



Welcome to the first LearnQuest Partner Newsletter of 2015! The purpose of this newsletter that we distribute to all of our Partners is to feature topical discussions, highlight LearnQuest events, and facilitate both meaningful connections between Partners and each Partner's enduring relationship with LearnQuest.

March 2015

### What's New with IBM?

#### STG Lab Cancellation Fee

IBM's \$250 cancellation fee for cancelling STG labs after 72 hours of booking and more than 15 days prior to the class start date has been waived. This is a pilot that will be running from April 1 to September 30.

During these months, you may schedule STG labs well in advance and have the ability to cancel these classes more than 15 days prior to the class start date without a penalty.

As before, if you cancel labs within 15 days of the class start date, you will be charged 100% of the lab fees.

#### LearnQuest Operational Updates

#### 2015 Education Partner Contracts

As many of you know, LearnQuest sent out updated 2015 contracts to the majority of our Education Partners in late January. Thank you to the many Partners that have signed and mailed back their agreement!

For those partners that have NOT yet returned

In this edition of the newsletter, we discuss Partnership Levels, IBM updates, LearnQuest partner requests, and provide information about our next event.

The team here at LearnQuest is always excited to hear from our Partners; we encourage you to let us know what you want to see in next month's newsletter!

### Partnership Levels

If you have not already heard, LearnQuest has created three Partnership Levels for our Partner Network: **Plus**, **Premium**, and **Elite**!

All of our Education Partners and Remarketers will qualify for one of the three levels based on their annual performance for 2015. Check out the graphic below to learn about rewards you can earn in 2015 and use next year. We will be providing more detailed information on the performance metrics required to become an **Elite** or **Premium** partner in the near future and are very excited to roll this out!

<b>ELITE</b>	<ul style="list-style-type: none"> <li>• LearnQuest credited conference co-sponsorships*</li> <li>• Includes Premium and Plus level benefits</li> </ul>
<b>PREMIUM</b>	<ul style="list-style-type: none"> <li>• Tradeshow posters &amp; giveaways</li> <li>• Access to IBM social media</li> <li>• 10 hours of consulting from the LearnQuest Marketing Team</li> <li>• Includes Plus level benefits</li> </ul>
<b>PLUS</b>	<ul style="list-style-type: none"> <li>• Access to personalized LearnQuest Partner Portal account</li> <li>• Digital marketing collateral, sales enablement materials, and much more</li> </ul>

\* Approval required for conference co-sponsorships

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## In the Spotlight

### IBM Digital Experience 2015

June 1 - 4, 2015 Atlanta GA



LearnQuest has taken the lead in organizing the IBM Digital Experience Conference from June 1 - 4, 2015 in Atlanta, GA. The [IBM Digital Experience 2015](#) is a conference that provides first class education with both a business strategy and a technical program. The powerful agenda will offer more than 120 unique business strategy, technical, and hands-on lab sessions delivered by IBM leaders and IBM Business Partner practitioners.

We are offering you a unique reselling opportunity. We encourage you, our partner, to spread the word about these upcoming conferences and sell attendee tickets. Based on the number of tickets you sell, LearnQuest will provide you with a reseller commission.

For more information about this conference and questions about the opportunity to resell attendee tickets, please contact:

[IBMConferences@learnquest.com](mailto:IBMConferences@learnquest.com)

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their signed contracts, please do so **immediately**.

It is imperative that we have your signed 2015 contracts on file. If we do not receive a signed 2015 contract from your organization, we will then suspend your Partner Portal access until these critical documents are received.

Thanks for your understanding and attention to this matter.

#### Partner VAT / Tax ID Numbers needed

LearnQuest's Finance Department has requested the VAT / Tax ID numbers for all of our Partners.

If you have not done so already, we ask that you please send your VAT / Tax ID numbers to [Partners@learnquest.com](mailto:Partners@learnquest.com). Thank you in advance!

#### Join us on Social Media



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