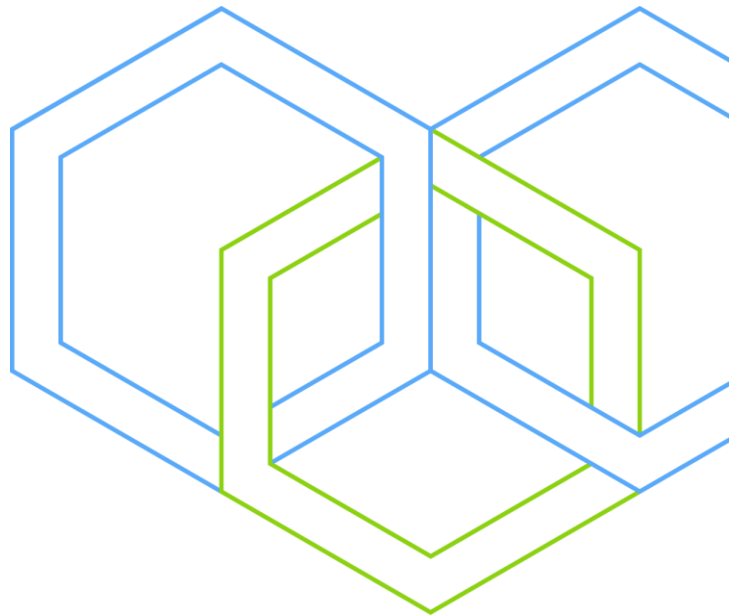


IBM Cloud Marketplace Reseller

Apply for the IBM Cloud Marketplace Reseller relationship



Become an IBM Cloud Marketplace Reseller today!

Start by going to: <https://www.ibm.com/partnerworld/page/cloud-marketplace-reseller-onboarding> to learn about how to become an IBM Cloud Marketplace Reseller



If you already have an IBM ID move to step 2. Register your company

[Sign up for an IBM ID](#) (see pages 4-5 of this guide for related screens)

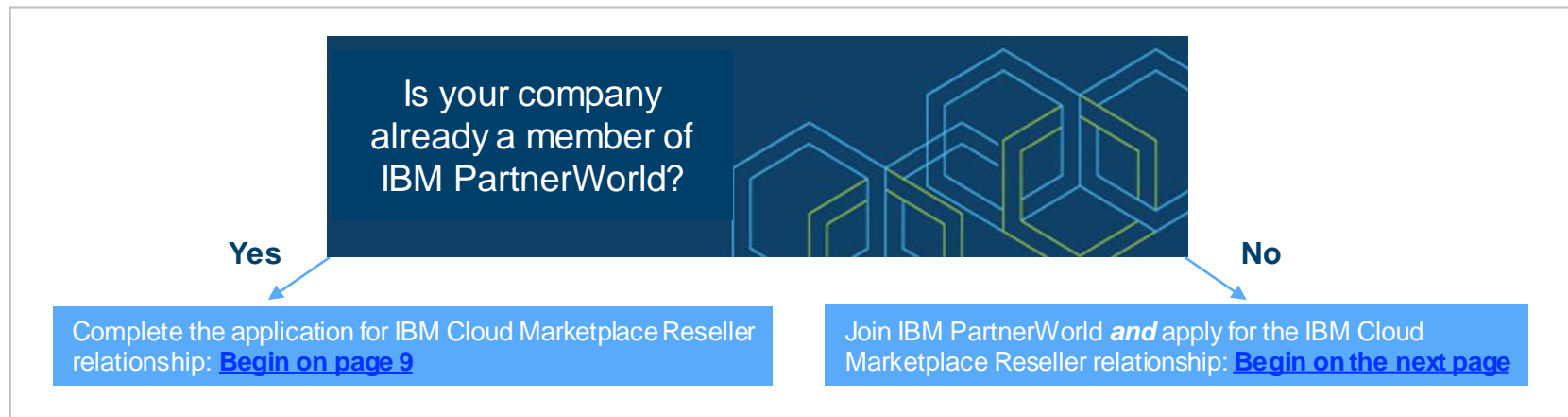
If your company is already registered, you will only need to associate yourself. [Contact PartnerWorld](#) if you need assistance.

Applications must be completed by an individual authorized to sign agreements on behalf of the legal company. The individual registering the company will also register themselves as the Primary Relationship Contact (PRC) during this step. The PRC is responsible for assigning Authorized Profile Administrators (APAs).

