



Welcome to the LearnQuest Partner Newsletter! This is a monthly newsletter that LearnQuest distributes to all of our Partners. The purpose of the newsletter is to feature topical discussions, announce LearnQuest events, and facilitate meaningful connections between our Partners and their own enduring relationship with LearnQuest.

In this edition of the newsletter, we provide sales support, share Partner success stories, answer frequently asked questions, and provide information about our next event.

LearnQuest is always excited to hear from our Partners, and we encourage you to let us know what you want to see in next month's newsletter!

Important Updates

In July 2013, LearnQuest was named one of five companies to become an IBM Global Training Provider. Since achieving this distinguished Global Training Provider status, it has been our sincere goal to ensure our Partners are equipped with everything they need to succeed. Towards this end, we aim to provide you with up-to-date information as soon as we receive it. As your IBM liaison, we want to keep you updated on relevant changes to the IBM Global Training Provider Program. Below is a list of IBM-mandated changes that LearnQuest and our downstream Partners are obligated to implement:

IBM is announcing the following changes:

1) Addition of a new service unit to support Power 8 courses

2) Introduction of a late request fee

There will be a \$250 fee for reservations requested and booked within seven days of the course delivery start date. This fee will be charged for all service units except VMWare.

3) Change in Minimum deployable unit for NGT11

Each reservation for NGT11 will receive 4 IDs.

All NGT11 reservations made for delivery after January 1st, 2015 will have a new deployable unit assigned to them.

October 2014

What's Coming Up

2014 Insight Conference

Las Vegas, NV
Oct. 26-30

LearnQuest will be exhibiting at [IBM Insight2014](#). If you're attending, we'd like to see you!

Stop by our booth (#904) at Insight2014 in Las Vegas, NV or let's have a cup of coffee together (on us!); we would be thrilled to meet with you in-person! We are excited to have [Leah Schneiberg](#), Manager, Partner Relationships there and she would love to meet with you!

Ask us Anything

If a class is scheduled on LearnQuest.com, can I easily post this class on my website?

YES, YES, YES!! Any class that is scheduled on LearnQuest.com can EASILY be posted on your website.

For full instructions on downloading the LearnQuest Public Class Schedule please watch Portal Videos two and nine ([Demo Videos](#)) and/or see section one of the LearnQuest Partner

Partner Excellence



Inforge is LearnQuest's Public and Private Education Partner in Poland. As an IBM training company in Poland, Inforge employed all of IBM Poland's ex-software training employees, adding to its very capable team. Inforge started as public partner in September 2014 and has since won big public contracts. The Guaranteed To Run schedule it utilizes shows Inforge's strength in their market and has ten more courses that will run by the end of this year.

Our pride in Inforge becomes evident when one considers the numbers its team has produced, yet, at LearnQuest, we think that nothing is more important than teamwork. As a result of Poland-based Inforge's ability to execute and its praiseworthy teamwork, LearnQuest was the #1 GTP in CEE!

Inforge has grown its market, been a pleasure to work with, and has the hard work, flexibility, and customer-focused thinking it takes to be distinguished as a 'Partner of Excellence.'

Congratulations to Inforge! We are happy to recognize you for your hard work and contributions. Thank you for being a part of what makes us a success!

Note: LearnQuest is always excited to hear from and about each of our Partner's exceptional achievements. We look forward to regularly acknowledging outstanding Partner performance!

[Visit Inforge Website](#)

Enhancing Partner Performance

LearnQuest is very excited to display our new Partner Landing Page! This page explains our Education Partner Program, enables quick sign-up for any potential Partner, and lists, by country, all of our Public Education Partners. LearnQuest is very proud of the program and the impressive list of global Partners it supports.

Portal Guide ([Partner Portal Guide](#)).

Do I have to submit student evaluations for every class I deliver/?

Yes. As a LearnQuest Education Partner, you are contractually obligated to make sure that each student completes an evaluation for each class that you deliver. These student evaluations are processed and sent to IBM. IBM not only reviews these to ensure quality standards but this is how each country's student days are cross referenced. Please, ALWAYS remind your instructors to have their students complete a student evaluation before they leave the (physical or virtual) classroom.

For full instructions on Uploading Class Evaluations please watch Portal Video 16 ([Demo Videos](#)) and/or see section titled 'Create Evaluations' in the LearnQuest Partner Portal Guide ([Partner Portal Guide](#)).

Join us on Social Media



[Partner Program Landing Page](#)



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