



IBM letters

North America channel communications

Build your IBM System x skills and earn rewards

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Build your IBM System x skills and earn rewards

IBM is pleased to offer you another opportunity to earn Know Your IBM (KYI) Rep Reward points. If you are enrolled in the 2009 KYI offering and you complete the Systems Connect eXpert Overview module located on the home page of the Systems Connect eXpert Web site, you will earn 150 KYI Reward Points. This offering is available from July 24, 2009 through December 31, 2009 to all KYI participants.

To access the Systems Connect eXpert Overview module, go to www.ibm.com/partnerworld/systemsconnectexpert, enroll by completing five easy enrollment questions, then select and successfully complete the Systems Connect eXpert Overview module located on the right nav of the home page of Systems Connect eXpert. The overview module delivers a concise summary of the education, resources and benefits contained in the Systems Connect eXpert education offering.

Participants must be registered in the KYI offering at www.ibm.com/partnerworld/knowyouribm before points can be earned for participating in the Systems Connect eXpert education offering.

Why Systems Connect eXpert Overview:

The IBM [Systems Connect eXpert](http://www.ibm.com/partnerworld/systemsconnectexpert) education Web site provides IBM Business Partners with easy-to-follow, flexible roadmaps to entry and advanced certification for both sales and technical employees.

[Enroll now](#) to view the online roadmaps, education pools and other resources that can help you develop your IBM System x, BladeCenter and Storage skills and grow your sales. Automatically track your progress as you develop the necessary skills to achieve the following certifications:

Sales Skill Level:

	Certification Test # and Name	Online Education Estimate
Level 1 Specialist	Test 076: System x Sales V5	10 hours
Level 2 Expert	Test 301: System x Sales Expert V1	12 hours
Level 3 Elite Expert	Test 071: System x Technical Principles V8	10 hours

Technical Skill Level:	Certification Test # and Name	Online Education Estimate
Technical Principles	Test 071: IBM System x Technical Principles V2	8 hours
Performance Technical Certification	Test 086: System x High Performance Servers Technical Support V4	4 hours
BladeCenter Technical Certification	Test 085: IBM System x BladeCenter Technical Support V5	16 hours

Why get certified?

- Individuals: IBM certifications are recognized across the industry. Sell with confidence and become a trusted consultant to your clients with proven knowledge and skills.
- Firms: IBM certifications are required to move to the Advanced and Premier levels of PartnerWorld, which earns your firm more benefits from IBM. Plus, IBM has determined 70% of IBM System x Resellers generating over \$100K have at least one certification. A work force with proven IBM skills may result in higher IBM revenue for your firm.

Systems Connect eXpert also includes a link to the IBM Techline Database repository. This is the same database used by the IBM Techline support team and is only available on-line to Business Partners enrolled in Systems Connect eXpert.

IBM reserves the right to modify or withdraw this offering at anytime.

Questions about this offering should be directed to your IBM Client Representative or you may contact Kathleen Clapper at clapper@us.ibm.com or 678-274-5083.

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