# Agenda

- Partner Program focus and benefits
- Partner Benefits
- Involved Organizations
- Partner Program levels and eligibility
- Partnership examples
- Partner Program Logos
- Partner Program Validity
- Program fees guidelines
- Partner Program Process
Partner Program Focus

Provide recognition to companies that are investing in ISTQB® scheme
Benefits for Partners

• The main benefits the ISTQB® Partner Program offers are:
  - Permission to place the ISTQB® Partnership Program relevant LOGO and other allowed marketing material on company’s website
  - Unique recognition of the investments made in the certification of testing resources
  - Specific RECOGNITION indicating identity, validity and level
  - Listing of the partner company on ISTQB® worldwide WEBSITE
  - Listing of the partner company on the Local Member Board or Exam Provider WEBSITE
  - Access to ISTQB® Conference Network events at special conditions
  - Receive new syllabi in Alpha version with the opportunity to contribute to their review
  - Participation to the “ISTQB® Partner Forum” that will provide Partners with highlights on the ISTQB® Roadmap and news.
Involved Organizations

- The Partner Program will be **offered to the market** by Member Boards (MB), that is the Board approved by ISTQB® and by Exam Providers (EP), which is a company involved in the delivery of ISTQB® Exams, who can decide to **apply additional local benefits** for Partners, as for example:
  - Discounts/ gratuities on certification exam fees or ISTQB® Events
- The Program is applicable for both **Legal Entities** or **Business Units** within a Legal Entity.
- The Partnership will be managed by MB/EP where the Partner has its legal site or operational unit involved in the Program.
- Training Providers who have testers on board, can apply to become Partners.
- The MBs or EPs may also provide to the Partner a contract issued at the time of Partnership finalization between MB/EP and new partner or an offer followed by a purchase order, made in accordance with the local laws.
Criteria and Levels

• ISTQB® partners will be recognized for a specific level based on the amount of certification points at the time in which the partnership is applied for.

• ISTQB® Partner Program has defined the following levels:
  – SILVER
  – GOLD
  – PLATINUM
  – GLOBAL

• Points can be counted for employees and consultants who work in the company for more than 70% of their time.

• Company can become partner only in the countries in which it has a legal entity.

• Employees or external consultants that are ISTQB® Certified Testers shall work for the company also during the validity year of the Partnership.
Partner Program - Point System (1/2)

Points:
- Foundation certification = 1 point,
- Advanced certification = + 3 points (for each advance level certification module achieved)
- Expert certification = + 5 points (for each expert level certification module achieved)

The points are accumulated and together form a score which is then compared to the number of points required, and the partnership level eligibility is set.
Partner Program - Point System (2/2)

- Conversion between ISEB and ISTQB® Certifications:
  This conversion rules must be used for the eligibility calculation.

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<th>CONVERSION RULES</th>
<th>ISTQB® Foundation</th>
<th>ISTQB® Advanced TM</th>
<th>ISTQB® Advanced TA</th>
<th>ISTQB® Advanced TTA</th>
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Eligibility for Levels

- Other criteria to follow in order to be eligible are:
  - **GOLD** partnership requires to have at least 1 ADVANCED Level certification;
  - **PLATINUM** partnership requires to have at least 3 ADVANCED Level certifications
  - **GLOBAL** partnership requires to have at least 2 GOLD and 1 PLATINUM, partnerships, in at least 2 separate countries (sites and countries will be specified in the Partnership statement)

- An **Eligibility Grid**, that helps companies in the calculation of their Partnership Level, is available on the ISTQB® Partner Program website
Partners Program Points System - Example #1

Potential Partner Company

Eligibility calculation:
some are certified 5 X 1 → 5 points

ISTQB® SILVER partner
Partners Program - Points System - Example #2

Potential partner Company

2 other testers with advanced level TA

6 foundation level

Eligibility calculation:
8 x 1 = 8, 2 x 3 = 6 → 8 + 6 = 14

ISTQB® GOLD partner
Partners Program - Points System - Example #3

Potential partner
Company

Eligibility calculation:
10 foundation level
3 other testers with advance level TA,
2 other testers with advance TM

15 \times 1 = 15, 5 \times 3 = 15 \rightarrow 15 + 15 = 30
ISTQB® PLATINUM partner
Partners Program - Points System - Example #4a

Potential partner Company

5 foundation level

**Eligibility calculation:**

\[ 5 \times 1 = 5 \] ISTQB® SILVER partner

Company grows by 4 testers and decides to certify more people to get the Gold partnership...
Partners Program - Points System - Example #4b

Silver Partner Company

3 brand new advance Level TA

4 brand new foundation level 2 foundation from the past

Eligibility calculation:
9 × 1 = 9, 3 × 3 = 9 → 9 + 9 = 18

ISTQB® GOLD partner
Partners Program - Points System - Example #5

Gold partner Company

3 advance Level TA another 3 with TA and TM

6 foundation level

Eligibility calculation:

