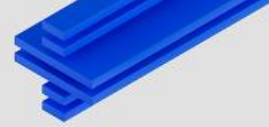


New Partner Accelerator



What's is the experience?

Delivering intuitive, frictionless engagement for new partners, accelerating their time-to-revenue. The journey offers both self-directed paths as well personal engagement and assistance through our extended ecosystem.

Upon registration into the Partner Plus program, partners will receive immediate access to directed learning journeys for both sales and technical resources.

The Accelerator delivers the right skills at the right time at the appropriate level for partners to be able to create IBM solutions and maximizing their earnings.

IBM **Partner Plus**



Who's eligible?

Partners who are registered through IBM **Partner Plus**

Partner Plus “click to join” [here](#)



How to unlock more benefits

Contract with IBM to Sell or Build solutions and you'll receive access to:

- [MyDigital Marketing](#)
- Cloud Credits
 - [Sell/Services Partner Request link](#)
 - [Build partner request link](#)
- [Technical Expert Labs](#)

New Partner Accelerator Benefit: Cloud Credits

Experience Embeddable AI on IBM Cloud with Free
Cloud Credits



Join

Start Building

Receive up to \$18K in free Cloud Credits to access 190+ services on IBM Cloud including Embeddable AI, RedHat OpenShift & IBM Cloud for Financial Services.

AI and FS Cloud

Push your AI Solution into production at reduced cost with our AI Digital Co-Create Experience

Validate your solution on IBM FS Cloud with credits to support your solution environment during validation

Experience Embeddable AI on IBM Cloud

Register to become a new IBM Business Partner through [Partner Plus](#)

Unlock the ability to experience our technology for the first time with free Cloud Credits in “Benefits Overview” section of Partner Plus

[Step by Step](#) guide in following slides

1 Sign Up for Partner Plus



Partner Plus

Benefits ▾

Marketing ▾

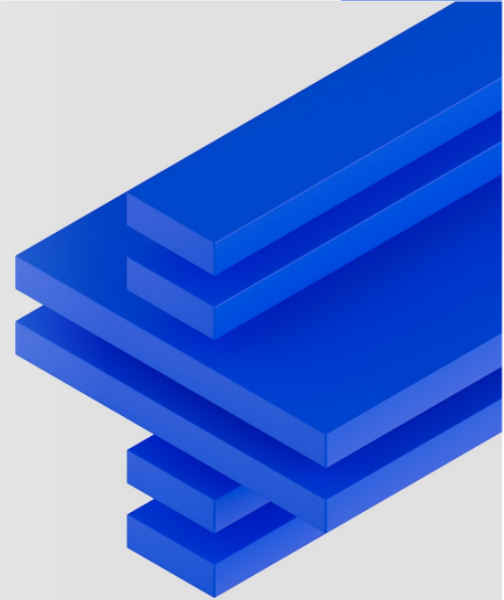
Training ▾

More ▾



Partner Portal

Plus is more



More growth. More expertise. More benefits.
More reasons to join IBM Partner Plus.



Join IBM Partner Plus →

Log in →

2 Log into Partner Plus



Partner Plus

Benefits ▾

Marketing ▾

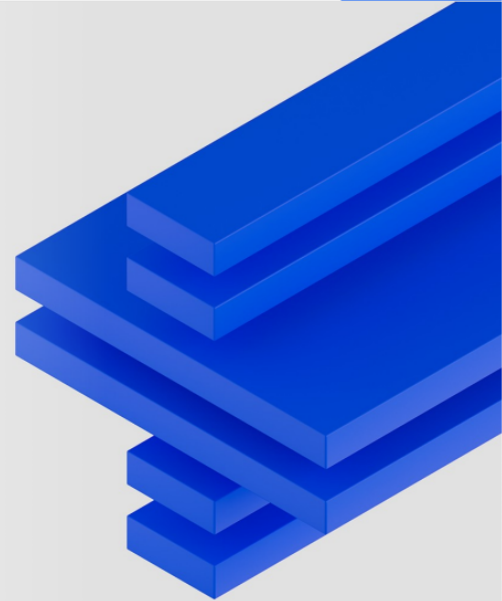
Training ▾

More ▾



Partner Portal

Plus is more



More growth. More expertise. More benefits.
More reasons to join IBM Partner Plus.