To register your company, click this link → [Company Registration](#). If needed, sign in with your IBM ID and password. See pages 6-8 of this guide for related screens.

Click & Accept the IBM Cloud Marketplace Reseller Agreement*

Get Started



The objective of this guide is to provide step by step instructions when applying for the IBM Cloud Marketplace Reseller relationship.

Need help?

If at any time you encounter a problem with completing any steps in the process, you can get help by contacting PartnerWorld Contact Services (PWCS). PWCS information for your country of residence, including the PWCS email address and phone number, can be found at the following URL:

www.ibm.com/partnerworld/wps/servlet/ContentHandler/contact-partnerworld.

Also, there is a link on each screen of the application form for **'Contact us'**.

1 Sign up for an IBMid

IBM Marketplace Search

Sign up for an IBMid

← Already have an IBMid?

Step 1 of 2

Email address Password

! Email is required

First name Last name

Country/region
United States


☒ Please keep me informed of products, services and offerings from IBM companies worldwide.

I accept IBM's [Privacy statement](#) and [Terms and Conditions](#).

Continue

One ID, many possibilities

Sign up and use this IBMid to access all of IBM's applications, communities, support and more.



To create an IBMid, fill in your email address, First and Last Name, select your country and then click '**Continue**'.

Sign up for an IBMid

← Already have an IBMid?

← Back

Step 2 of 2

Verify your email address to create your IBMid.
An email with a confirmation code has been sent to test@ibmpw.com

Confirmation code


! Confirmation code is required

+ Haven't received your code?

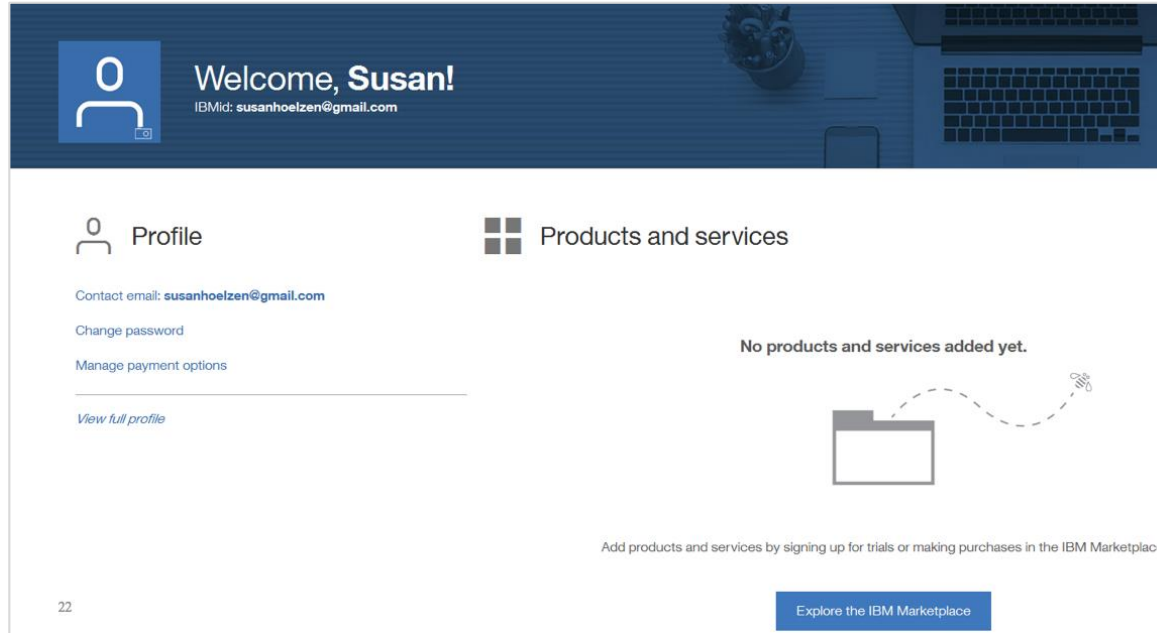
Sign up for an IBMid

One ID, many possibilities

Sign up and use this IBMid to access all of IBM's applications, communities, support and more.



Retrieve the confirmation code from your email. Paste it into the confirmation code field, and click '**Sign up for an IBMid**' button to proceed.



