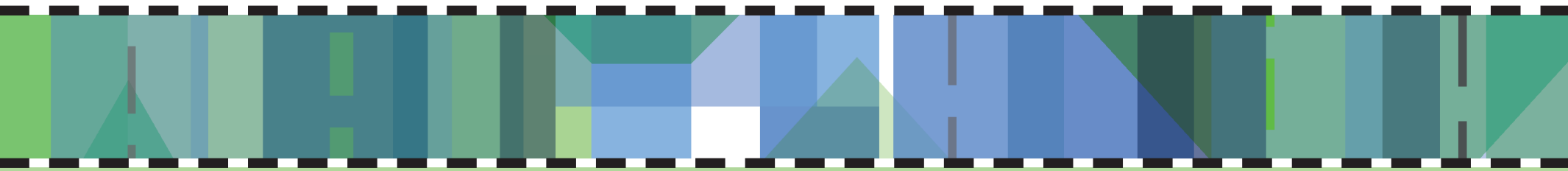
IBM PartnerWorld selling resources

Gain access to exciting new markets and profitable opportunities with the aid of these valuable resources. They are designed with you in mind to provide a wide array of services, tools, and resources to aid you in developing strong sales plans as well as to help you team with other Business Partners. Sales incentives may be available for qualifying developers.

IBM PartnerWorld market planning resources

Learn more about the extensive marketing resources and tools available to help drive your business. With offerings like PartnerPlan, routes to market Channel Advantage and IDL Repeatable Solution Sales Workshop, we can assist you with your Linux market planning and research requirement.

Market



Sell

Value Advantage Plus

Value Advantage Plus is an IBM initiative that financially rewards you for integrating IBM middleware with your software solutions. The result? A healthier line when you team with IBM.

Double Your Discount

When you register your solutions that use IBM software for Linux with the Value Advantage Plus initiative then sell them to small and medium business (SMB) customers, you have the opportunity to double your Value Advantage Plus discount — allowing you to keep up to $600* for every $1,000 of IBM software for Linux that you resell.

Sales kit for Linux

As you integrate the value proposition of Linux into your sales activities and materials, having the latest information and Linux value propositions can always help. The Business Partner sales kit for Linux provides you with a comprehensive and well organized set of data that can be valuable to your sales force.

Sell

* Offer currently planned through June 30, 2004, subject to change, retractable at any time.
The actual discount price you receive from a distributor is determined solely by the distributor and not by IBM.

Index

Get connected

- IBM PartnerWorld for Developers
- IBM PartnerWorld for Software
- IBM @server Solution Connection
- Global Solutions Directory
- IBM Business Partner Connections

Learn

General information

- Why Linux
- Linux success stories
- Linux ROI Planning Tool
- Linux information pack
- Linux Line e-newsletter
- Linux resource portal

Product information

- IBM @server and Middleware for Linux
  - IBM @server xSeries
  - IBM @server zSeries
  - IBM @server iSeries
  - IBM @server pSeries
  - IBM Clusters
  - IBM Storage
  - IBM DB2
  - IBM WebSphere
  - IBM Tivoli
  - IBM Lotus
- IBM software for Linux
- IBM @server Linux Portal
- IBM e-catalog

Develop

Information and programs

- IBM developerWorks Linux Zone
- IBM Solution Partnership Centers: Linux workshops
- Professional Certification Program from IBM
- Free access to Technical Forum
- Linux technical training resources

Tools

- IBM developerWorks Toolbox subscription
- Linux Software Evaluation Kit
- IBM @server Tools Network
- IBM Software Access Option
- Evaluation software for iSeries and pSeries
- Evaluation software for zSeries
- IBM @server technical support Value Options
- Solaris-to-Linux porting guide
- Porting Tools for Solaris applications
- Tips on porting to zSeries Linux
- Linux Support Line

Evaluate, test and validate

- Speed-start your Linux application
- Test drive your Linux application
- Integrated Platform test drive
- IBM Solution Partnership Centers
  - Linux support in the SPCs
- Hardware Lease Programs

Additional resources

- Linux Handbook
- Linux Redbooks
- IBM @server Magazine
- External Linux links

Market

- Leadership Edge for Linux
  - Ready, Set, Linux - Go!
  - Solutions Edge for Linux
  - Leaders for Linux
- Linux Campaign Designer
- IBM Start Now Solutions Proven
- Global Solutions Directory
- PartnerWorld Linux Lens
- IBM @server Solution Connection
- Integrated Platform
- Linux success stories
- IBM PartnerWorld selling resources
- IBM PartnerWorld market planning resources