Join IBM Partner Plus →

Log in →



3 In Partner Plus home page Navigate to the Benefits section

The screenshot shows the top navigation bar of the IBM Partner Plus website. The navigation items are: IBM, Partner Plus, Benefits (highlighted with a dashed blue box and a blue circle containing the number 3), Marketing, Training, and More. To the right of the navigation bar are search, notification, and user profile icons, and a blue button labeled 'Partner Portal'. Below the navigation bar is a large hero section with the text 'Let's go further together' and a graphic of four horizontal bars (grey, yellow, black, blue) that increase in length from top to bottom. At the bottom left of the hero section is the text 'IBM Partner Plus benefits multiply as you grow.' and a blue button labeled 'Start learning'. At the bottom right of the hero section is a blue chat bubble icon.

IBM Partner Plus benefits multiply as you grow.

Start learning

4 Click on Benefits Overview

The screenshot shows the IBM Partner Plus interface. At the top, there is a navigation bar with the IBM logo, 'Partner Plus', and a dropdown menu for 'Benefits'. Other menu items include 'Marketing', 'Training', and 'More'. On the right side of the navigation bar, there are icons for search, notifications, and user profile, along with a 'Partner Portal' button. The main content area is divided into two columns. The left column contains introductory text about IBM Partner Plus. The right column has two sections: 'Benefits' and 'Incentives'. Under 'Benefits', there is a link for 'Benefits overview' which is highlighted with a dashed blue box and a callout '4'. Under 'Incentives', there are links for 'Incentives overview' and 'Promotions'. At the bottom of the page, there is a dark grey banner with the text 'More growth. More expertise. More benefits. More reasons to join IBM Partner Plus.' and two buttons: 'Join IBM Partner Plus' and 'Log in'.

IBM Partner Plus puts you in control of your earnings.

With three tiers of rewards and recognition, you'll get access to new benefits and incentives as you grow.

Benefits

- Benefits overview

Incentives

- Incentives overview
- Promotions

More growth. More expertise. More benefits.
More reasons to join IBM Partner Plus.

Join IBM Partner Plus → Log in →

5 Scroll Down to New Partner Accelerator benefits



Partner Plus

Benefits ▾

Marketing ▾

Training ▾

More ▾



Partner Portal

Benefits designed to help you grow



IBM Partner Plus delivers more benefits and earning potential as you advance tiers.

[Track your progress →](#)

Registered partner benefits

Benefits by tier

Silver Partner

Gold Partner

Your success is our business. With IBM Partner Plus™, the more expertise you gain and sales you make, the more investments you'll receive—and benefits you'll unlock.



6 Under New Partner Accelerator benefits select Claim Build credits

New Partner Accelerator benefits

The IBM New Partner Accelerator experience is built to support new business partners in accelerating their time-to-revenue. The journey is intended to activate new partners quickly, offering self-paced paths, as well as personal engagement and assistance through our extended ecosystem.

Marketing Demand Engine Support

Generate demand on-demand with our automated marketing platform, partner marketing kits and enhanced lead sharing at no additional cost.

[Generate demand →](#)

Technical Expert Engagement

Work with IBM Build Labs and experts to get hands-on support and validation for your open hybrid cloud solutions.

[Engage an expert →](#)

Cloud Credits

Co-create with IBM with cloud credits. Access and build IBM Cloud infrastructure and platform skills and solutions.

[Claim Sell or Service credits →](#)

[Claim Build credits →](#)



The IBM New Partner Accelerator benefits are available for 180 days from your IBM Business Partner contract activation date.

[Sign a Reseller Business Partner Agreement \(BPA\) →](#)

[Sign an Embedded Solutions Agreement \(ESA\) →](#)

7 Final Step: Follow prompts to create a cloud account, submit your company information, and start experiencing Embeddable AI

IBM Cloud Catalog Cost estimator Docs

Create an IBM Cloud account

Already have an IBM Cloud account? [Log in](#)

Account information

Email

Password

Next ↓

Verify email

Personal information

Account notice

Continue →

Experience Embeddable AI on IBM Cloud with Free Cloud Credits

Step 1: Create an IBM Cloud Account
An IBM Cloud account is required to receive free cloud credits.