The screenshot shows a user interface for a business partner dashboard. At the top, a dark blue header contains a profile icon with the letter 'O', the text 'Welcome, Susan!', and the email 'IBMid: susanhoelzen@gmail.com'. Below the header, the main content area is divided into two sections. The left section, titled 'Profile', includes links for 'Contact email: susanhoelzen@gmail.com', 'Change password', 'Manage payment options', and a 'View full profile' link. The right section, titled 'Products and services', features a message 'No products and services added yet.' accompanied by an illustration of a folder and a document. At the bottom of this section, it says 'Add products and services by signing up for trials or making purchases in the IBM Marketplace.' and provides a button to 'Explore the IBM Marketplace'.

Welcome, **Susan!**
IBMid: susanhoelzen@gmail.com

Profile

Contact email: susanhoelzen@gmail.com

[Change password](#)

[Manage payment options](#)

[View full profile](#)

Products and services

No products and services added yet.

Add products and services by signing up for trials or making purchases in the IBM Marketplace.

[Explore the IBM Marketplace](#)

You have successfully created your IBMid!

Continue with **Step 2: Register your company.**

2 Register your Company

- Ensure your email is in the field, then click **'Send'**.
- Retrieve your confirmation code from your email inbox, and enter it into the **Enter your confirmation code** field
Note: Check your spam mail if you don't find the email from IBM in you inbox
- Click on **'Verify'**

Email confirmation

Welcome Susan Hoelzen. Once you receive your confirmation code by email, enter it below to continue with your registration

eMail*

Send

Email confirmation

Welcome Susan Hoelzen. Once you receive your confirmation code by email, enter it below to continue with your registration

eMail* Request an email confirmation code

Enter your confirmation code*

Verify

- Once the code has been accepted, fill in all required fields (marked with a red asterisk)
- Accept the IBM Privacy statement then click **'Next'**
- The **'Next'** button will stay greyed out until all required information is entered. Enter company name. Select your company if found and make any corrections on the form. Type in the information if your company is not found.
- After completing each field allow for the page to refresh. **Note:** A VAT ID is required for some countries

PartnerWorld application

Contact Information > Company Information > PartnerWorld Agreement > Confirmation >

Tell us about yourself

Country of residence *

F

Miluse

Last name *

ODonnell

Email :

miluseod@uk.ibm.com

Job function *

Preferred language *

Privacy information

Please keep me informed of products, services and offerings from IBM companies worldwide.

☐ By email

☐ By telephone

☐ By postal mail

☐ I accept IBM's Privacy statement *

Next

Save as draft

Contact Information > Company Information > PartnerWorld Agreement > Confirmation >

Company Information

Enter your company name, select the best match, then refine the results using the fields below. Note that the results. If your company is not found, enter the correct information for your company.

Company Legal Name *

Country *

State

City *

Address Line 1 *

Address Line 2

Postal code *

Company phone *

Company URL *

Federal Tax/GST/VAT ID *

Back

Next

Save as draft


- Read the PartnerWorld agreement then click **'I agree'** to accept the terms and conditions
- Please note the **'Next'** button will stay greyed out until you have agreed or disagreed
- **Note:** You will not be able to proceed unless you agree to the PartnerWorld Agreement
- Click **'Next'** to go to the confirmation page to review the information you have entered

- Review and confirm your profile details, and click **'Submit'** when ready to proceed
- You will receive a confirmation number. Please keep this number for your records.

PartnerWorld application

Contact Information > Company Information > **PartnerWorld Agreement** > Confirmation >

Scroll down to review and accept the IBM PartnerWorld Agreement

 [View and print \(if required\) the PartnerWorld Agreement](#)

The first location you provide must be your Headquarters location for the Country where you do business. You can later add additional locations within the country.

IBM PartnerWorld Agreement - International

Basic General Terms

We welcome you as an IBM PartnerWorld participant. The purpose of PartnerWorld is to provide you with marketing, technical and development support related to IBM products and services.

PartnerWorld consists of the Member, Advanced and Premier levels. All PartnerWorld participants qualify at the Member level. You may qualify for the Advanced or Premier level by achieving the required number of points and meeting the minimum requirements for each of these levels as we specify on IBM's Internet PartnerWorld website (the "PartnerWorld Website"). PartnerWorld participants may use the title "IBM Business Partner". Upon our confirmation, participants meeting the requirements of the Advanced level may use the standard IBM Business Partner emblem and the IBM Advanced Business Partner title. Participants meeting the requirements of the Premier level may use the IBM Premier Business Partner emblem and IBM Premier Business Partner title. Usage of these titles and emblems is subject to the terms of this Agreement. In addition, participants may also be approved to use other IBM Business Partner titles and emblems. If you have authorization to use the IBM title and emblem under the terms of another relationship, you may continue to do so.

