

## IBM Z™ ISV Early Programs

The IBM Z™ ISV Early Programs consist of four programs that prepare an ISV to support their customers on new IBM operating system software releases, tools, other IBM software products and new hardware products. ISVs involved in the programs are given access to pre-GA product information as early as two years in advance of the products becoming generally available.

In order to participate in these programs an ISV must:

1. Be a member of the IBM PartnerWorld Program, developing and selling, or interested in developing and selling products that run on the IBM Z™ platform.
2. Have a signed IBM Z™ ISV Early Programs Confidential Disclosure Agreement (CDA) in place with IBM.

Other conditions may apply that may limit an ISV's participation in the IBM Z™ ISV Early Programs. Some programs are fee-based. An ISV that qualifies for the Early Programs can participate in all or any one of the Early Programs.

The four programs that make up the IBM Z™ ISV Early Program include:

<b>Program</b>	<b>Description</b>
<b>Technical Disclosures</b>	Disclosure of pre-GA information through: <ul style="list-style-type: none"><li>• Technical Disclosure Meetings (TDM)</li><li>• Technical Disclosure Teleconferences (TDT)</li><li>• Sharing of other IBM Confidential material through a secure website.</li></ul>
<b>Early Test Programs</b>	Offers an ISV pre-GA hardware and software testing opportunities including: <ul style="list-style-type: none"><li>• Hardware Early Test Program</li><li>• Operating System (z/OS) Early Test Program</li></ul>
<b>Customer Early Support Programs</b>	Involves ISV support of mutual customers running on early versions of IBM products: <ul style="list-style-type: none"><li>• Hardware</li></ul>

	<ul style="list-style-type: none"> <li>• Operating System (z/OS)</li> </ul>
<b>IBM Z™ ISV Technical Advocate Program</b>	<p>The IBM advocate will:</p> <ul style="list-style-type: none"> <li>• Learn about your company and applications</li> <li>• Provide technical assistance and answer technical questions</li> <li>• Communicate the IBM Z™ development strategy</li> <li>• Notify your company of IBM ISV offerings and programs</li> </ul>

## **Technical Disclosures**

### **Technical Disclosure Meetings (TDMs)**

TDMs are two to five day education events held in Poughkeepsie, NY where ISVs are disclosed detailed technical information about upcoming IBM software and hardware. The technical material presented provides ISVs with the information needed to exploit new features or modify their applications to support the IBM Z™ environment in the future.

The TDMs are fee-based events. The ISVs are responsible for their own expenses. A registration applies. The TDM includes IBM Executive presentations as well as other topics of interest to the ISV developers.

### **Technical Disclosure Teleconferences (TDTs)**

These ad hoc events offer the ISVs a technical update, usually on a single product or topic, where new information is shared to provide a constant flow of updated technical information with the latest changes. The ISV can use this information to supplement the TDM and be current with IBM's direction.

The TDTs are usually one to two hours in duration and have no fee.

### **Information sharing through the IIC Dallas secure website**

Every ISV that qualifies for participation in the IBM Z™ ISV Early Programs, and signs an IBM Confidential Disclosure Agreement, is assigned a unique ID and password that provides the ISV with access to all of the IBM Confidential information disclosed at the TDMs and TDTs, plus any new other information that IBM is sharing with ISVs.

The information can consist of:

- Interface Change Notifications
- Early APAR information with possible significant impact to ISV products
- Future design information, where an ISV may be able to provide comments on the impact, value or benefits of the design and pre-GA product publications (pre-GA publications are early drafts of future IBM product documentation that are subject to change)

Other IBM Confidential pre-GA information may also be posted on the secure website as it becomes available and impacts ISV products.

### **The Early Test Program (ETP)**

The Early Test Program provides access to pre-GA IBM software or hardware and is administered through the IBM Innovation Center (IIC), Dallas, Texas. These are fee based programs which vary depending on the options and environments available. ETPs involve confidential information and are covered under the ISV's CDA with IBM.

#### **Hardware Early Test Program**

A single remote access option is available for ISV testing on new hardware. The details for each Hardware ETP are posted, when announced, on the secure website hosted by the IIC, Dallas and provide information about the environments available for ISV testing.

#### **Operating System(z/OS) Early Test Program**

Early z/OS testing may be performed remotely, at the IBM IIC in Dallas, or through a local tape option. With the local tape option, the ISV is sent a tape with the pre-GA code. The ISV can then test z/OS in their own facility if they have sufficient resources. Other options may also be available depending on

resources and timing. Support of the pre-GA product is provided by the IIC Dallas in conjunction with IBM development.

These programs vary in duration depending on schedules. Software Early Test Programs may be available nine months before product GA while hardware Early Test Programs have a shorter duration.

### **Customer Early Support Programs (ESP)**

IBM customers may be offered opportunities to install and test pre-GA IBM products on their systems. Customers participating in the IBM Z™ Early Support Programs typically request that their ISV products support the new IBM products as well. If the customer requested ISV participates in IBM Z™ ISV Early Programs, IBM will ask the ISV for contact information that is passed to the customer. The contact provided by the ISV is usually someone familiar with the new IBM product and the ESP.

The customer may then ask the ISV for the following:

- Status of their products in the new environment
- Maintenance requirements, if any
- Support in case any issues are found with the ISV's code

ISV involvement in this program reflects their relationship with IBM and the modern state of their products.

There are no formal ISV fees associated with this program. ESPs involve confidential information and are covered under the ISV's CDA with IBM.

### **IBM Z™ ISV Technical Advocate Program**

ISVs may request a Technical Advocate. The IBM Z™ ISV Technical Advocate Program is a no charge offering that pairs an ISV with a representative from the IBM Z™ development lab. This representative then becomes the ISV company's advocate and focal point for any IBM Z™ technical questions. This program is intended to build long-term partnering relationships between IBM advocates and the IBM ISV community.

### **ISV Marketing Opportunity**

All ISVs with products supporting the IBM Z™ platform are provided with an opportunity to have their products listed as supporting specific z/OS releases on an IBM z/OS website. Multiple lists are available based on z/OS release.

The ISV Support Lists are visited by IBM customers, IBM individuals, and others looking for ISV products that fit their needs.

Although IBM Z™ ISV Early Programs participation is not required for listing an ISV application on the website, ISVs who do participate in the IBM Z™ ISV Early Programs do have an earlier opportunity to have their products listed on the new z/OS release support website when the release is formally announced.

ISVs are given the opportunity to support new hardware and software launches by providing quotes and company logos with usage permission. On day of announce, the quotes are posted from the announce main page. Executives use the quotes when they present to customers and our leading sales reps will use quotes when visiting with customers to demonstrate IBM Z™ growing platform.

**How to Participate in the Early Programs:**

If you would like to participate in any of the Early Programs described in this document and would like to request the required Confidential Disclosure Agreement (CDA), please provide the information shown in the table below to [zISVq@us.ibm.com](mailto:zISVq@us.ibm.com) to start the CDA process.

If you have any questions, please send an e-mail to [zISVq@us.ibm.com](mailto:zISVq@us.ibm.com).

Company Name	
Street Address	
City State, Zip	
Country	
Technical Contact Name	
Technical Contact Title	
Technical Contact Phone	
Technical Contact e-Mail	
Business Contact Name	

Business Contact Title	
Business Contact Phone	
Business Contact Fax	
Business Contact e-Mail	
PartnerWorld Registration #	
Company Website URL	
Primary Industry	

.