

Roadmap Skills '10x4 VIP Program'

Target	Brand	Beschreibung	Skill- / Zertifizierungs-Nr.	Anzahl	WSP (Weighted Skills Points)		Bonus
1. Skill Ziel: Wissenstiefe	System x	Sales Fundamentals v7	180058v01 (#C4060-155)	1x	1	5	1.200\$
		Technical Fundamentals v1	180059v01 (#C4060-156)	1x	2		
		HighVolume Storage Fundamentals v3	230034v03 (#C4090-455)	1x	2		
	Storage	Midrange Storage Sales V1	230037v01 (#C4090-450)	1x	1	5	1.500\$
		Midrange Storage Technical Support V3	230032v03 (#C4090-451)	1x	2		
		Storwize V7000 Technical Solutions V2	230036v02 (#C4090-452)	1x	2		
2. Skill Ziel: Wissenbreite	System x	Sales Fundamentals v7	180058v01 (#C4060-155)	1x	1	8	1.000\$
		Technical Fundamentals v1	180059v01 (#C4060-156)	2x	2		
	Storage	Enterprise Storage Sales V3	230011v12 (#C4090-959)	1x	1	10	1.500\$
		Enterprise Storage Technical Support V3	230033v03 (#C4090-958)	2x	2		

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Erreichen Sie die Basis zum <i>IBM Specialty Partner</i> (WSP=14) durch die Wahl einer dieser "Solution Areas" Skill Ziel: von der Hardware zu Solutions						
3. Skill Stufe 'Cloud'	System x	Solution Advisor - Cloud Computing Architecture v3	500011v03 (#C2030-283)	1x	1	1.500\$
		Solution Architect - Cloud Computing Infrastruktur v1	500012v01 (#C2030-280)		2	
		ICS SmartCloud for Business Sales Professional v4	320120v14 (#C2040-656)		1	
		SmartCloud for Social Business for SaaS Solution Srovider Sales Professional v1	320120v15 (#C2040-669)		1	
		SmartCloud for Social Technical Professional v4	320040v27 (#C2040-052)		1	
3. Skill Stufe 'Social Business'		Social Business Solution Sales Professional v1	320120v10 (#C2110-233)		1	
		ICS SmartCloud for Business Sales Professional v4	320120v14 (#C2040-656)		1	
		SmartCloud for Social Business for SaaS Solution Srovider Sales Professional v1	320120v15 (#C2040-669)		1	
		SmartCloud for Social Technical Professional v4	320040v27 (#C2040-052)		1	
		ICS Social Software Sales Professional v2	320120v11 (#C2040-642)		1	
3. Skill Stufe 'Big Data & Business Anylytics'		Smart Anylytics Solution Sales Professional v1	320110v12 (#C2090-226)		1	
		Big Data Solution Sales Professional v1	320110v14 (#C2090-639)		1	
		Big Data Fundamentals Technical v1	320010v41 (#C2090-032)		1	
		SPSS PredictiveAnalyticsSolution Sales v1	320180v05 (#C2020-229)		1	
		Cognos Business Intelligence Sales v2	320180v04 (#C2020-645)		1	
		Business Analytics Performance Management Sales v2	320180v10 (#C2020-615)		1	
Storage		mind. eine Person mit 2 WSP's Technik	High-End Tape Technical Solutions V7		230012v09 (#C4090-454)	
	System Storage DS8000 Technical Solutions V3		230024v03 (#C4090-453)	2		
	XIV Storage System Technical Solutions V4		230030v04 (#C4090-456)	2		
	Midrange Storage Technical Support V3		230032v03 (#C4090-451)	2		
	Enterprise Storage Technical Support V3		230033v03 (#C4090-958)	2		
	Storwize V7000 Technical Solutions V2		230036v02 (#C4090-452)	2		
	mind. eine Person mit 1 WSP Sales	Enterprise Storage Sales V3	230011v12 (#C4090-959)	1	13	
		Midrange Storage Sales V1	230037v01 (#C4090-450)	1		