

IBM Global Partner Portal - Windows Internet Explorer

https://www-304.ibm.com/partnerworld/gpp/cz/start.swe?SWECmd=Login&SWEPL=1&SWETS=1256047839

Country/region [select] Terms of use

Home | Products | Services & industry solutions | Support & downloads | My account

Home | Partner Locator | Opportunities | Accounts | Contacts | Partner | Activities

Show: [dropdown] [icons]

Queries: [dropdown] [icons]

Siebel eChannel Home:

Welcome again Jiri Vesely, BP Admin of MF Servis s.r.o!  
Today is 20. October 2009.

On 27 October, an automated program will close all opportunities under \$10M WHERE EITHER they have been in their current active sales stage for more than 120 days OR they have not been updated in the last 90 days. Software Value Incentive (SVI) opportunities and Bid Certification Center (BCC) opportunities are excluded from this automated action. Click [here](#) to see complete details and actions you should take to avoid having your opportunities closed by this process.

During weekend hours, Global Partner Portal Production, Reporting, and Audit systems may at times be unavailable due to planned maintenance. For specific times, please refer to [PartnerWorld Global Partner Portal Alerts and outages](#). IBM employees please refer to [WorkSmart Global Partner Portal: Outage Alerts](#).

Regardless of the provisions of the agreement between your organization and IBM, you agree that, in accessing information on Global Partner Portal, which includes information protected by legislation in Europe and elsewhere, you will use it only for the purposes for which it was provided, namely for the client transaction with which the individual is connected, and not for any marketing activity without the consent of IBM or the individuals concerned. You agree to disclose it only to those persons within your organization or within IBM with a need to know; and not to any person or legal entity outside of your organization or IBM without the express written consent of IBM. When entering personal information into Global Partner Portal, including business contact information relating to individuals, you warrant and confirm that you have complied with local country data protection legislation, including obtaining the appropriate form of consent from the individual data subjects; IBM policies regarding the use and disclosure of information; and the terms of the agreement between your organization and IBM. IBM reserves the right to restrict or revoke your access to this Global Partner Portal, at any time, at its sole discretion.

IBM is committed to ensuring all its solutions work with assistive technologies. Some components of this solution do not yet work with assistive technologies. If you have any access issues please contact [PartnerWorld Contact Services \(PWCS\)](#) in your country for further assistance.

Global Partner Portal

IBM Global Partner Portal - Windows Internet Explorer

https://www-304.ibm.com/partnerworld/gpp/cz/start.swe?SWECmd=Login&SWEPL=1&SWETS=1256047839

Country/region [select] Terms of use

Home | Products | Services & industry solutions | Support & downloads | My account

Home | Partner Locator | Opportunities | Accounts | Contacts | Partner | Activities

Show: My Opportunities [dropdown] [icons]

Queries: \* Current Opportunities [dropdown] [icons]

Opportunity: [dropdown] [icons]

Opportunities | Menu [dropdown] [icons] | New [button] | Delete [button] | Save [button] | Query [button] | Collaborate [button] | Request Sales Connections Consultation [button] | Request Financing From IBM Global Financing [button]

Opportunity Num	Description	Account	Revenue	Sales Stage	Decision Date	Parent Opportunity	Probability %	All BP Oppty Numbers	Product	GPP Oppty Accept Status	Accept/Reject Due Date	Is Restricted	Work in GPP	BCC Cert Stag	Opportunity Currency

Queries dropdown menu items:

- \* Current Opportunities
- \*\* All Opportunities
- Current Open Opportunities (IBM Query)
- Lost Opportunities (IBM Query)
- Noticed Opportunities (IBM Query)
- Open Opportunities (IBM Query)
- Over-Due Opportunities (IBM Query)
- Pending BP Acceptance (IBM Query)
- SVI Expiring within 30 days (IBM Query)
- SVI Registered Opportunities (IBM Query)
- SVI still eligible status (IBM Query)
- Won Opportunities (IBM Query)

IBM Global Partner Portal

Country/region [select] Terms of use

Home Products Services & industry solutions Support & downloads My account

Site Map Feedback Help Profile Log

Home Partner Locator Opportunities Accounts Contacts Partner Activities

Show: My Opportunities Queries: \* Current Opportunities

Opportunity:

### Opportunities

Menu Save Cancel

\*Opportunity Num: 1JF-VZQ6W1

\*Account: [dropdown]

Alt Language Name:

Katakana:

\*Description: [dropdown]

Contact: [dropdown]

Alt Language Last Name:

Alt Language First Name:

Classification ID:

Classification Description:

Requested Financing From IBM Global Financing:

Organization: MF Servis s.r.o.

