

## BECOME AN IBM INTERNET SECURITY SYSTEMS (ISS) RESELLER SELECT YOUR DISTRIBUTOR AND TEAM UP FOR SUCCESS

**IT'S AS EASY AS 1-2-3!**

### **STEP 1. GET A PARTNERWORLD ID AND PASSWORD – BECOME A PARTNERWORLD MEMBER**

A PartnerWorld ID and Password are required to apply online to become an ISS Reseller with IBM. Register for PartnerWorld membership at the following Web site: [Already have a PartnerWorld ID and Password? Skip to Step 2.](http://www-1.ibm.com/partnerworld/pwhome.nsf/weblook/pub_join_allBPs.html)  
[http://www-1.ibm.com/partnerworld/pwhome.nsf/weblook/pub\\_join\\_allBPs.html](http://www-1.ibm.com/partnerworld/pwhome.nsf/weblook/pub_join_allBPs.html)

#### **NOTE:**

- Select 'Reseller' so your PartnerWorld profile will be set up correctly for the application process in Step 2.
- Your new PartnerWorld ID will be activated within 24 - 48 hours and you will receive a "Congratulations" confirmation e-mail, **but you're not done yet!** You will need to continue your application process and use your PartnerWorld ID in Step 2.
- When you log in to the application for the first time and if it doesn't work, please wait until the next business day to try again. Multiple tries on the same day may lock you out and cause further delays.
- If you need help, call PartnerWorld Contact Services at 1-800-426-9990, Select Option 4.

**\*\*\*\*IMPORTANT! You will need to use INTERNET EXPLORER when applying through the web application tool via PartnerWorld. It does not support other browsers.**

### **STEP 2. APPLY ONLINE VIA PARTNERWORLD AND SELECT A DISTRIBUTOR**

When you are ready to apply online for the IBM ISS Tier 2 Business Partner Relationship via Distribution, please use **ONE** of the following **OPTIONS** to the appropriate application process based on your current relationship with IBM (if any). *When asked for your IBM ID, it is the same as your PartnerWorld ID.*

**OPTION 1. Use only if you currently have an IBM Business Partner Agreement, you are reselling IBM products via a Distributor, and you want to use the SAME Distributor for ISS Products. This is the Product Add process (a confirmation letter will be mailed to you but no contract signature is required):**

<http://www.ibm.com/partnerworld>

- On the introduction page next to 'Already a member of PartnerWorld?', click on 'Go to Member Resources'.
- Input your IBM ID and Password (this is the same as your PartnerWorld ID and Password).
- On the vertical navigation pane (in the left margin of the screen), click on 'Forms & Agreements'.
- Click on 'Agreements'.
- Under 'Current Systems and Services IBM Business Partner', click on 'Apply for Other Products or VAEs for Your Profile', and follow the steps.

**NOTE:** Be sure to click 'Submit' on the final screen of the application, and a tracking number will then be assigned (something like 2008XXXX-01) so you will know it was submitted successfully. Please log-in to track your application.

**OPTION 2. Use only if you do not currently have an IBM Business Partner Agreement, **\*\* OR \*\***currently have an IBM Business Partner Agreement, you are reselling products via a Distributor, and you want to use a DIFFERENT Distributor for ISS Products. This is the New Relationship process (a contract will be mailed for signature and if not returned by the deadline indicated, the approval will expire and you will need to reapply):**

<http://www.ibm.com/partnerworld/resellerapply>

- On the resulting 'Apply' page you can review the selection criteria, terms and conditions, revenue objectives, and review a list of IBM ISS Authorized Distributors.
- To access the application, **scroll down** near the bottom of the page to select 'Apply for a Systems & Technology Group Business Partner Relationship', and follow the steps.

**NOTE:** Be sure to **click 'Submit'** on the final screen of the application, and a tracking number will then be assigned (something like 2008XXXX-01) so you will know it was submitted successfully. Please log-in to track your application.

**\*\*TIER 1 ISS RELATIONSHIPS MUST ALSO REQUEST TO TERMINATE ISS AGREEMENT TO BPO@us.ibm.com  
Don't risk having your Tier 2 Application denied because your Tier 1 agreement is still active**

### **STEP 3. TEAM UP FOR SUCCESS!**

Your IBM ISS Channel Account Manager (CAM) and Distributor are ready to engage and help drive sales!