A simplified and integrated approach for recognizing and rewarding Cloud competency expertise in products, solutions, and services

Offer differentiated value to your clients by developing deep expertise and delivering high-value solutions — differentiating you from your competition.

IBM PartnerWorld Competencies:
Competencies are the single approach to demonstrating capabilities identified by IBM PartnerWorld and can be earned in two levels – Specialist and Expert

**Specialist**
Demonstrates repeatable success in addressing client needs

Benefits to help you succeed

- **Faster skills recognition**
- **Democratized co-marketing benefits**
- **Closer alignment to market opportunity**

**Expert**

- **Faster skills recognition**
- **Increased co-marketing benefits**
- **Closer alignment to market opportunity**

Competencies refreshed for

- IBM Cloud
- IBM Watson
- IBM Blockchain

**Cloud Integration and Development**
Offerings include:
- IBM API Connect
- IBM AppConnect
- IBM Aspera
- IBM DataPower Gateway
- IBM MQ

**Cloud Management**
Offerings include:
- Application Performance Management
- Netcool Operations Insights
- Control Desk

**DevOps**
Rational Tools
- Urban Code and Urban Code Velocity

**Digital Business Automation**
Offerings include:
- IBM Business Process Manager
- BP Designer
- IBM Business Process Compliance

**Private Cloud**
Offerings include:
- IBM Cloud Private
- IBM Cloud Foundry
- IBM Watson Family
- IBM Kubernetes System

**Sales success**
- In partnership with IBM Sales or XaaS
- To meet minimum requirements

**Resources**
- IBM Cloud Industry
- IBM Solutions
- IBM Business Solutions

Gain a competency

3 criteria

Start your journey.
Get recognized and rewarded for your expertise.

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