\*Sales Stage: [dropdown]

\*Decision Date: 18. 1. 2010

Detailed Revenue Data: [dropdown]

Owner BP Oppty Number:

Overall SVI Status: Draft

Is Restricted:

Work in GPP:

SVI Extension Request: No

Validation Status:

\*Revenue: 0,00 €

USD Revenue: 0,00 \$

\*Probability %: 0%

\*Opportunity Currency: EUR

\*Sales Team: E0100001DQ7

Reason Lost: [dropdown]

\*Oppty Source/Co-Marketing Codes: [dropdown]

UCID: [dropdown]

Opportunity ISA: [dropdown]

\*GPP Oppty Accept Status: Accepted

ITAR Assessment: [dropdown]

ITAR Compliance:

Pick Account - Windows Internet Explorer

https://www-304.ibm.com/partnerworld/gpp/cz/start.swe#SWEApplet1

New Save Query Cancel

1 - 1 of 1

Local Record	Account	IBM Acct Cust Num	Address	City	State	Zip Code	Country	Telephone	Fax	Alternate Name	Katakana
>	✓	PRECHEZA a.s.	Nabrezi Dr. E. Benese 24	Prerov		751 62	Czech Republic				

OK Cancel

javascript:SWESubmitForm(document.SWEForm)

Internet 100%

Pick Account - Windows Internet Explorer

https://www-304.ibm.com/partnerworld/gpp/cz/start.swe#SWEApplet5

By default, data field searches look for an exact, case-sensitive match in the database. To execute a search using a partial match, use the asterisk (\*) wildcard.  
[Click here](#) to access online help for more search tips.

Account:

Alternate Name:

Katakana:

IBM Acct Cust Num:

Country: Czech Republic

Address:

City:

Zip Code:

State:

javascript:SWESubmitForm(document.SWEForm) Internet 100%

Revenues - Windows Internet Explorer  
https://www-304.ibm.com/partnerworld/gpp/cz/start.swe#SWEApplet7

New Date Save Query No Records

\*Bill Date \*Type Brand Family Brand Brand Family SVI Participation Brand Certification Achieved \*Win Probability \*Quantity Price \*Revenue \*Opportunity Currency Flow Code Platform

Close

Revenues - Windows Internet Explorer  
https://www-304.ibm.com/partnerworld/gpp/cz/start.swe#SWEApplet9

\*Bill Date: 19. 1. 2010

\*Type: Software

Brand Family:

Brand:

Brand Family SVI Participation:

Brand Certification Achieved: N

\*Win Probability: 10%

\*Quantity: 1

Price:

\*Revenue: 0,00 €

\*Opportunity Currency: EUR

Flow Code:

Platform:

