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**November 2015**

Welcome to the November, 2015 LearnQuest Partner Newsletter! This is a monthly communication 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 roll out our new LearnQuest Learning Library resource, remind you of the Partnership Levels partners can achieve, share important course information from IBM, and several Finance updates.

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!

### In the Spotlight: LearnQuest Learning Library

LearnQuest has unveiled the LearnQuest Learning Library to provide our partners and clients with **Free** training resources! Offerings span various modalities, including live conference videos, web-based training, downloadable Redbook PDFs, and more. Providing these resources to your clients can result in additional sales for you as they pursue more training on the content covered.

Check out the [Learning Library](#), currently featuring the following content:

- Self-paced courses
  - Big Data Fundamentals
  - Hadoop Fundamentals
  - Understanding Business Process Manager
  - Getting Started with Bluemix
- LearnQuest Live Conference Recording Sessions from the 2014 IBM WebSphere Technical University Conference in Düsseldorf, Germany
  - What's New in IBM Integration Bus?
  - IBM MobileFirst Reference Architecture
  - Unlocking business decisions using Operational Decision Manager on System z
  - IBM Integration Bus and Cloud
- Previews
  - Introduction to AIX
- IBM Web-Based Training

### Partnership Levels for Performance in 2015

2016 is almost here and, for LearnQuest, the ringing in of the New Year also ushers in the announcement of our inaugural group of Elite and Premium partners based on performance in 2015! Many of our partners are

very close to reaching the metrics for either the Premium or Elite designation, and we encourage you to make a final push in December towards these goals.

Several exceptional partners already achieved the Elite status; please read the [press release](#) for more information. Check out some of the benefits below and make sure you review the [Partnership Levels Guide](#) or reach out to your local LearnQuest Channel Manager to see what the performance metrics are for your region.

<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

### Retirement of IBM's Data Collection Courses

Effective November 1st: IBM's entire suite of Data Collection courses from the Analytics Unit have been removed from the course catalog due to the product being sold to another company.

Outstanding tokens for specific Data Collection SPVC courses will remain available so that they can be fulfilled by customers.

View the list of [removed courses](#), and let us know if you have any of these courses already scheduled.

### LearnQuest Finance Updates

1. We would like to reward our partners who resolve their invoices in a timely manner. LearnQuest will be offering 2% OFF any invoice that is paid within 10 days of issuance!
2. Please note that we have updated our Finance email addresses to reflect the regions our partners and customers are located in heading into 2016. We ask that going forward you use the appropriate email address for your region listed below when communicating with LearnQuest regarding Finance matters.
 

Europe, Middle East, Africa	<a href="mailto:EMEA-finance@learnquest.com">EMEA-finance@learnquest.com</a>
Australia, South/East Asia, New Zealand	<a href="mailto:ASEAN-finance@learnquest.com">ASEAN-finance@learnquest.com</a>
North, Central, South America	<a href="mailto:AMERICAS-finance@learnquest.com">AMERICAS-finance@learnquest.com</a>
India	<a href="mailto:INDIA-finance@learnquest.com">INDIA-finance@learnquest.com</a>
3. LearnQuest has implemented a new policy that affects our partners if your clients pay with IBM vouchers.

Processing IBM vouchers requires a significant amount of work on LearnQuest's end, and consequently, we will charge a 15% processing fee on the voucher amount going forward.

Please make a note of this, and factor in the additional cost when your clients offer to pay with IBM vouchers.

As always, contact [partners@learnquest.com](mailto:partners@learnquest.com) with any questions.

### Join us on Social Media



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Two Bala Plaza 333 E. City Avenue, Suite 800  
Bala Cynwyd, PA 19004  
1 877 206 0106 (Inside US)  
011 610 206 0106 (International)

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