Step 2: Submit your company information
After creating your cloud account, please provide your contact information, company details, and billing information.

Step 3:

[Cookie Preferences](#)

Section 2: Get Cloud Credits from inside IBM Cloud Account

1 If you sign into your Cloud Account and get dropped into IBM Cloud, click 3 lines on top left of screen

The screenshot shows the IBM Cloud dashboard interface. A blue dashed circle with the number '1' highlights the hamburger menu icon (three horizontal lines) in the top-left corner of the dark navigation bar. Another blue dashed circle with the number '1' highlights the same hamburger menu icon in the left-hand navigation sidebar. The dashboard content includes a 'For you' section with eight cards for various services like Watson Studio, Cloud Shell, and DevSecOps. Below this are sections for 'News', 'Recent support cases', 'Planned maintenance', and 'IBM Cloud status'.

IBM Cloud Search resources and products... Catalog Manage John Doe's Account

Dashboard Edit dashboard Upgrade account Create resource +

For you Select an option

- Build** Explore IBM Cloud with this selection of easy starter tutorials and services.
- Get started with Watson Studio** Get started with using AI and Cloud Object Storage in 15 minutes. Popular 2 hr
- Use Watson Studio** Watson Studio provides a suite of tools and a collaborative environment for data scientists, developers and domain experts. Popular 2 min
- Get started with Watson Discovery** Get up to speed on Watson Discovery with step-by-step tutorials, deep-dive videos, and complete examples of working code. Recommended 2 hr
- Explore IBM Cloud Shell** Try a command-driven approach for creating, developing, and deploying a web project. Getting started 2 min
- Explore DevSecOps on IBM Cloud** Learn about IBM's DevSecOps approach, and securely build and deploy your application by using DevSecOps best practices. Recommended 1 min
- Build with Watson** Chatbots, insights, recognizers, and more. Explore the AI platform for business. Popular 3 min
- View services w plans** Check out the av services with free Recommended

News View all

- IBM Cloud Messages for RabbitMQ 3.9: End of Life on September 21, 2023
- IBM Tech Now: March 20, 2023
- IBM Sterling Call Center: Product Usefulness and Ease of Use
- IBM Cloud Partners with CSA to Help Financial Services Industry Manage Risk and Compliance in Cloud

Recent support cases View all

You can view a summary of your support cases here after you submit them. Learn more about how to get support.

