

Partner Plus Instructions

IBM

IBM Partner Plus Registration

Register your company

☒ Tell us about your company☐ Interest area☐ Review and submit

Company name

Legal name

Commercial name (optional)

Company address

Country

State

Address 1

Address 2 (optional)

City

Post/ZIP code

Additional information

Company phone number

Company website

Tax ID (optional)

[What is Tax ID?](#)

You will need permission to accept terms and conditions on behalf of your company and your company's Tax Identification Number (TIN).

[Next](#)

Register your company

☒ Tell us about your company ☒ Interest area ☐ Review and submit

You can pick more than one and if you like, update your profile later.



Sell

Sell IBM products and services

- Find the right solutions for your clients.
- Get access to training and skills at no cost.
- Earn proficiency badges and grow your expertise.
- Drive sales and grow quickly with comprehensive IBM support.



Build

Build innovative products

- Develop unique solutions using IBM technology.
- Work with our technology teams to support your product designs and validations.
- Go to market with IBM. We'll help you get ready to enter a market and begin building a sales pipeline.



Service

Provide your own value-added services

- Accelerate business agility and growth.
- Continuously modernize your applications on any platform using a Hybrid Cloud approach.
- Unlock more value from your transformation strategy with a consistent hybrid cloud approach across all your clouds, edge and IT environments.

Back

Next



Build

Build innovative products

- Develop unique solutions using IBM technology.
- Work with our technology teams to support your product designs and validations.
- Go to market with IBM. We'll help you get ready to enter a market and begin building a sales pipeline.

IBM Partner Plus Registration

Register your company

Tell us about your company

Interest area

Review and submit

Review your information and read the terms and conditions before submitting your application.

Company information

Edit

| | |
|----------------------|------------------|
| Legal name | Commercial name |
| test | doe |
| Country | State |
| United States | Arkansas |
| Address 1 | Address 2 |
| 1233 bandjoe | |
| City | Post/ZIP code |
| test | 33547 |
| Company phone number | Company website |
| +1 18133340103 | www.tdsynnex.com |
| Tax ID | |
| 84-123456 | |

Interest area with IBM

Edit

Selected interest area

Build

Terms and conditions

Print

IBM Partner Plus Registration Agreement

We welcome you as an IBM Partner Plus participant. IBM Partner Plus will provide you with information regarding IBM's Business Partner programs, skills training on IBM products and services, and access to IBM's product demonstration tool (IBM Technology Zone). The terms of the IBM Partner Plus Registration Agreement (the "Agreement") is entered into between you and International Business Machines Corporation ("IBM") and govern your registration and participation as an IBM Partner Plus participant.

☐ I have read and agree to the terms above

Have a question about the agreement? [Contact us](#)

Submitting your details will complete your IBM Partner Plus registration. We'll review your application and respond within two business days.

Back

Submit

Submit

IBM Base Agreement Instructions

Become an IBM Business Partner

Learn more about the benefits and options available to you, or apply now.

[Join now](#)

[Already a partner? Sign in](#)

↓ [Program benefits](#)


↓ [Join PartnerWorld](#)

↓ [Apply to resell or embed](#)

↓ [Partner success story](#)

Do you develop or implement solutions?

Get access to IBM hardware, software, and services to embed into your own intellectual property (IP).

