



April 2015

Welcome to the April 2015 LearnQuest Partner Newsletter! This is a monthly newsletter that LearnQuest sends to all of our Partners. The purpose of the newsletter is to feature topical discussions, highlight events, and help establish both meaningful connections between our Partners and an enduring relationship with LearnQuest.

In this edition, we discuss student evaluations, the performance metrics for LearnQuest's Partnership Levels, free WBTs, Partner Summits, and upcoming IBM conferences.

Your LearnQuest team 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!

Student Evaluations

Student Evaluations are a key element of LearnQuest's Training Business. Our Partners are an extension of the LearnQuest family, and the evaluations you submit are very important to us. They are an important source of feedback on course materials, instructors, labs/facilities, and more that we need to continually make improvements as an organization.

Please ensure that evaluations for each class are submitted; either by the student via the LearnQuest Student Portal or by uploading Evaluation Spreadsheets in the Partner Portal.

1. The easiest way? It's for students to submit evaluations via their Student Portal so that you, as a LearnQuest Education Partner, can skip the steps of collecting the evaluations and then uploading the data via the Partner Portal.
2. Partners can find their students' login credentials in their respective Partner Portal by going to the "Upcoming Classes" tab, clicking the 'Attendance Sheet' link, and scrolling down for each class. Then you and your instructor give students their login credentials and remind them to complete their evaluations.
3. Alternatively, Education Partners can upload student evaluations for each class using the Partner Portal.
4. First, navigate to the "Upcoming Classes" tab,

Free Web Based Trainings (WBTs)

As you may or may not know, LearnQuest offers free WBT downloads each month for you and your customers!

Take advantage of our free WBT for April: [Big Data and Hadoop Fundamentals](#). This course provides a holistic approach to the concept of Big Data and teaches the basics of Apache Hadoop.

Partner Summits

Many of you have attended our first two Regional Virtual Summits of 2015. Thank you for being a part of these events, intended to provide our Partners with IBM updates, highlight LearnQuest programs, and share best practices. Our first 2015 Summit in EMEA had 33 Partner attendees, and we hope to break this record in subsequent Summits!

As always, we are interested in what topics you would like covered in the next Summit. There is also an opportunity for select Partners to present content related to their partnership with LearnQuest. Please email [Adam Schantz](#) at with your ideas!

Upcoming IBM Edge Conference

LearnQuest will have representatives attending [IBM Edge 2015](#), from May 11th-15th. At this conference, industry thought leaders will

click the 'Create Evaluation Spreadsheet' link. Fill out the student evaluation information in the Spreadsheet, save it as an Excel Workbook file, go back to the "Upcoming Classes" tab, and click the 'Upload Evaluation Spreadsheet' link to upload the file.

[Partner Portal Demo Video 16](#) outlines how to submit evaluations from a Partner perspective.

share best practices, such as how they have used new technologies, like Mobile, to target customers to create new revenue streams, or how they created more secure environments for themselves and their customers.

Please stop by our booth or email [Dimitri Schneiberg](#) to schedule a meeting with him on May 11th, 12th or 13th. We hope to connect with you there!

Partner Program Partnership Levels

Now that you have heard about our three Partnership Levels (**Plus, Premium, and Elite**), how do you actually qualify to be a **Premium** or **Elite** Partner?! All Partners will receive the Plus Partner benefits.

Premium Partners will have performed at a high level in 2015, meeting the performance measurements outlined in the table below:

Education Partners

Region	Student Days	Student Evaluation Submission %
Large Market	150+	75%
Medium Market	100+	75%
Small Market	75+	75%

Remarketers

Region	Revenue
All	\$100,000

Elite Partners will have achieved the highest level of performance in 2015, as noted below:

Education Partners

Region	Student Days	Student Evaluation Submission %
Large Market	500+	75%
Medium Market	350+	75%
Small Market	200+	75%

Remarketers

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Region	Revenue
All	\$350,000

If you have any questions about the performance metrics, please refer to the Partnership Levels Guide on the Partner Portal's Marketing Center, or reach out to one of us. We are thrilled to be offering these levels to reward you for your hard work throughout 2015!

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



Two Bala Plaza 333 E. City Avenue, Suite 800
Bala Cynwyd, PA 19004
Phone: (877) 206-0106 Fax: (610) 206-0102

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