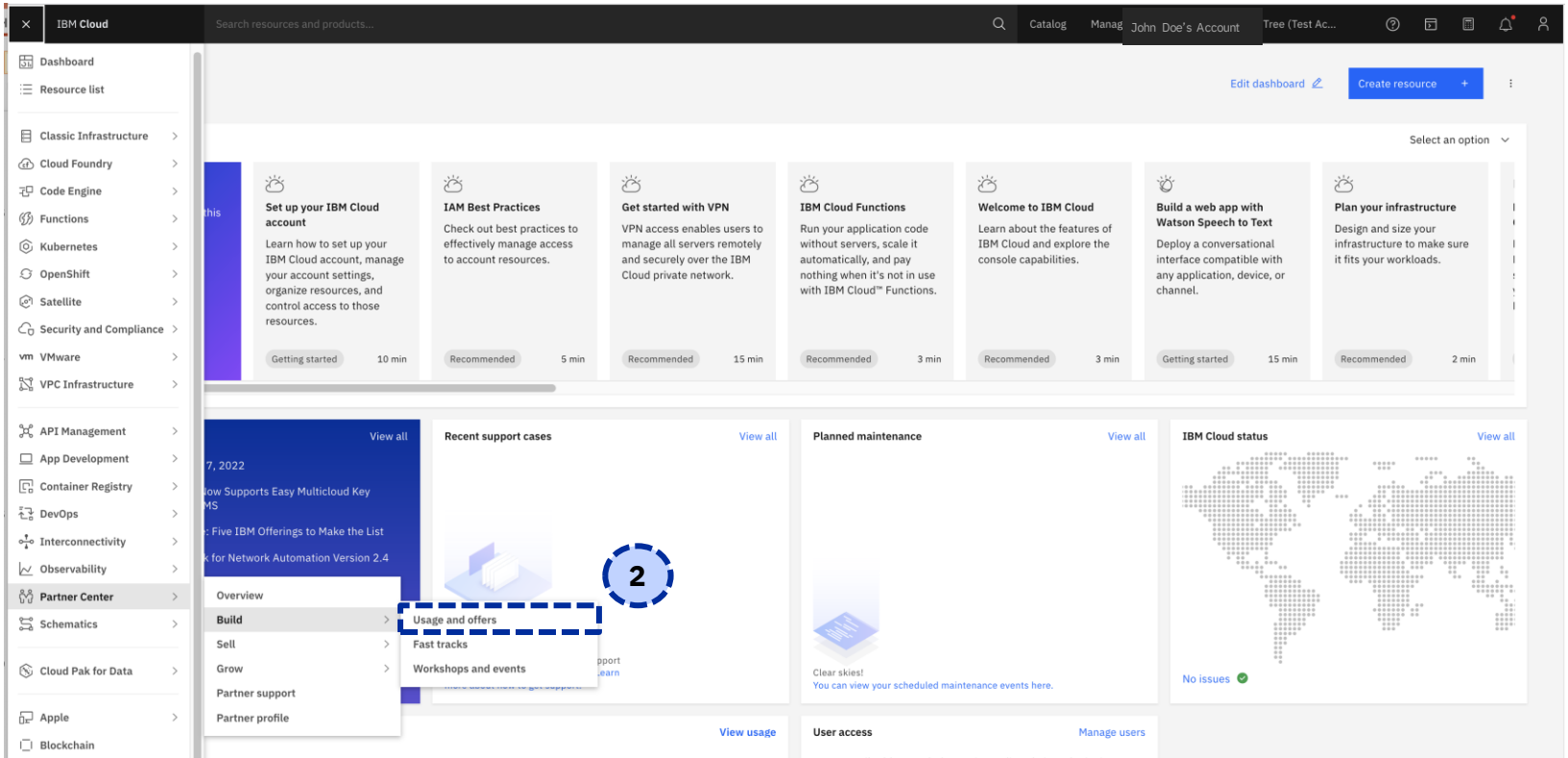
Planned maintenance View all

Clear skies! You can view your scheduled maintenance events here.

IBM Cloud status View all

No issues

2 Scroll down to Partner Center, scroll over “Build” and click on “Usage and offers”



3 Click “Get Credits”, follow prompts to submit your company information, and start experiencing Embeddable AI

IBM Cloud

Search resources and products...

Partner Center

Build

Sell

Grow

Partner support

Partner profile

Get your credits now

You have 13 days to receive and activate credits.
This offer will expire on 20/11/2022.

Receive \$3,000 a month for 6 months Best for you

Access to 190+ Services including Embeddable AI, RedHat OpenShift & IBM Cloud for Financial Services

This offer is recommended for the following uses:

- Containerize workloads with Red Hat OpenShift
- Migrate workloads to the IBM Cloud for Financial Services
- Credits for 6-months to support existing workload migrations

Find OpenShift in the Container Section of the Cloud Catalog

Get credits

3

Company	Account	Usage
Big Red Tree (Test Account)	Big Red Tree (Test Account)	\$0 Details

Embed IBM technology + sell your solution

Embed your client branded solution with IBM's cutting-edge technology.

IBM's Cloud Service Agreement (CSA) and the Embedded Solution Agreement (ESA) allow you to combine IBM's cutting-edge technologies with your intellectual property (your value add) – so you can deliver a total solution to your clients under your brand, your terms, and your conditions.

[Get started here](#)

Hybrid cloud, the next major shift in enterprise IT

[Red Hat OpenShift](#) Why hybrid cloud