Save Cancel

**Add Sources - Windows Internet Explorer**

https://www-304.ibm.com/partnerworld/gpp/cz/start.swe#SWEApplet11

Query Find Source Name Starting with Go 1 - 10 of 10+

	Source Name	Tactic Code	Description	Source Type	Program Start Date	Program End Date
<input checked="" type="checkbox"/>	Solution Provider - Core BP		Core Business Partners	Other	25. 4. 2000	
<input type="checkbox"/>	DE9AM85E - DE - Travel & Transportation IBM Easy Access Oktober 2009	DE9AM85E	This campaign is aimed at launching tactics for the Relationship Program to Easy Access customers ( sector customers / integrated accounts )	Marketing Campaign	6. 10. 2009	31. 12. 2009
<input type="checkbox"/>	DE9AM86E - DE - Energy & Industrial IBM Easy Access Oktober 2009	DE9AM86E	This campaign is aimed at launching tactics for the Relationship Program to Easy Access customers ( sector customers / integrated accounts )	Marketing Campaign	6. 10. 2009	31. 12. 2009
<input type="checkbox"/>	7E9AE0HM - PL - IDR 4Q IIC umbrella campaign	7E9AE0HM	IDR 4Q IIC umbrella campaign	Marketing Campaign	20. 9. 2009	4. 5. 2010
<input type="checkbox"/>	FR9AU04M - FR - Club e-commerce - 17 nov	FR9AU04M	Partenariat LSA 2009	Marketing Campaign	31. 12. 2008	30. 12. 2010
<input type="checkbox"/>	109B43DT - NA - Smart Forum Event Tele - Reactive	109B43DT	Smart Forum Event	Marketing Campaign	1. 10. 2009	31. 1. 2010
<input type="checkbox"/>	108AP4KM - NA - Smart Cards in Government	108AP4KM	Security Q4 09 events	Marketing Campaign	1. 10. 2009	31. 3. 2010
<input type="checkbox"/>	BR9AH8IM - BR - EVENTO SUCESU	BR9AH8IM	EVENTOS	Marketing Campaign	1. 1. 2009	31. 12. 2009
<input type="checkbox"/>	6N8B774M - NA - STGQ3Q409 Fall Power of i Webcast 1 - Registered	6N8B774M	Install IBM products and services.	Marketing Campaign	24. 9. 2009	31. 12. 2009
<input type="checkbox"/>	BR9AG9PE - BR - 2009 Q4 - Lotus Oferta Protector	BR9AG9PE	Opportunity Creation	Marketing Campaign	1. 10. 2009	31. 12. 2009

OK Cancel

Done Internet 100%

Menu | New | Delete | Save | Query | Collaborate | Request Sales Connections Consultation | Request Financing From IBM Global Financing

**\*Opportunity Num:** 1JF-1UI755  
**\*Account:** PRECHEZA a.s.  
**Alt Language Name:**  
**Katakana:**  
**\*Description:** SAP Data Utilisation / IBM Information Server Solution / See more details in BANT  
**Contact:** [link]  
**Alt Language Last Name:**  
**Alt Language First Name:**  
**Requested Financing From IBM Global Financing:**

**Organization:** MF Servis s.r.o. [link]  
**\*Sales Stage:** 07-Won/Implementing  
**\*Decision Date:** 28. 2. 2008  
**\*Detailed Revenue Data:** 20.440,00 € [link]  
**Owner BP Oppty Number:**  
**Overall SVI Status:** Paid  
**Is Restricted:**   
**Work in GPP:**   
**SVI Extension Request:**

**\*Revenue:** 20.440,00 € [link]  
**USD Revenue:** 20.440,00 \$  
**\*Probability %:** 100%  
**\*Opportunity Currency:** EUR [link]  
**\*Sales Team:** E0100001DQ7 [link]  
**Reason Lost:** [dropdown]  
**\*Oppty Source/Co-Marketing Codes:** Solution Provider - Core BP [link]  
**UCID:** [link]  
**Opportunity ISA:** Product or Service Purchase [dropdown]  
**\*GPP Oppty Accept Status:** Accepted  
**Accept/Reject Due Date:**  
**ITAR Assessment:** [link]  
**ITAR Compliance:**

Attachments | Menu | New | Delete | Save | Query | 1 - 7 of 7

Attachment Name	Size (In Bytes)	Type	Modified	Comments	Release To IBM	Submitted By	Submit Date	Attachment Type
> Appendix L SVI BANT_Precheza	6.570	DOC	13. 11. 2007 14:07:33		<input checked="" type="checkbox"/>			SVI BANT
> Evidence of communication	58.092	pdf	30. 1. 2008 15:09:01		<input checked="" type="checkbox"/>			SVI Sales Criteria
> Final proposal WSDS	204.230	pdf	30. 1. 2008 15:10:08		<input checked="" type="checkbox"/>			SVI Sales Criteria
> Meeting_1	59.178	pdf	30. 1. 2008 15:10:56		<input checked="" type="checkbox"/>			SVI Sales Criteria
> Meeting_2	54.363	pdf	30. 1. 2008 15:11:51		<input checked="" type="checkbox"/>			SVI Sales Criteria
> Meeting_3	56.098	pdf	30. 1. 2008 15:12:35		<input checked="" type="checkbox"/>			SVI Sales Criteria
> WebSphere Information Server	1.119.877	oot	30. 1. 2008 14:13:38		<input checked="" type="checkbox"/>			SVI Sales Criteria