Sell

- Value Advantage Plus
- Double Your Discount
- Sales kit for Linux

Index

■ For resources on being a PartnerWorld member

© Copyright IBM Corporation 2003

Produced in the United States of America
10-03
All Rights Reserved

IBM, IBM @server, IBM logo, @server logo, e-business, DB2, DB2 Universal Database, developerWorks, Enterprise Storage Server, Enterprise X-Architecture, Global Solutions Directory, Lotus, Lotus Domino, iSeries, pSeries, xSeries, zSeries, ServerProven, IDL RSS, PartnerWorld, PartnerPlan, PortingManager, Power PC, Redbooks, RTM Channel Advantage, Tivoli, Tivoli Access Manager, WebSphere, WebSphere Application Server, Websphere Studio Site Developer, WebSphere MQ, WebSpace Studio are trademarks or registered trademarks of the IBM Corporation in the United States, other countries, or both.

[1] Some program components have qualifying criteria.

Microsoft, Windows, Windows 2000, Windows NT and the Windows logo are registered trademarks of Microsoft Corporation in the United States, other countries, or both.

Intel is a registered trademark of Intel Corporation in the United States, other countries, or both.

Solaris, Java and all Java-based trademarks and logos are trademarks of Sun Microsystems, Inc., in the United States, other countries, or both.

Linux is a registered trademark of Linus Torvalds.

UNIX is a registered trademark of The Open Group in the United States and other countries.

Other company product and service names may be trademarks or service marks of others.

Trademark

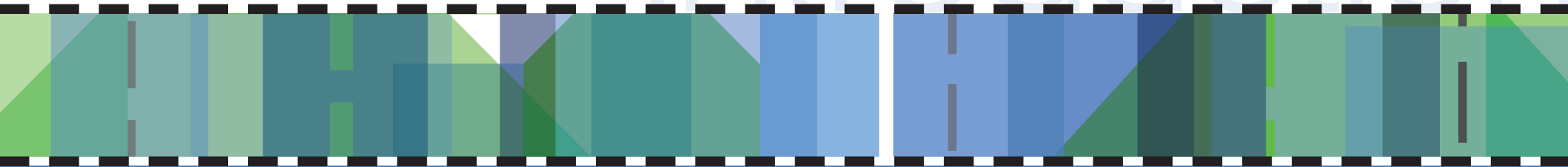
Make the most of your PartnerWorld membership.

As a PartnerWorld member, there are two ways to ensure you receive all the benefits membership has to offer:

PartnerWorld for Developers
For ISVs who develop and sell software applications using IBM products.

PartnerWorld for Software
For resellers, consultants, service providers and others who sell or influence sales of IBM software.

Introduction



Get connected

As an IBM PartnerWorld member, you can keep up-to-date on all the latest developer news, trends, membership benefits and resources available.

Connect

IBM PartnerWorld News: developer edition

Subscribe to *IBM PartnerWorld News: developer edition*, to stay abreast of developer announcements and marketplace news.

IBM PartnerWorld Member registration

Be sure you review and update your company profile so we can keep in touch with you about special promotions, offers and discounts.

Benefits Track Guide

Familiarize yourself with all the benefits PartnerWorld has to offer. Keep track of the how those benefits can work for you.

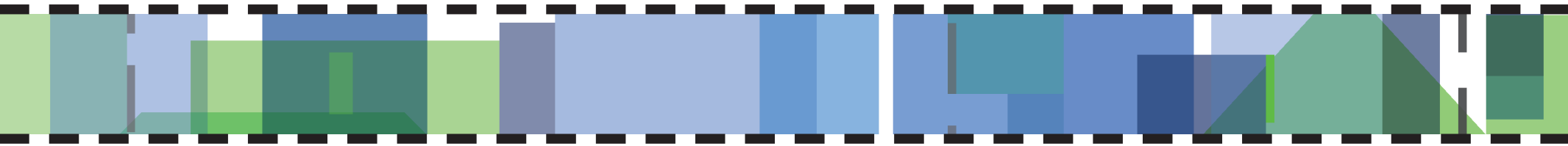
Learn

Explore all the ways IBM PartnerWorld can help reduce your cost of doing business. Help us learn the best ways to serve you.

IBM PartnerWorld Member discounts
Take advantage of the many member discounts available to help lower your development costs.

IBM PartnerWorld Project Profile
Complete a project profile to tell us your specific developer needs.

Learn



Develop

Develop a skills plan to help you build applications on Linux from start to finish. Take advantage of continuing education, advice from experts, certification programs, technical support, and software evaluation programs available to you through your IBM PartnerWorld membership.

IBM PartnerWorld developer-focused education
Sign up for ongoing workshops and technical seminars offered by IBM Solution Partnership Centers worldwide.

