



# IBM Global Entrepreneur

## Build, launch, and grow your startup with IBM Global Entrepreneur.

If you're a privately-held, early-stage tech startup that's less than five years old, we want to team with you to help you change the way the world works. IBM Global Entrepreneur can provide the support and resources you need to build your enterprise solution and grow your business.

### Getting Started!

#### **IBM Global Entrepreneur for Cloud Startups**

provides eligible startups up to **\$120,000 USD in cloud credits** and provides access to IBM Cloud services.

Cloud credits can be used towards:

- **SoftLayer**, IBM's cloud platform, provides global cloud infrastructure built at internet scale with a full-featured API;
- **IBM Bluemix**, a single solution environment with instant resources and infrastructure to develop and deploy apps across multiple domains—fast;
- **Cloudant**, the only fully-managed NoSQL cloud database, accessible through Bluemix.

Go from idea to application with access to IBM's enterprise-class cloud platforms and services at no cost.

#### **The Analytics Starter Program**

was created to empower startups to integrate proven, enterprise-strength software for maximum-value client solutions.

Pay nothing for 18 months for the right to use, distribute, and sell IBM software (IBM Cognos Business Intelligence, IBM SPSS Modeler, and IBM SPSS Statistics) when integrated in your solutions.

### Benefits of Being a Global Entrepreneur Partner

#### **Go-to-Market Support**

Get exposure through IBM's Business and IT leadership events. Join enterprise-meets-startup events to drive new value creation. Reach enterprise clients through the Global Solutions Directory and IBM MarketPlace.

#### **Business Mentorship**

Get personalized support and one-on-one guidance from your IBM relationship manager and mentorship from local business leaders and serial entrepreneurs.

#### **Technical Expertise**

Visit one of our 40 global IBM Innovation Centers for one-on-one technical expertise. Get products at no charge through IBM's software catalogue.

**See reverse side for program eligibility and apply at: [ibm.biz/svstartups](http://ibm.biz/svstartups)**

Program	Qualifications
<b>IBM Global Entrepreneur for Cloud Startups</b>	<p>In business for less than 5 years</p> <p>Less than \$1,000,000 USD in revenues during the last 12 months</p> <p>Not a paying customer for all covered IBM Cloud services covered in application</p> <p>If requesting participation at the \$10,000 USD level, must be working with an approved entrepreneurial community partner (accelerator, incubator, etc.). Contact your community partner to learn more.</p>
<b>IBM Analytics Starter Program</b>	<p>Privately held and in business for less than 5 years</p> <p>Actively engaged in developing a software-based product or service</p> <p>Aligned with IBM growth initiatives, such as cloud, big data and analytics, mobile, social, and security</p> <p>Do not currently re-sell IBM hardware or software</p> <p>A member in good standing in the PartnerWorld Program</p> <p>Participant in IBM Global Entrepreneur</p> <p>Must integrate IBM software into your application</p> <p>Application charge is less than \$150,000 USD for one on-premise license</p>

**Apply at: [ibm.biz/svstartups](http://ibm.biz/svstartups)**