

PARTNERPLAN

IBM PartnerPlan 12.0 - Windows Internet Explorer

https://www-304.ibm.com/partnerworld/partnerplan/partplanweb.nsf/0/7E955C54C96E1EC30025764F0042A560?EditDocument

IBM PartnerPlan 12.0

United States [change] | Terms of use

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IBM Partner World

PartnerPlan for CubeTeam s.r.o.

Last Updated on Oct-14-09

Navigation Column

PartnerPlan Home | Education/Aids/Tools | View PartnerPlans | Create/Copy/Find Missing PartnerPlan | Help | Manager's Page | Funding & Sales Proj | Reports | Archive Retrieval | Change Privacy Settings

Save | Delete Plan | Close | Email | Print | Executive Review

Name & Address | Revenue | Activities | Skills | Approvals | Access

PartnerPlan Basic Information

| Plan Time Frame | Business Partner Firm Name and Address |
|--|--|
| *Start Date (mm/dd/yyyy) 10/14/2009 Date | Firm Name CubeTeam s.r.o. |
| *End Date (mm/dd/yyyy) 10/14/2010 Date | Address Serikova 618/4 - null |
| | City Praha 5 - Mala Strana |
| | State / Zip 105 /150 00 |
| | Country Czech Republic |
| | HomePage URL www.cubeteam.cz |
| | Country Enterprise ID 2f6lufwn |

| IBM Organizational Units | BP's Relationships |
|---|--------------------------|
| *Business Unit Business Partner Organization/Channels | *Primary IBM SW Reseller |
| Business Unit (Secondary) | Additional ----- |
| Region Self Service | Additional ----- |
| Geography CEEMEA | *Distributor Avnet |
| SubRegion | Select |

Logged in as: **ibm@cubeteam.cz**

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| * Rep Name (e.g John Doe) | Rep Phone-external | PartnerWorld Level |
|---------------------------|--------------------|--------------------|
| Dan Vrana | | Advanced |

| * Main Business Partner Contact | Responsibility | Phone | Second Phone | Email |
|---------------------------------|----------------|-------|--------------|-------|
| Dan Vrana | | | | |

Show Other Contacts | Hide Other Contacts

Add | Modify | Remove

Use the table below to store the names of people who can help with the development or implementation of this plan

| Other Contact Names | Responsibility | Phone | Second Phone | Email |
|---------------------|----------------|-------|--------------|-------|
|---------------------|----------------|-------|--------------|-------|

Business Partner 's Core Business

NAVIGATION COLUMN

- PartnerPlan Home
- Education/Aids/Tools
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- Manager's Page
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- Plan Tools**
- Archive Plan
 - Email Plan Owner
 - Request Overall Plan Approval
 - Request Business Partner Approval

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Save Delete Plan Close Email Print Executive Review

Name & Address Revenue Activities Skills Approvals Access

- Step 1. Enter Business Partner Solutions
- Step 2. Enter IBM Products
- Step 3. Enter Software Marketing Responses (Mandatory for all IBM Software plans)
- Step 4. (Optional) Create/Use Action Plans

The totals of the Revenue Objectives in Steps 1 and 2 appear here. Estimate what percentage of revenue will be achieved in each quarter and enter it in the 1Q to 4Q columns. You must be in edit mode. After entering the percentages, click on the "Calc" button. The system will calculate your targets by quarter. Your next step is to build activities which will generate the revenue in each quarter.

| Total BP Solutions | → Calc | 1Q | 2Q | 3Q | 4Q |
|------------------------------|-----------|----|----|----|----|
| Revenue Objective | 0 Percent | 0% | 0% | 0% | 0% |
| Revenue Objective by Quarter | | 0 | 0 | 0 | 0 |
| Actual Revenue | | 0 | 0 | 0 | 0 |

| Total IBM Products | → Calc | 1Q | 2Q | 3Q | 4Q |
|------------------------------|-----------|----|----|----|----|
| Revenue Objective | 0 Percent | 0% | 0% | 0% | 0% |
| Revenue Objective by Quarter | | 0 | 0 | 0 | 0 |
| Actual Revenue | | 0 | 0 | 0 | 0 |

| Total All Products | 1Q | 2Q | 3Q | 4Q |
|--------------------|----|----|----|----|
| Revenue Objective | 0 | 0 | 0 | 0 |

Comments

Attachments

Navigation Column

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IBM Products + Calc This Year's Objective Prior Year Revenue

Select

0

0

Comments:

Comments:

Comments:

Comments:

Comments:

The totals of the Revenue Objectives in revenue will be achieved in each quart mode. After entering the percentages, by quarter. Your next step is to build a

Total BP Solutions

Revenue Objective 0 Perc

Revenue Objective by Quarter

Actual Revenue

Total IBM Products

+ Calc

10

20

30

40

IBM PartnerPlan 12.0 -- Webpage Dialog

https://www-304.ibm.com/partnerworld/partnerplan/part

IBM

Select Group
Software - Lotus

Select Choices
Lotus Portal
Lotus - Open Distribution Products

OK Cancel

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https://www-304.ibm.com/part Internet SSL

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1) How many IBM Software Brands do you currently sell? Please select all that apply.

- Information Management
- Lotus
- Other
- Rational
- Tivoli
- WebSphere
- Information Management
- Lotus
- Rational
- Tivoli
- Websphere

2) How many Sales Reps do you have selling IBM Software and/or IBM Solutions?

Select One...

3) What percentage of time does your sales force dedicate to selling IBM Software and/or IBM Solutions?

Select One...

4) Which of the following competitive products listed, do you sell. Please select all that apply.

- Microsoft
 - Oracle
 - HP
 - SAP
 - CA
 - BMC
-

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5) In the column below, which of the following best describes your current business model? Please indicate using "1" for Primary and "2" for Secondary, where applicable.

a. ISV (majority of your profits from selling your own software):

b. Reseller (majority of your profits from selling software developed by other companies):

c. Systems Integrator (majority of your profits from selling technical consulting services):

d. Consultant (majority of your profits from selling business consulting services):

e. OEM:

f. Value Added Reseller (majority of your profits from selling your portfolio of software solutions and associated service contracts):

g. Solution Provider (majority of your profits from selling your own software and consulting services):

6) Have you ever teamed with another IBM Business Partner on a transaction?

Yes No

6a) If yes, how many such transactions occurred in the last 12 months?

7) Do you currently sell and deploy a repeatable solution based on IBM Middleware?

Yes No

8) Please indicate, from the list below, which Industries you currently sell IBM Software and/or IBM Solutions to. Please select all that apply.

- Aerospace and Defense
- Automotive
- Banking
- Chemical and Petroleum
- Computer Services
- Consumer Products

Travel and transportation

Wholesale

9) What is your planned investment over the next 12 months in the following areas as it relates to IBM Software Middleware and/or IBM Solutions?

a. Certifications:

Select One... ▾

b. Marketing:

Select One... ▾

c. Headcount:

Select One... ▾

d. Supporting expenses such as travel, equipment, other:

Select One... ▾

10) Can we share this information with the Distributor selected on the Name and Address tab (under BP Type)?

Yes No



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| Revenue Objective | 0 | 0 | 0 | 0 |

Comments