



Networking opportunities resources

Make the connections that are critical to your success



“Chances to collaborate with a wide variety of companies through PartnerWorld Industry Networks help us not only expand our opportunity base, but also tailor solutions to meet our clients’ needs.”

— Terri Kershner, IBM channel manager,
Haverstick Consulting

It’s all about who you know

In the world of sales and marketing, who you know—and have yet to meet—can be critical. IBM PartnerWorld® Industry Networks are a large, global community of Business Partners. By taking advantage of our networking opportunities, you can quickly expand the world of who you know and make the connections that are so critical to your success.

Develop new business relationships and opportunities at industry networks connection events

Being successful in today’s marketplace is about being part of something bigger—an ecosystem of Business Partners. You need partners you can trust, who can help your business

grow and thrive by helping you create demand, close business and provide complementary services and support. Connection events pair industry content with facilitated networking sessions, called partner-to-partner speed dating. The outcome is an expanded network of business executives in the industries that are important to you. By attending connection events, you can connect with IBM industry experts and an ecosystem of IBM Business Partners to leverage knowledge, skills and contacts. Moreover, you have the opportunity to interact with other IBM Business Partners—consultants, systems integrators, resellers and ISVs—to explore joint sales opportunities.