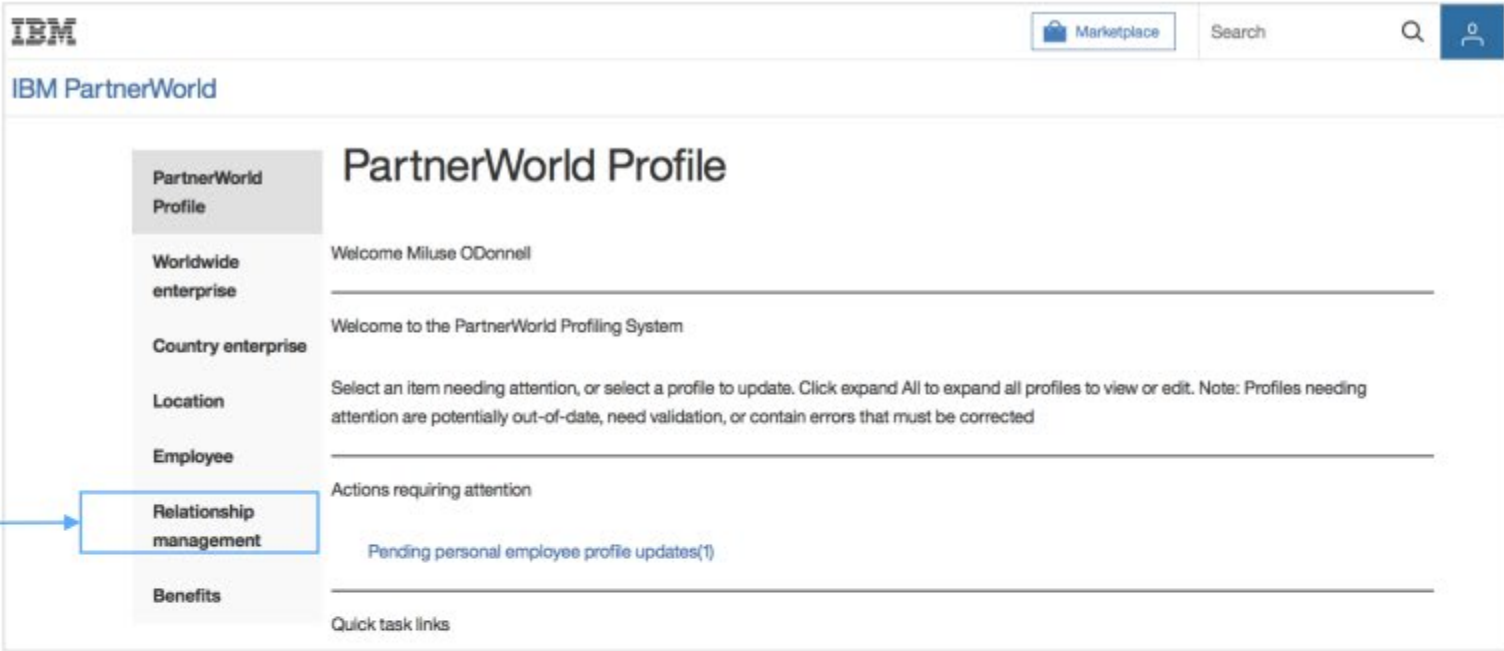
[Apply to embed](#)

- [Learn about developing on IBM platforms](#)
- [Learn about implementing IBM in your solution](#)

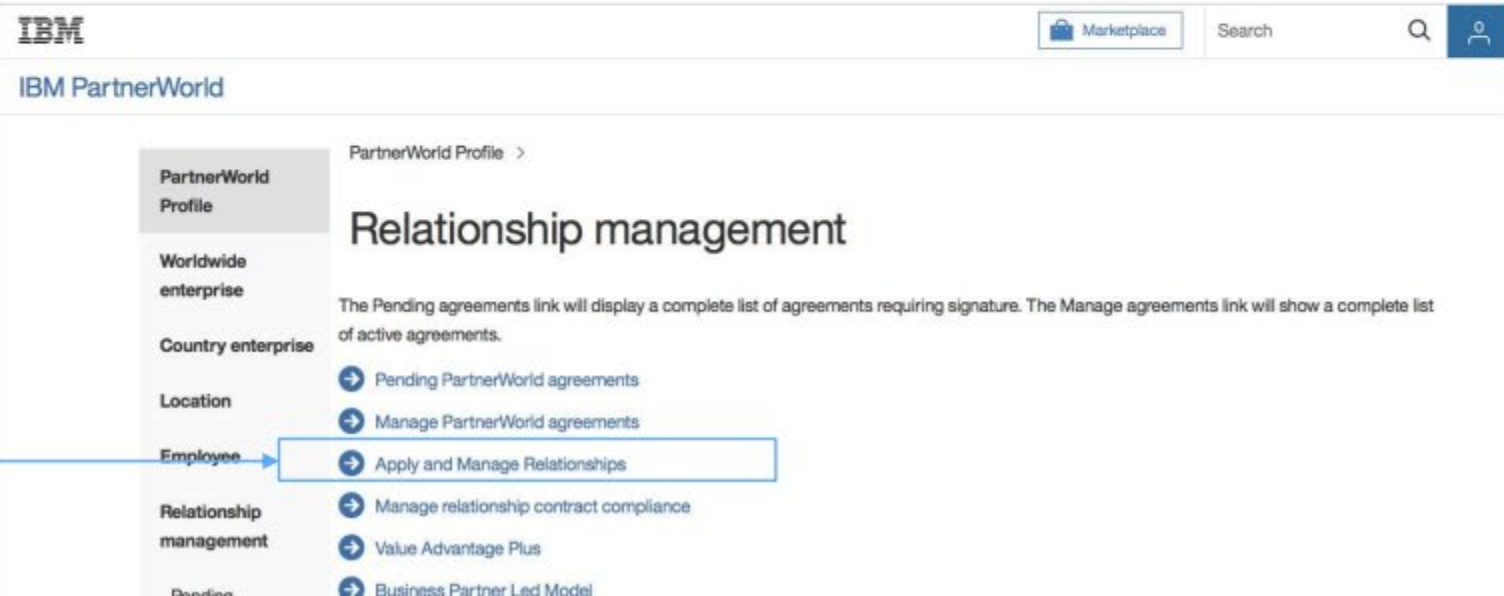
Go to: [ESA Base Agreement Portal](#)