We provide you with benefits through your participation in PartnerWorld. Benefits are associated with the level you achieve. We specify the details

You accept the terms of the agreement for the legal entity of which you are a part by clicking on the "I agree" button. By doing so, you agree that you have read and agree to the terms and conditions of the IBM PartnerWorld agreement.

☒ I agree ☐ I don't agree

PartnerWorld application

Contact Information > Company Information > **PartnerWorld Agreement** > Confirmation >

Confirm your information and submit, or go back to correct.


Tell us about yourself

Name :	Country of residence :
First Name	United States
Email :	Job function :
email@email.domain	Relationship Administration

Tell us about your Company

Company Legal Name :	Country :
New Registration	United States
City :	State :
City	Michigan
Address Line 1 :	Postal code :
7100 Registration Street	12345
Company URL :	Company Phone :
NONE	1112223333
Federal Tax/GST/VAT ID :	

Agreement statement

Acceptance date of agreement :	Accepted by :
2016-10-17 19:15:26	

Confirmation

PartnerWorld application complete > Next Steps

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/are the change request number(s) for this transaction. Please retain this number for future inquiries about this transaction.

Confirmation number

9ltzx

Next steps

Now that you have finished your application, here are a few useful tools to help you get started.

Apply for an IBM business relationship

Become authorized to market IBM Products and Services.

→ Start the application

Keep up to date with what's happening

Set your communication preferences to tell us how you want to communicate with IBM as well as your areas of interest.

→ Set your communication preferences

Learn more about PartnerWorld

→ Explore the PartnerWorld benefits

📄 View and download the PartnerWorld Program Guide

→ Visit your PartnerWorld profile

Note the confirmation number for future reference

To begin the application for the IBM Cloud Marketplace relationship, check the '**Apply for an IBM business relationship**', and click '**Start the application**' to proceed.

Go to [Page 9](#) of this guide to continue

3 Apply for the IBM Cloud Marketplace Reseller relationship

Log into the IBM PartnerWorld Profiling System (PPS) using the following page:

<https://www.ibm.com/partnerworld/partnertools>

Sign in to IBM

Enter your IBMid [Forgot IBMid?](#)

Password [Forgot password?](#)

Sign in

New? [Create an IBMid.](#)

[Help and FAQ](#)

IBM Marketplace Search

IBM PartnerWorld

PartnerWorld Profile

Welcome Miluse O'Donnell

Welcome to the PartnerWorld Profiling System

Select an item needing attention, or select a profile to update. Click expand All to expand all profiles to view or edit. Note: Profiles needing attention are potentially out-of-date, need validation, or contain errors that must be corrected

Actions requiring attention

Pending personal employee profile updates(1)

Quick task links

PartnerWorld Profile

Worldwide enterprise

Country enterprise

Location

Employee

Relationship management

Benefits

Click on
'Relationship
management'

IBM Marketplace Search

IBM PartnerWorld

Relationship management

The Pending agreements link will display a complete list of agreements requiring signature. The Manage agreements link will show a complete list of active agreements.

- Pending PartnerWorld agreements
- Manage PartnerWorld agreements
- Apply and Manage Relationships**
- Manage relationship contract compliance
- Value Advantage Plus
- Business Partner Led Model

PartnerWorld Profile >

PartnerWorld Profile

Worldwide enterprise

Country enterprise

Location

Employee

Relationship management

Click on 'Apply
and Manage
Relationships'

IBM PartnerWorld

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

Manage Business Partner agreements

Country enterprise → IBM PW - EMEA - UK (18z7gix4) ←

Location

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

Employee

Relationship management

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
<p>Apply for a new relationship</p>					

Click 'Apply for a new relationship'

Previous Cancel and exit

- Please make a note of your company's Country Enterprise ID (CE ID)
- You can find the CE ID in parenthesis at the right of your company's name
- Once your company is approved as an IBM Cloud Marketplace Reseller, you will need to provide this CE ID to your IBM Cloud Aggregator

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 (example below).

Note: Most companies will not see this screen as they only have one Country Enterprise ID.

