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~~IBM reorganizes partner program to incentivize indirect sales~~

'It is a simple, transparent and predictable program,' IBM channel chief Kate Woolley said during a press conference. IBM unveiled a redesigned partner program Wednesday, with tiers for ...

~~IBM Introduces Partner Plug Program, Replacing PartnerWorld~~

And a promise of fewer direct customers, pushing more accounts to the channel. These are some of the pillars of IBM's new Partner Plus program, which replaces the long-standing PartnerWorld.

~~Inside IBM's New Partner Plus Program: Tiers, Benefits, Incentives~~

DURHAM - IBM has transferred 80 roles in its US IBM Systems AIX group to another continent, according to reporting from The Register. As of 2023, the entire group was now based in India .

~~Report: TBM moving workers from US to India~~

IBM has publicly stated its new initiative, tagged IBM Partner Plus, an initiative that will henceforth define how it interacts with its strategic partners. The program promises "unprecedented ...

IBM unveils IBM Partner Blue

In a year when the U.S. issued the smallest number of patents since 2018, Korean electronics giant Samsung Electronics nosed past IBM with the most new patents, the first time in 29 years that IBM ...

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IBM has announced IBM Partner Plus, a new program that reimagine how IBM engages with its business partners through unprecedented access to IBM resources, incentives, and tailored support to deepen .

IBM is replacing its PartnerWorld programme with IBM Partner Plus, a revamped initiative that aims to provide partners with improved access to resources, incentives, and tailored support. The . . .

IBM replaces Partner World programme with new IBM Partner Plus
Offers Enhanced Incentives, Access and Support to Help New and Existing Partners Win with Clients. ARMOX N.Y. Jan. 4, 2023 /PRNewswire/ -- IBM (NYSE: IBM) today announced IBM Partner Plus

The comparison between IBM and Samsung becomes even starker considering that IBM's second place notched 4,398 patents in 2022, compared with the 8,681 patents it was granted in 2021, a 49% drop.

IBM just broke a winning streak that lasted nearly three decades. Continuing a nearly three-year campaign to shift sales responsibility for the bulk of its accounts from direct to indirect channels, IBM Corp. today announced an overhaul of its partner support

[illegible]

~~IBM Loses Top US Patent Spot After Decades as Leader~~ Bloomberg

Susquehanna says Kyndryl's bull case is 'degrees of freedom' after leaving IBM nest