Access using your IBM PartnerWorld ID and Password

Click 'Relationship management'



Click 'Apply and Manage Relationships'



IBM Partner Ecosystem

IBM PartnerWorld

PartnerWorld
Profile

Worldwide
enterprise

Country enterprise

Location

Employee

Relationship
management

Pending
PartnerWorld
agreements

Manage
PartnerWorld
agreements

Relationships

Manage

PartnerWorld Profile > Relationship management > Apply and Manage Relationships > Conditions to be met before applying > Company details >

Manage Business Partner agreements

IBM PW - EMEA - UK (18z7gix4) ←

The fields indicated with an asterisk (*) are required to complete this transaction; other fields are optional. If you do not want to provide us with the required information, please use the "Back" button on your browser to return to the previous page, or close the window or browser session that is displaying this page

Please complete as many details as possible to get the most appropriate information for your company from PartnerWorld

Relationships

| Relationship type | Contract ID | Sales organization | Product groups | Relationship agreement status | IBM contracting country |
|-------------------|-------------|--------------------|----------------|-------------------------------|-------------------------|
|-------------------|-------------|--------------------|----------------|-------------------------------|-------------------------|

 ←

Apply for a new relationship ←

Previous

Cancel and exit

Before continuing the application, ensure the company name shown matches your company's name as it appears on your official business registration documents.

If you need to change the company legal name presented here please follow the user guide **'Change your legal name'**.

If your company has multiple Country enterprises registered in PartnerWorld, select the appropriate Country Enterprise ID if you see the choice on the screen.

Note: Most companies will only have one Country Enterprise ID.

Click 'Apply for a new relationship'

Apply for a Business Relationship

NutCracker Warehouse(a0ijyh)

The fields indicated with an asterisk (*) are required to complete this transaction; other fields are optional. If you do not want to provide us with the required information, please use the "Back" button on your browser to return to the previous page, or close the window or browser session that is displaying this page

Please complete as many details as possible to get the most appropriate information for your company from PartnerWorld

Relationship type:
ESA - via Distributor

Click to view a description of the IBM relationship types

Select/Change Products and Services

Click to view information about IBM platforms and product groups

Note that product groups that do not require certification have already been pre-selected

Select any additional products or services you would like to have included in your resell

- + Hardware
- + IBM Services
- + Software

Hardware

Systems Hardware

ESA - via Distributor

☐ Branded Systems Hardware

☐ Unbranded Systems Hardware

IBM Services

IBM Services

ESA - via Distributor

☐ IBM Services (Infrastructure and Security Services)

Software

Cloud Services

Cloud Aggregator / Distributor / Technology Broker:

... Select one ...