Apply and Manage Relationships

All country enterprises that you have scope of authority to manage are displayed here

Manage Business Partner agreements

Apply for a business partner agreement

Country enterprise

Partner Training Company (Tracyton) (ztzof11)

The Partner Training Company (Lisle) (18z7gky3)

Worldwide
enterprise

Country enterprise

Location

Employee

Relationship
managementPending
PartnerWorld
agreementsManage
PartnerWorld
agreementsApply and
Manage
RelationshipsManage
relationship
contract
complianceValue Advantage
Plus

TCI for System z

OTC for
Influencer
programView
relationships

Apply for a Business Relationship

Christi's Things(19ef5cu)

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:*

Cloud Marketplace Reseller

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 and will be automatically added to your resell authorization.

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

— Software

Software - Third Party Marketplace

Distributor:

... Select one ...

Cloud Marketplace Reseller

☒ IBM XaaS - Entry from Cloud Marketplaces

Previous

Cancel and exit

Save as draft

Next

- Select **'Cloud Marketplace Reseller'** from the **'Relationship type'** menu
You can click on **'Select to view a description of the IBM relationship types'** for additional information.

- Click **'View/Change Products and Services'**
- Click **'+'** to expand the Software category.

- Select your preferred IBM Cloud Aggregator (Distributor)*

- Select **'IBM XaaS – Entry from Cloud Marketplace'**
- Click **'Next'** after you have made your selections

* Note: If there are no names displayed in the drop down list, it means that there are no Cloud Aggregators (Distributors) available in your country for your company to work with.

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

Business Partner Agreement

IBM Hypercare tests 2 (7ydq)

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

Website Acceptance for IBM Business Partner agreement

Please read and accept the terms of your IBM business relationship. You can access the applicable documents via the links below.

By clicking on the "I agree" button you accept the terms of the listed documents, including any attachments they reference:

- [Third Party Cloud Marketplace Agreement – Cloud Marketplace Reseller](#)
- [Agreement for Exchange of Confidential Information for Non-Client Exchanges](#)

For countries requiring hand-written signature to create a binding agreement between the parties we will also provide you with copies of the applicable documents for your signature.

Note that the terms are binding upon both parties only when you receive an email from IBM confirming your IBM business relationship is active.

- Click on the link to go to the webpage where you can read and print the IBM Cloud Marketplace Reseller Agreement. It is important to read the agreement carefully, as it is a legally binding agreement.
- When you have read the agreement, accept the terms of the agreement by clicking “**I agree**”, or decline to accept the terms by clicking “**I disagree**”.
- If you click “**I disagree**”, you will exit from the application and your information will not be saved.

Additional Documentation

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

Required Documents

Please upload a document for each required document below.

Company's commercial registration certificate :

Company's tax registration document :

Certification statement

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

Accept 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 changes becoming effective.
 (b) You guarantee that you have provided the required notice 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. See IBM's Privacy Statement at: <http://www.ibm.com/privacy/us/en/>
 (c) You commit that your company will complete IBM integrity training, if directed to do so by IBM.
 (d) You confirm that you are authorized by your company to accept and submit this application.
 When you click on the link below to accept the certification statement, the date and person will be automatically recorded.

Acceptance date of certification statement:*

Person of accepted certification statement:*

Submitter Information

First Name in English:
Miluse

Last Name in English:
O'Donnell

Year of birth:*

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

This is the final page, confirming that your application has been submitted to IBM. Once IBM has reviewed your application, you will be notified via email of your application status.

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

Once your company is approved as an IBM Cloud Marketplace Reseller, please provide your company's CE ID to your IBM Cloud Aggregator

Additional Information

Save as Draft

Use 'Save as Draft' if you need to resume your application at a later time

1. Click '**Save as draft**' at the bottom of the page
2. Type a description and click '**Save work**', and you will receive a confirmation number

[Save as draft](#)

Save as draft now

Save as draft now

You have chosen to suspend this session for editing at a later time. If this is what you intended, click the "Return to profile" button.

Description : *

[Save work](#) [Return to profile](#)

3. When you return to the PartnerWorld Profile main page, click on the link '**Resume your saved Business Partner application session**'

Note: If you saved the Business Partner Agreement application immediately after applying for PartnerWorld membership, you will not see your saved session until your PartnerWorld membership is approved

PartnerWorld Profile

Worldwide enterprise

Country enterprise

Location

Employee

Relationship management

Benefits

PartnerWorld Profile

Welcome Susan Hoelzen

Welcome to the PartnerWorld Profiling System

Select an item needing attention, or select a profile to update. Click expand to see details, or click edit to update the profile. Click delete to delete the profile.

Actions requiring attention

- Manage pending agreements(14)
- Pending personal employee profile updates(15)
- [Resume your saved Business Partner Application session](#)
- Pending profile updates(70)