12 × 1 = 12 , 6 × 3 = 18 → 12 + 18 = 30

ISTQB® PLATINUM partner
Partners Program - Points System
Example #5

**ISTQB® Gold Partner – USA**

- 3 brand new advance Level TA
- 4 brand new foundation level 2 foundation from the past

Eligibility calculation:
9 \cdot 1 = 9, \ 3 \cdot 3 = 9 \rightarrow 9 + 9 = 18

**ISTQB® Gold Partner – Germany**

- 3 brand new advance Level TA
- 4 brand new foundation level 2 foundation from the past

Eligibility calculation:
9 \cdot 1 = 9, \ 3 \cdot 3 = 9 \rightarrow 9 + 9 = 18

**ISTQB® Platinum Partner – India**

- 3 advance Level TA another 3 with TA and TM
- 6 foundation level

Eligibility calculation:
12 \cdot 1 = 12, \ 6 \cdot 3 = 18 \rightarrow 12 + 18 = 30
Partner Program Logos
Program Validity

- ISTQB® Partner Program has an annual validity;
- Two months before the end of the period, companies can apply for renewing their partnership for an additional year, and will receive a Loyalty Discount of 30% on the Partnership fee;
- Companies can request to upgrade their partnership level before the end of the 1 year period, under the condition that they are eligible for that level. In that case:
  - It will pay only the difference with the previous level fee
  - The one-year validity period will re-start from this moment
Program Fees Guidelines

• All partnerships includes two kind of fees: **Registration Fee** and **Partnership Fee** that must be paid to the reference MB/EP.

• **Registration fee** is a nonrefundable fee and is set to be on the amount of 100 Euro (a flat fee worldwide). This fee is aimed to:
  
  – ISTQB® - administration of information in the website, in the Partner Program, DB, production & distribution of plaque (Platinum and Global partners), etc.
  
  – MB/EP – evaluation and checking of eligibility, administration of information in the website, production and distribution of recognition letter, etc.

• **Partnership Fee** is based on the cost of Foundation exam and is different depending on partnership levels:
  
  – Silver – The cost per year corresponding to two (2) Foundation exams
  
  – Gold – The cost per year corresponding to four (4) Foundation exams
  
  – Platinum – The cost per year corresponding to eight (8) Foundation exams
Program Fees Guidelines

• Registration and partnership fees are annual and shall be paid when applying for the first time to the Partner Program, and for every renewal or upgrade of a Partnership level.

• The **GLOBAL level** involves an additional partnership fee of 2,000 € per year, on top of the local partnership fees.

• The amount of the fee is the same at any level for the first year. Partners that renew their application, for the consecutive coming year and onwards will receive a Loyalty Discount of 30% on the Partnership Fee. The discount will also be given to Partners that are renewing and upgrading at the same time.
ISTQB® Partner Program
Processes – Silver/Gold/Platinum

Application

• Applicant fill out an Application form, pay the registration fee and send the local MB or EP, a list of all certified testers that are working for them with the identification of their certificates.

Evaluation

• The local MB and EP, first sends a Confirmation Letter and checks the application form details and the eligibility. If approved, sends to the applicant an Eligibility notice
• The company has to pay the Partnership fee within a month

Decision

• Upon receiving the payment, the MB or EP sends the ISTQB® Partner Program Acceptance Letter, Recognition and a contract and will update its own website and ISTQB® website.
• The local MB or EP will have to report quarterly to ISTQB® about the Partnerships.
**Application**

- Applicant fill out an *Application form*, pay the registration fee (to the MB/EP) and send to MB/EP, a list of all certified testers that are working for them with the identification of their certificates.

**Evaluation**

- MB/EP first sends a *Confirmation Letter* and checks the application form details and the eligibility. If approved, sends to the applicant an *Eligibility notice*
- The company has to pay the Partnership fee (to the MB/EP) within a month

**Decision**

- Upon receiving the payment, MB/EP sends the *ISTQB® Partner Program Acceptance Letter, Recognition* and a contract and will update its own website and ISTQB® website.
- The local MB or EP will have to report quarterly to ISTQB® about the Partnerships and distribute the fee to the other MB/EP.
The Renewal Processes for both the Silver/Gold/Platinum Level and the Global Level follow the same flow, with the exception that:

• The renewal process can be started by the Partner, who autonomously apply for renewal, or by the Local Member Board or Exam Provider who reminds the Partner about partnership’s expiration.

• If the Partner doesn’t want to renew, the MB or EP will send a ISTQB® Partner Program Decline Application Letter to the Applicant and update the status on the ISTQB® Websites and on its own website.
A partner may want to terminate the Partnership in the middle of the validity period. In this case:

- It has to contact the Member Board or the Exam Provider with whom stipulated the Partnership and make a request of stop of the Partnership, explaining the reason of its decision;
- The MB/EP will process the request of the Partner, updating also the ISTQB® website and general DB and inform ISTQB® Partner Program Chair about the change and the reasons that brought to this situation.
- In case of interruption of the partnership, no fee will be refund.
ISTQB®
Partner Program