IBM Cloud Partner Accelerator

Cloud Coaching Call
July 10, 2020

Announcing:

3 New Exciting

Partner Tools!

Today's Agenda

- **IBM Cloud Partner Guide**
  Asad Ahmed, IBM Worldwide Marketing

- **Learn & Earn Program**
  Roger Snook, IBM Cloud Partner Enablement Lead

- **New Accelerator Community Portal**
  Jeff Ballard, IBM Cloud Partner Market Development Lead

IBM Cloud Partner Guide

Asad Ahmed, IBM Worldwide Marketing

Learn & Earn

*Roger Snook, IBM Cloud
Partner Enablement Lead*

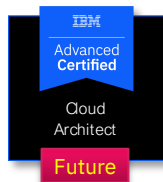# IBM Cloud Certifications / Specializations (new) IBM Center for Cloud Training
PartnerWorld Competencies for Public Cloud

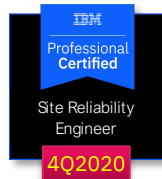## Job Role Certifications

Advanced
3 – 5 years
Comprehensive Experience

IBM Advanced **Certified** Site Reliability Engineer	IBM Advanced **Certified** Cloud Developer	IBM Advanced **Certified** Cloud Architect
Future	Future	Future

Professional
1 – 3 years
Practical Experience

IBM Professional **Certified** Site Reliability Engineer	IBM Professional **Certified** Cloud Developer	IBM Professional **Certified** Cloud Architect	IBM Professional **Certified** Cloud Consultant	IBM Professional **Certified** Tech Seller
4Q2020	Available Now*	Available Now*	Future	4Q2020

Associate
6 months – 1 year
Practical Experience

IBM Associate **Certified** Site Reliability Engineer		IBM Associate **Certified** Cloud Advisor
Future		Available Now

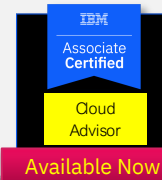**IBM Certified Solution Advisor (Certification)**
• Foundations of IBM Cloud (Exam)

IBM Cloud Basics (Training)
• Intro to Cloud Computing
• IBM Cloud Essentials

Job Role Specializations

Certificate Cloud Network Engineer Specialization	Certificate Cloud Security Engineer Specialization
Future	Future

Other Tech Certs Available

IBM Certified Mobile Application Developer - Mobile Foundation V8.0

VMware vSphere 6.x Foundations

VMware Certified Associate 6.x – Data Center Virtualization Badge

VMware Certified Professional 6.x – Data Center Virtualization Badge

Certifications, specializations, and experience subject to change.
Dates are subject to change and dependent on adequate funding with executive support.

⭐ "Learn and Earn!" via Digital Training

Introducing "**Learn and Earn!**" This program is designed to keep you current on the latest IBM public cloud content that will drive your business revenues. The course work was created with specific content to enable you to co-sell/sell IBM Cloud Offerings. The course features a mix of self-paced learning and live delivery on several topics including IBM Cloud's VMware, Power, Cloud Native (Red Hat OpenShift, ROKS), and much more.

Top Performers:
We'll be recognizing the **Top 5 "Learn and Earn"** candidates each month with special prizes for those that complete the course work as described in each section.

IBM Skills Gateway >

🎓 IBM Public Cloud: Learn and Earn!

1 https://www.ibm.com/services/learning/
Or ibm.com/training/bplearn

IBM

IBM **Skills Gateway**   Topics ⌄   Search   Learning Journeys   Badges   Events

Explore. Learn. Succeed.

IBM Skills Gateway

2 🔍 Learn and Earn   ✕

176 Results

Show results based on my profile

3 Course - IBM Public Cloud: Learn and Earn!

(Code: DLP-DL09675G) Launch learning to sell or co-sell IBM Cloud's VMware, Power, or Cloud Native solutions

📊 Basic   🕐 25 Hours   📍 Self-paced   🏷️ No Cost   📅 New

Understand How You Make Money AND Access Business Partner Resources

4. Select Each Learning Element

✓ 🌐 1. Watch: How Partners Can Make Money and Selling Resources (9 minutes)

For those who want to go deeper:
Channel Technical Enablement Guides
http://ibm.biz/bp-cteg   **!**

Certified Cloud Solution Advisor Exam (PW Competency!):
https://www.ibm.com/certify/cert?id=C0003201

IBM

WELCOME Business Partners to a Re-Focused Power 6 and 7 Move to IBM Cloud!

While IBM launched Cloud options for Power migrations in 2019 to help proactively lower CAPEX, it has never been more evident, in this sensitive time, that remaining Power 6/7 clients need to cut costs.

What else is different now? We're going to be passing some leads DIRECTLY to IBM's Ecosystem Partners and we'll be doing this in two phases during 2020. By teaming together, we'd like to refocus our efforts at moving these clients to IBM Cloud.

IBM Skills Gateway >

IBM Public Cloud - Power 6 and 7 Move to Cloud

Demo!

IBM Cloud Partner Accelerator

Community Portal

IBM Communities
communities.ibm.com

IBM Public Cloud

Cloud Partner Accelerator

Jeff Ballard, IBM Cloud Partner Market Development Lead

What Can You Do?

View upcoming events
Find Cloud Coaching Calls, Silver Lining Solutions webinars, virtual and local meetups & mixers, Town Halls and other relevant IBM events.

Start a discussion
Share best practices with fellow Accelerator partners or ask the IBM experts for help or advice.

Become a blogger
IBM Community is a place for collaboration and storytelling, a place where every member is encouraged to share their insight and knowledge. Send us your IBM story, share a troubleshooting tutorial, or any other content fit for a blog post.

Find a Peer
Browse the Community directory and start collaborating with peers and product experts.

Explore other groups:
Join product-focused or local/regional groups to find the conversations and resources you're seeking.

Complete Your Profile
Use your IBM Community profile to its full potential in order to build a more vibrant network! Add a profile photo, share your company name and more.

Earn Points and Badges
Learn how to get rewarded for engaging in the Community and performing actions that create value for your peers.

On the Horizon

7/14   Virtual Cloud Partner Mixer Series
*Multicloud Mixology: Crafting Your Solution
for Today's Cloud Environment*
Events across 7 regions in North America

7/23   Silver Lining Solution Webinar:
Red Hat Revisited

7/28   Engage Virtual Workshop
*Thriving in the Age of Disruption: You Can't
Win if You Don't RRACE*

8/7   August Cloud Coaching Call
Navigating the Open Blue Waters

Thank You!

IBM Cloud
Partner
Accelerator

For slides, materials and a replay of today's session, make sure to visit the

[Accelerator Community Portal]

For any program, content or other IBM-related questions contact:

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