



TECHDATA
ONE | THE SEARCH FOR
THE BEST IN CLOUD
PERCENTERS

ARE YOU THE BEST IBM CLOUD SOLUTION BUILDER IN AUSTRALIA?

Then why not prove it to a vast pool of potential customers?

Tech Data is on the hunt to find the top 'One Percenters' in IBM cloud solutions. Simply submit a commercially viable solution to win.

As the leading distributor of IBM products in Australia, we want to work with leading solution builders. Submit now and show us why you should be a One Percenter.

WIN YOUR SHARE OF \$40,000 IN PRIZES

Winners reap the rewards. Demonstrate your talent and open up new opportunities with our business-boosting prizes.



PERSONALISED MARKETING

IBM's preferred experiential marketing agency, George P. Johnson, will help you raise your profile and develop your creative toolkit.



IBM GARAGE

Let IBM set you up for a successful launch, guiding you to harness design thinking methods to unlock Empathy, Ideation and Prototyping in a tailored design thinking workshop.

LEAD GENERATION

Tech Data will fund a partnership with an expert tele-nurture agency to help you start creating leads for your winning solution.



SPOT PRIZES

We will also be giving away the latest creative tech gadgets for entrants who stand out. Get involved and you could be a lucky winner!



"Tech Data connects the world with the power of technology. Our end-to-end portfolio of products, services, and solutions, highly specialised skills, and expertise in next-generation technologies enable channel partners to bring to market the products and solutions the world needs to connect, grow and advance. We encourage everyone with a cloud-based solution idea to take part, validate their thinking and take their ideas to the next level."

SUBMIT YOUR IDEA, HERE'S HOW

It takes less than an hour to submit your entry and you'll have support along the way should you need it.

Complete the online submission form by clicking the Apply Now button below.

[Apply Now](#)

SUBMISSIONS CLOSE MAY 31ST AT 5PM

The top five finalists will be announced Thursday 10th June.

Finalists will present their solution to our panel of judges in a live pitch session in Sydney, Wednesday 21st July.

JUDGING CRITERIA

The more your submission aligns with the guidelines below, the better your chance of winning.

Your solution will be ahead of the rest if it:

COMMERCIAL VIABILITY

Solution focuses on solving a business problem. Demonstrating an understanding of their business, the audience and the insights that drive business strategy. The solution has a commercial benefit to the market and a strong revenue opportunity.

TECHNICAL VIABILITY

Proof your solution works. Can demonstrate solution is technically viable in the form of a working model, production feasibility, production process or performance measurement.

PRODUCT INTEGRATION

Solution integrates products from the IBM Software portfolio with Business Partner-developed solution capabilities that are delivered on premises and/or on the cloud.

Consideration and preference will be given for solutions that demonstrate a high degree of cross - brand IBM offerings and/or integrate two or more IBM Cloud, IBM Data & AI, IBM Security, IBM Integration, Blockchain, and / or Watson solutions.

OUT-OF-THE-BOX THINKING

Solution is unique and has its own identity. How will it revolutionise the current landscape or market?

GREAT SOLUTIONS ARE BUILT ON GREAT INTEGRATIONS

Successful solutions will integrate with IBM products.

Show how your idea incorporates two or more of the below:

- IBM Cloud
- IBM Data & AI
- IBM Security
- IBM Integration
- IBM Blockchain
- IBM Watson

LOOKING FOR A PARTNER?

Don't have all the skills you need?

Tell us what you require and we'll link you up with like-minded partners so you can create a winning solution together.

[Browse Partner Directory](#)





CONTACT INFORMATION

First name	Last name	
<input type="text"/>	<input type="text"/>	
Email address	Mobile number	Job title
<input type="text"/>	<input type="text"/>	<input type="text"/>
Organisation	Organisation URL (website)	
<input type="text"/>	<input type="text"/>	
Location	Team function	Team size
<input type="text"/>	<input type="text"/>	<input type="text"/>
Please upload copy of currently held IBM Company & Individual certifications/skills		
<input type="text"/>		<input type="button" value="Upload"/>
Are you an IBM Reseller?	If yes, please select which category	If no, are you a reseller of any other vendors?
<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="text"/>	<input type="text"/>
How did you learn about one-percenters?		
<input type="text"/>		

PARTNER CATEGORIES

Please specify the partner category that best describes your field of expertise.

<input type="checkbox"/> IBM Cloud	<input type="checkbox"/> Watson
<input type="checkbox"/> IBM Data & AI	<input type="checkbox"/> Red Hat Open Shift / Ansible
<input type="checkbox"/> IBM Integration	<input type="checkbox"/> IoT / Asset Management / Operations
<input type="checkbox"/> IBM Security	Other
<input type="checkbox"/> IBM Blockchain	<input type="text"/>

IBM PRODUCTS USED

Please indicate which IBM product or combination of products you have integrated into your submitted solution.

<input type="checkbox"/> IBM Cloud	<input type="checkbox"/> IBM Cloud Pak for Integration
<input type="checkbox"/> IBM Data & AI	<input type="checkbox"/> IBM Cloud Pak for Security
<input type="checkbox"/> IBM Integration	<input type="checkbox"/> IBM Watson Assistant
<input type="checkbox"/> IBM Security	<input type="checkbox"/> IBM Planning Analytics
<input type="checkbox"/> IBM Blockchain	<input type="checkbox"/> IBM Guardium
<input type="checkbox"/> Watson	<input type="checkbox"/> IBM Q Radar
<input type="checkbox"/> Red Hat Open Shift / Ansible	<input type="checkbox"/> IBM Engineering Lifecycle Management
<input type="checkbox"/> IBM Cloud Pak for Data & AI	Other
	<input type="text"/>

COMMERCIAL VIABILITY QUESTIONS

Please demonstrate your solution's commercial value, and how it can deliver ongoing market and revenue opportunities.

Do you have target industries? Are you industry agnostic

What are some typical problems that you are solving for your customers?

What proof points exist around an ongoing opportunity for this solution?

Do you have demonstrable Use Cases?

TECHNICAL VIABILITY QUESTIONS

Please show how your solution works with IBM cloud products, including factors such as ease of integration, stability and security.

What is the IBM Story in the Solution?

Are there any elements of the solution not complete?

What is required from IBM / Tech Data to make it complete?

Is there a end user consulting requirement to scope the solution?

Which lines of business at the end user?

Can a design thinking methodology assist in the scope of the solution to the end user / prospect?

What services would be required to deliver this solution in the field?

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