ESA - via Distributor

☐ Cloud Services (XaaS)

Software

Cloud Aggregator / Distributor / Technology Broker:

... Select one ...

ESA - via Distributor

☐ Appliances sold as Software (i.e. Netezza, Qradar, etc.)

☐ Programs (Software)

| | |
|------------------|--|
| Cloud Services | Cloud Services (XaaS) |
| Software | Appliances sold as Software (i.e. Netezza, Qradar, etc.) |
| | Programs (Software) |
| Systems Hardware | Branded Systems Hardware |
| | Unbranded Systems Hardware |

Select 'ESA – via Distributor'.
You can click on 'description of the IBM relationship types' for additional information.

Select "AVT Technology Solutions LLC"

Click 'Select/Change Products and Services'

Click '+' to expand the categories to see the Product Groups you may select.

Check the box beside each product for which you are applying.

Check ESA Technology Broker you will be working with.

Read and agree to 'Certification Statement'

Additional Documentation

NutCracker Warehouse(a0)yh

The fields indicated with an asterisk (*) are required to complete this transaction; other fields are optional. If you please use the "Back" button on your browser to return to the previous page, or close the window or browser session.

Please complete as many details as possible to get the most appropriate information for your company from Partner.

Certification statement

[Click to view and accept the certification statement](#)

Acceptance date of certification statement:*

Person who accepted

Submitter Information

First Name in English:

Hojung

Last Name in English:

Hwang

Name in local language:

황호정

Year of birth:*

... Select one ...

Previous

Cancel and exit

Save as draft

Submit

Accept certification statement

Privacy notice:

- IBM and its subsidiaries will process, store, and in general manage Personal Information for purposes of assessing your company and its personnel and resources in connection with IBM's relationship with your company.
- In order to comply with the US Foreign Corrupt Practices Act and other applicable anti-corruption laws, IBM may use suppliers, including but not limited to Thomson Reuters, to conduct the adverse media checks, and other reviews to determine if your company or its personnel and other resources have not violated any laws or regulations. Thomson Reuters' Privacy Statements are described at World-Check Privacy Statement and Thomson Reuters Privacy Statement.
- IBM's general privacy practices that apply to Personal Information IBM collects, uses and shares are described in the IBM Privacy Statement
- IBM's general privacy practices that apply to Personal Information IBM collects, uses and shares are described in the IBM Privacy Statement

Certification statement:

- (a) You certify that you have furnished the answers to the questions in this Application truthfully and accurately and your company will advise IBM of any changes in the information provided within 30 days of the change becoming effective.
- (b) You guarantee that you have provided the required notices and have obtained the necessary consent(s) to share any Personal Information provided with IBM from all the company employees cited, and that the provision of this Personal Information is in accordance with local law.
- (c) You commit that your company will complete IBM Integrity training, if directed to do so by IBM, and understand your company's IBM Business Partner Agreement can be terminated without notice if the Integrity Training requirement is not met within 30 days of your company's conditional activation of an IBM Business Partner relationship.
- (d) You confirm that you are authorized by your company to accept and submit this application.

When you click on the button below to accept the certification statement, the date and person will be automatically recorded.

I agree

I don't agree

click and accept Certification Statement

complete the page and click 'Submit'

Confirmation

Confirmation

Your change request(s) was/were received for processing. Please allow up to two (2) working days for requests to be approved by IBM. The following is number(s) for this transaction. Please retain this number for future inquiries about this transaction.

Confirmation number

95sh5

Your contract will be delivered to you via email for you to review and electronically accept.

This is the final page, confirming that your application has been submitted to IBM.

Please make a note of your **confirmation number**, so that you may track the progress of your application.

Your contract will be emailed to you for signature. In most countries Business Partners can accept the contract digitally via IBM eSign. You can view more information about IBM eSign [here](#).

4. Work with your ESA Distributor or IBM Seller for Solution Approval

In parallel, work with your IBM Representative and/or IBM Distributor/ESA Technology Broker to submit your business solution for review and approval.

ESA via-Distributor relationship will be activated within your Profile when all following actions have been completed:

- ESA Base Agreement contract signed
- Your solution have been reviewed and approved