

Partner Services

IBM System Storage Academy



WHAT IS THE ACADEMY?

The IBM System Storage Academy aims to bring a steady influx of qualified IBM System Storage Pre & Post Sales Consultants to the Channel by providing a unique blend of technical and consultative based training through its fast track programme.

Technical Academy students are carefully selected through a rigorous screening process before they undertake any training, ensuring they are suitable for the role of consultant and the course itself.

These students are offered employment by a channel partner before the training programme commences.

Upon successful completion of the programme, Technical Academy students graduate with one or more IBM System Storage Certifications and the necessary inter-personal skills to enable them to get to work on live projects and sales opportunities.

AIMS

The IBM System Storage Academy has been created to help channel partners to:

- develop their IBM System Storage business
- build their organisations' IBM System Storage expertise
- reduce recruitment costs
- increase accreditation levels
- maintain healthy profit margins

HOW DOES IT WORK?

Applicants to the Technical Academy are either final year University students or, external applicants who are seeking career development opportunities.

All applicants are screened before being accepted into the Technical Academy. They must pass a series of selection tests and interviews attended by IBM, Bell Micro and the Business Partner.

Once selected students are offered a conditional contract of employment by the channel partner before embarking on the main training programme. The training programme lasts approximately 10 weeks over a 6 month period.

Following graduation students are expected to be ready for deployment on live opportunities and projects.

FUNDING MODEL

The IBM Storage Academy is jointly funded by IBM and Business Partners and is managed by Bell Micro.

Business partners fund the programme as follows:

Student Employment:

Business Partners select and recruit students. The employment contract begins on a date negotiated by the channel partner and the student, but it is envisaged that this will follow the completion of their University course and before the Technical Academy commences (approximately July 2007).

The students are expecting to be paid a graduate level salary upon commencement of the Technical Academy programme.

IBM and Bell Micro fund the programme as follows:

We will fully manage the recruitment and selection process inviting participation from interested channel partners to find their ideal IBM System Storage Consultant.

