

# IBM Internet Security Systems Certification Compliance Date Extended

Announcement Letter Number 510-195  
February 19, 2010

## Overview

Based on the recent IBM® mission transfer of IBM Internet Security Systems (IBM ISS) products to Tivoli®, the March 1, 2010 certification deadline for IBM Business Partners authorized to market IBM ISS products and services prior to June 2, 2009 is being extended through September 30, 2010. Business Partners authorized to market IBM ISS products and services on June 2, 2009 or later must meet the IBM ISS certification requirement within six months of the effective date authorizing marketing of IBM ISS products and services.

The IBM ISS Deal Registration program remains unchanged and requires IBM ISS certification to participate in the U.S.

## Eligible Business Partners

- IBM Business Partner -- Solution Providers and Resellers who acquire products and services from a Distributor
- IBM Business Partner -- Solution Providers and Resellers who acquire products and services directly from IBM
- IBM Business Partner -- Systems Integrators
- IBM Business Partner -- Services
- IBM Business Partner -- Collaborative Services
- IBM Business Partner -- Distributors

## Description

On January 6, 2010, IBM moved IBM ISS products from IBM Global Technology Services to IBM Software Group under Tivoli. Tivoli software provides integrated service management, which allows clients to achieve visibility, control and automation across all elements of their service delivery operations.

IBM ISS services will remain in IBM Global Technology Services as part of the Security Service Product Line (SPL). The Security SPL will enable clients to effectively manage risk with the industry's broadest portfolio of security services designed to minimize threat, secure their IT environment and enable them to meet increasingly stringent compliance requirements.

These actions strengthen IBM's Security Framework by driving a more integrated security portfolio and roadmap, while delivering accelerated time-to-value for our clients and Business Partners.

It is IBM's intent to minimize disruption for both Tivoli and IBM ISS Business Partners during this product transition. To that end, the March 1, 2010 certification deadline for Business Partners authorized to market IBM ISS products and services prior to June 2, 2009 is being extended through September 30, 2010. Business Partners authorized to market IBM ISS products and services on June 2, 2009 or later must meet the IBM ISS certification requirement within six months of the effective date authorizing marketing of IBM ISS products and services. The extension announced today is intended to assist the Tivoli team in developing a channel certification strategy that includes IBM ISS products. Additional information on the IBM ISS certification requirement is available in announcement letter 509-937.

Business Partner agreement renewal requirements for IBM ISS remain unchanged by this announcement. Certification compliance remains a requirement to renew authorization to market IBM ISS products and services. Additional information on this renewal requirement is available in announcement letter 509-1222.

The IBM ISS Deal Registration program remains unchanged by this announcement. Business Partners in the U.S. are required to meet the IBM ISS certification requirements prior to registering new opportunities in the IBM ISS Deal Registration program effective January 15, 2010. Additional information is available in announcement letter 509-1222.

Business Partners who lose IBM ISS authorization for not meeting certification requirements may reapply immediately as an IBM ISS Business Partner but the certification requirements must be met prior to making application. Additional information is available in announcement letter 508-1090.

All other IBM ISS authorization requirements remain unchanged by this announcement.

## Terms and conditions

Effective immediately, the March 1, 2010 deadline for IBM ISS certification is extended through September 30, 2010. Business Partners who are not compliant on October 1, 2010 will be deauthorized for IBM ISS products and services. Business Partners who only market IBM ISS products and services will have their Business Partner relationship terminated.

IBM ISS Authorization Date  
Prior to June 2, 2009

Must Certify  
Before October 1, 2010

Requirements for new Business Partners marketing IBM ISS products and services remain unchanged by this announcement. New Business Partners must meet the IBM ISS certification requirement within six months of the effective date authorizing marketing of IBM ISS products and services.

IBM ISS Authorization Date  
On or after June 2, 2009

Must Certify  
Six months from ISS effective date

Examples: 1) A Business Partner authorized for IBM ISS on July 1, 2009 must certify by January 1, 2010.  
2) A Business Partner authorized for IBM ISS on February 1, 2010 must certify by August 1, 2010.

## Additional information

Questions regarding the revised certification date should be directed to your IBM ISS Channel Account Manager or Distributor.

For information on IBM Internet Security Systems offerings and sales support materials, visit the PartnerWorld® Web site at:

[www.ibm.com/partnerworld/iss](http://www.ibm.com/partnerworld/iss)

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