

ARE YOU THE BEST IBM CLOUD SOLUTION BUILDER IN AUSTRALIA? Then why not prove it to a vast pool of

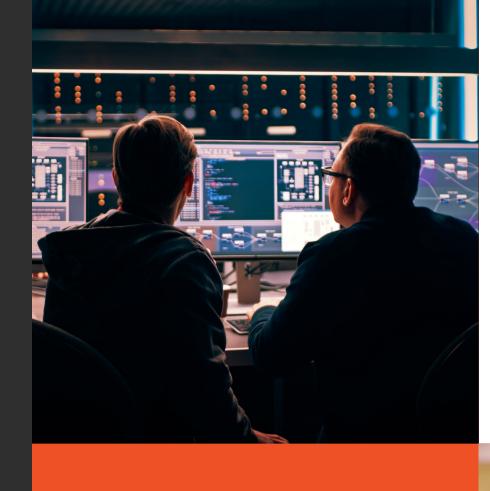
potential customers? Tech Data is on the hunt to find the top 'One

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.



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

WIN YOUR SHARE OF \$40,000 IN PRIZES



IBM's preferred experiential

MARKETING

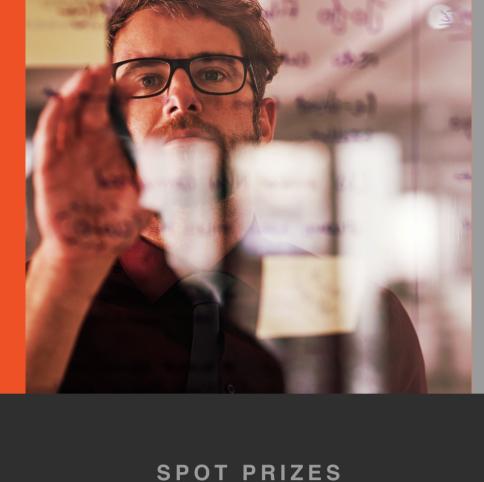
PERSONALISED

marketing agency, George P. Johnson, will help you raise your profile and develop your creative toolkit.



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

LEAD GENERATION



Let IBM set you up for a successful launch, guiding you to

IBM GARAGE

harness design thinking methods to unlock Empathy, Ideation and Prototyping in a tailored design thinking workshop.

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!



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."

"Tech Data connects the world with the power of technology."

Our end-to-end portfolio of products, services, and solutions,

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

SUBMIT YOUR IDEA, HERE'S HOW

Apply Now

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

SUBMISSIONS CLOSE MAY 31ST AT 5PM

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

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

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

COMMERCIAL VIABILITY

Demonstrating an understanding of their

benefit to the market and a strong

revenue opportunity.

Solution focuses on solving a business problem.

business, the audience and the insights that drive

business strategy. The solution has a commercial

JUDGING CRITERIA

Your solution will be ahead of the rest if it:

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

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.

performance measurement.

TECHNICAL VIABILITY

production feasibility, production process or

Proof your solution works. Can demonstrate solution

is technically viable in the form of a working model,

OUT-OF-THE-BOX THINKING

Solution is unique and has its own identity.

How will it revolutionise the current

landscape or market?

Successful solutions will integrate with IBM products.

Show how your idea incorporates two or more of

- **GREAT SOLUTIONS** ARE BUILT ON GREAT
- INTEGRATIONS

the below:

- IBM Cloud

the cloud.

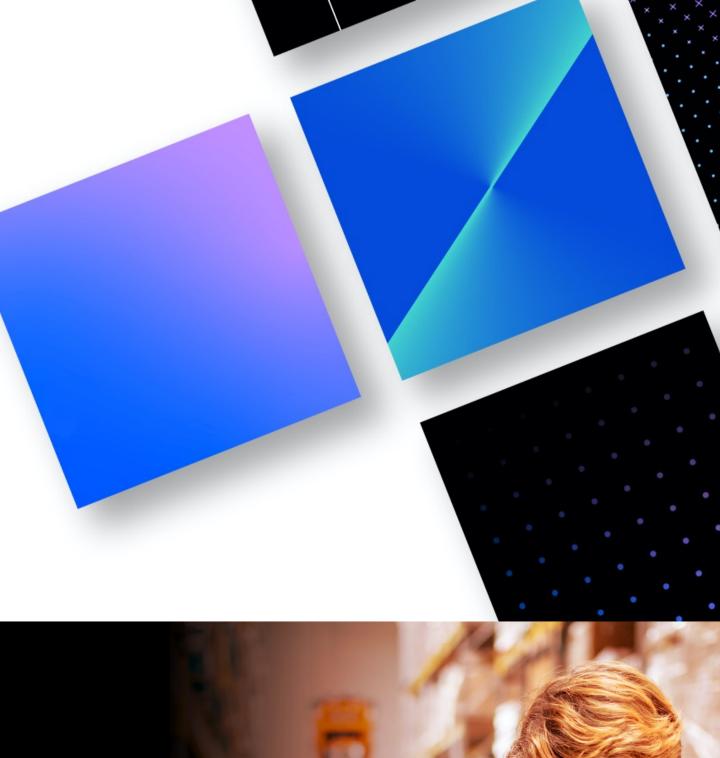
- IBM Data & Al - IBM Security - IBM Integration

- 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

Email address		Mobile number	Job title	
Organisation		Organisation URL (website)		
Location	Team function		Team size	
Please upload copy of currently held IBM Company & Individual certifications/skills				
				Upload
Are you an IBM Reseller?	If yes, please select which ca	ategory If no, are	you a reseller of any	other vendors?
Yes No		\$		\$
How did you learn about one-percenters?				

Watson

Other

Red Hat Open Shift / Ansible

IBM Cloud Pak for Integration

IoT / Asset Management / Operations

Last name

PARTNER

category that best

of expertise.

describes your field

CATEGORIES

Please specify the partner

IBM Cloud

IBM Data & Al

IBM Integration

IBM Blockchain

IBM Security

IBM Cloud

PRODUCTS USED Please indicate which IBM

IBM

product or combination of products you have IBM Data & Al IBM Cloud Pak for Security integrated into your IBM Watson Assistant IBM Integration submitted solution. **IBM Security IBM Planning Analytics** IBM Guardium IBM Blockchain Watson IBM Q Radar Red Hat Open Shift / Ansible IBM Engineering Lifecycle Management IBM Cloud Pak for Data & Al Other

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

COMMERCIAL VIABILITY QUESTIONS

Do you have target industries? Are you industry agnostic

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

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

Do you have demonstrable Use Cases?

as ease of integration, stability and security. What is the IBM Story in the Solution?

TECHNICAL VIABILITY QUESTIONS

Please show how your solution works with IBM cloud products, including factors such

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?

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

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

SHANE CHARLESTON Tech Data - Category Leader

shane.charleston@techdata.com

Terms and Conditions and Privacy Policy.

+61 401 507 373

Tech Data - Business Development Manager +61 478 130 153

daniel.Bruton@techdata.com

DANIEL BRUTON

Tech Data Australia & New Zealand, Level 2, 67 Epping Rd, North Ryde, NSW