Alt Language Name:	*Decision Date: 28. 2. 2008	*Probability %: 100%
Katakana:	*Detailed Revenue Data: 20.440,00 €	*Opportunity Currency: EUR
*Description: SAP Data Utilisation / IBM Information Server Solution / See more details in BANT	Owner BP Oppty Number:	*Sales Team: E0100001DQ7
Contact:	Overall SVI Status: Paid	Reason Lost:
Alt Language Last Name:	Is Restricted: <input checked="" type="checkbox"/>	*Oppty Source/Co-Marketing Codes: Solution Provider - Core BP
Alt Language First Name:	Work in GPP: <input checked="" type="checkbox"/>	UCID:
Requested Financing From IBM Global Financing:	SVI Extension Request:	Opportunity ISA: Product or Service Purchase
		*GPP Oppty Accept Status: Accepted
		Accept/Reject Due Date:
		ITAR Assessment:
		ITAR Compliance:

**Edit Contact:**

Menu [dropdown] Save Cancel

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.

*Last Name:	Account: PRECHEZA a.s.	Organization: MF Servis s.r.o.
*First Name:	Alternate Name:	Contact Team: E0100001DQ7
Job Title:	Katakana:	Never Mail: <input type="checkbox"/>
Email:	Address Line 1: Nabrezi Dr. E. Benese 24	Call: <input type="checkbox"/>
Work Phone #:	City:	Never Call: <input type="checkbox"/>
Mobile Phone #:	Country:	Comments:
Alt Language Last Name:	Zip Code:	
Alt Language First Name:	State:	

Opportunity:1JF-1UI755 > Opportunity:

### SVI Header

Menu [dropdown] Save Query [dropdown] **Submit For Eligibility** Submit Payment Request Collaborate

\*Opportunity Num: 1JF-1UI755 \*Organization: MF Servis s.r.o. Overall SVI Status: Paid

Account for BP Incentives: PRECHEZA a.s. SVI Owning Organization: MF Servis s.r.o. Fulfilling Business Partner:

IBM Acct Cust Num for BP Incentives: Revenue For SVI: 20.440,00 € IBM Invoice Date: 13. 12. 2007

\*Current Account: PRECHEZA a.s. Opportunity Currency for SVI: EUR Sales Order Number: 52260959

Alt Language Name: Expiration Date: 9. 8. 2008 13:12:21 ISU Code Number: 4D

Katakana: Submit Date for SVI Eligibility: 13. 11. 2007 13:12:21 ISU Code Description: Other Industrial Industries

Current IBM Acct Cust Num: Submit Date for SVI Payment Request: 30. 1. 2008 15:17:17 Reason Lost: [dropdown]

Passport Advantage Agreement Num: 110239 \*Sales Stage: 07-Won/Implementing SVI Extension Request: No

Passport Advantage Site Num: 7904093 \*Decision Date: 28. 2. 2008 Waiting for ISU Code: No

\*Description for SVI: SAP Data Utilisation / IBM Information Server Solution / See more details in BANT Waiting for More Information: No

Comments for SVI: IBM Sales Order Number: 52260959

Show: Revenue

### Revenues

Menu [dropdown] New Delete Save Query [dropdown]

Row Id	Type	Brand Family	Quantity for SVI	Price for SVI	Revenue For SVI	Opportunity Currency for SVI	SVI Status	Duplicate Opportunity	Brand Family SVI Participation	Brand Certification Achieved	Brand	Incentive Fee Type	Submit Date
1JF-1UI75C	Software	Software: WebSphere Information Integration (Ascental)	1		20.440,00 €	EUR	Net New Opportunity	No	Y	Y	Infospher	Identify and Sell	13. 11. 2007 13:12:20