IBM Webcast schedule
Hear from IBM experts in our Webcast series. Gain valuable insight from experienced professionals who can help steer you in the right direction.

IBM PartnerWorld training and certification
Expand your skills and validate your expertise. Determine your path for individual developer certification.

IBM Value Options
Purchase any of the IBM Value Options for developers. These include an array of technical support options including email and voice support. You can also purchase the IBM Software Access Option, which allows you access to the Software Access Catalog, a resource for evaluation and development software. This option also provides you access to the developerWorks Toolbox subscription, a leading software subscription service for developers who work with IBM technologies.

Develop

Global Solutions Directory

Add your Linux solution to the IBM Global Solutions Directory. The Global Solutions Directory is a comprehensive online Web catalog of applications, tools and services from IBM Business Partners. This international resource for marketing solutions is available to global customers and IBM sales audience in nine native languages: Brazilian Portuguese, English, French, German, Italian, Japanese, Korean, Simplified Chinese and Spanish. With Web visits exceeding nine million hits each year, this exceptional marketing resource is available at no additional cost to Members of PartnerWorld for Developers.

Technical validations

Your solutions may qualify for an IBM emblem. Learn more about our technical validation programs.

Develop

Market

Let us help drive the demand for your product or service. Visit the following Web sites for marketing and sales support as well as brand-specific information:

IBM PartnerWorld developer marketing

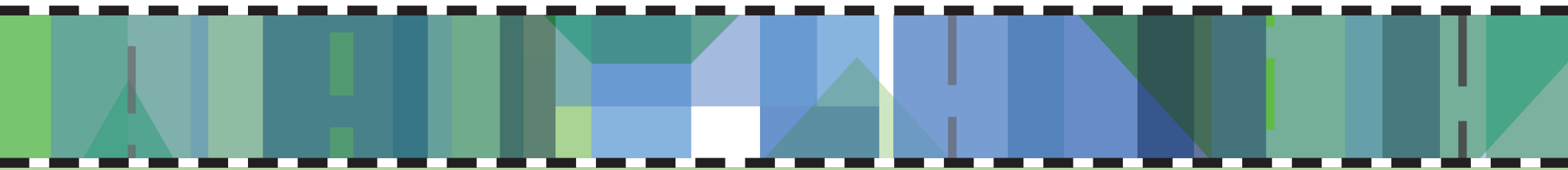
Software

Servers

Other technologies

For more information, email us at pwd@us.ibm.com.
Or call: 1-800-426-9990 (U.S. and Canada), 1-770-858-5052 (worldwide)

Market



Sell

Value Advantage Plus

Value Advantage Plus is an IBM initiative that financially rewards you for integrating IBM middleware with your software solutions. The result? A healthier line when you team with IBM.

Double Your Discount

When you register your solutions that use IBM software for Linux with the Value Advantage Plus initiative then sell them to small and medium business (SMB) customers, you have the opportunity to double your Value Advantage Plus discount — allowing you to keep up to $600* for every $1,000 of IBM software for Linux that you resell.

Sales kit for Linux

As you integrate the value proposition of Linux into your sales activities and materials, having the latest information and Linux value propositions can always help. The Business Partner sales kit for Linux provides you with a comprehensive and well organized set of data that can be valuable to your sales force.

Sell

* Offer currently planned through June 30, 2004, subject to change, retractable at any time. The actual discount price you receive from a distributor is determined solely by the distributor and not by IBM.

Index

Get connected	Learn	Develop	Market	Sell
■ PartnerWorld News	● IBM PartnerWorld member discounts	◆ IBM PartnerWorld developer-focused education	▲ IBM PartnerWorld for developer marketing	▮ Value Advantage Plus
■ IBM PartnerWorld member registration	● IBM PartnerWorld Project Profile	◆ IBM Webcast schedule	▲ Software	▮ Double Your Discount
■ Benefits Track Guide		◆ IBM PartnerWorld training and certification	▲ Servers	▮ Sales Kit for Linux
		◆ IBM Value Options - Software Access Catalog - developerWorks Toolbox subscription	▲ Other technologies	
		◆ Global Solutions Directory		
		◆ Technical validations		

Index

© Copyright IBM Corporation 2003

Produced in the United States of America
10-03
All Rights Reserved

IBM, IBM @server, IBM logo, @server logo, developerWorks, Global Solutions Directory, PartnerWorld, Solution Partnership Center, and Value Options are trademarks or registered trademarks of the IBM Corporation in the United States, other countries, or both.

Linux is a registered trademark of Linus Torvalds.

Other company product and service names may be trademarks or service marks of others.

Trademark