Certified Infrastructure Systems Architect
May, 2004
IBM STG Worldwide Technical Sales

This document provides an overview of the Certified Infrastructure Systems Architect (I-SA) job role and guidance to an applicant on how to become a Certified Infrastructure System Architect. It documents a consistent worldwide approach to the role of I-SA deployed worldwide in IBM's Business Partner channels.   Specifically, the role of I-SA applies to System Integrators, IBM Resellers, IBM ISVs, and IBM Distributors, but is not exclusive to these organizations. Business Partners representing other organizations may also apply given sufficient qualifications.

Paul Fried, Vice President, Technical Sales Support, IBM Systems Group and Susan Levy, Director, Field Skills and Education are the sponsoring executives of the I-SA role.

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The following individuals can address questions or concerns regarding this new role of   Certified Infrastructure I-SA. Please direct feedback or questions to any one of the three:

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What is an Infrastructure Systems Architect?

An IBM Infrastructure Systems Architect (I-SA) is an IT technologist that specializes in a technical sales support job role within IBM's Business Partner sales channel. The primary responsibility of the I-SA is to address client requirements with IBM server, storage, and software middleware solutions by providing the technical and architectural design leadership necessary to design, describe, document, and articulate these solutions to address large, complex, multiplatform system client opportunities. An I-SA will also be able to provide strong industry technical leadership in areas of leading edge technology such as:

- eBusiness on Demand
- Linux
- IBM Middleware
  - Websphere
  - Lotus Solutions
  - Tivoli
- Infrastructure Simplification
- Grid

An I-SA may attain Professional Certification in this job role. This Professional Certification will be recognized by both IBM and the worldwide IT community. This document will outline how professional certification can be attained by an I-SA. IBM expects all applicants that are accepted into the program to attain professional certification within one year of program acceptance. To accomodate the one year period of preparation, IBM has established the Pre-Certified period where limited benefits will be provided while the candidate completes the training and certification requirements.

The I-SA, like all members of the IBM sales team, leverages the Signature Selling Method (SSM) for guidance during the execution of sales activities. As a sales technical resource, an I-SA plays three important leadership roles within the SSM model. If a sales team or the I-SA has identified and qualified a complex system opportunity and clarified the client's business vision, the I-SA works with the sales team and the client to translate the client's business vision into a specific technical design. The I-SA can then help develop plans to prove or implement the technical design by coordinating the efforts of other members of the sales and services teams. An I-SA can help generate new opportunities by building relationships with key technical decision makers, and leveraging those relationships to identify new opportunities early in the sales cycle. The I-SA represents IBM's infrastructure "point of view" to the client.

It should be noted that a I-SA can play a role at any point in the selling process as defined by the Signature Selling Method. However, they provide the most value to the sales opportunity when involved early. Architects use technical design methodologies which complement and correspond to steps of the Signature Selling Method. These methodologies directs the technical activities necessary to design and implement a solution.

Infrastructure Systems Architects are unique in four ways:
- They have a **breadth of skills and experience** across several technical specialty areas specifically system platforms, rather than deep skills in one area.
- They use a **methodology** to understand a client's business and technical requirements, to translate those requirements into a technical design, and to develop the implementation plans. As part of the methodology, the I-SA produces a set of **work products** unique to the architectural role.
- They focus on **technical strategy**.
- They employ a **consultative sales approach** to working with a client providing client the capability to understand business value and gain confidence in the proposed solution.

Breadth of skills and experience
The I-SA has a wide range of experiences and technical skills across multiple technical areas. They will have a concentration of technical skills within one or two system technical areas such as enterprise systems, UNIX systems, Intel system, midrange systems or storage. The I-SA will also have a strong technical knowledge base on strategic new technologies such as Linux, Blades, POWER5 and on demand computing. The I-SA uses these

skills and knowledge to develop a comprehensive technical design that can be successfully implemented in a client's environment. In addition, the I-SA will have the professional, business, and sales skills necessary to convince a client to buy the proposed solution. In order to obtain the necessary breadth of skill, an Infrastructure Systems Architect typically has a minimum of eight to ten years experience in the IT Industry . However, IBM is requiring that a new I-SA entering the program have a minimum of five years technical IT experience and a preference of one year architectural experience. This one year architectural experience may be gained through the one year Pre-certified training period.

Methodology
The I-SA must be able to understand both the client's technical environment and the client's business goals and objectives. The I-SA will use an appropriate methodology, or design process, to understand and document the current environment, the future solution, and the steps involved in moving from one to the other. Both the technical plans and the business plans can change during the course of an architectural engagement based on new information, technical feasibility, and changing business circumstances. The use of a methodology enforces a disciplined approach towards accommodating this change. An I-SA candidate will learn at least one methodology as they work towards becoming IT Industry certified as an IT Architect. As part of this program, a candidate will be requested to become certified by the industry recognized "The Open Group Architectural Framework" or abbreviated "TOGAF". In the work leading to certification, the candidate will be educated in the TOGAF preferred methodology.

The primary work product created by an I-SA is a technical design that matches the client's business vision with a solution. In creating this design, the I-SA uses a published, replicable methodology that draws on the skills of the architect as well as peers and other professionals at the client, within the partner firm or IBM, and in the broader technical community. The technical design will be discussed and agreed to by both the client and the client team, and will be used as a blueprint and project plan for the subsequent technical work and sales activities. The technical plan will likely include plans to address operational and technical management concerns such as integration into the existing technical environment, performance and scalability, reliability and maintenance, and the application development and skills processes. The selected method will include additional work products that are utilized during the sales process.

Technical strategy
The I-SA should seek to create strong relationships with key technical decision makers . Often these decision makers focus on technical strategy for their company rather than specific products or tactical implementation issues. The I-SA uses tools like IBM's Application Framework for e-business to articulate the capabilities of IBM systems and software, and to help these clients develop a strategy and vision for their IT systems. Other tools that are helpful to an I-SA are Total Cost of Ownership (TCO) tools, Scorpion Studies, and other tools or sales aids that will be provided by IBM. The I-SA can then shape that vision into a specific technical design.

That technical design should include a plan for identifying and deploying technical specialists to further the sales process. These specialists will be identified by required technical skills and a work plan, and will be sourced from the Business Partner team, IBM technical support team, IBM Global Services, and/or from the client's own technical staff. The I-SA will work with the client and the client sales and technical teams to identify, assemble, and lead the right individuals to complete the needed work. In many cases, the I-SA will remain as a team member while the solution is developed to answer questions, make working modifications, and adjust the technical design as necessary to adapt to new requirements.

Consultative Sales Approach
The I-SA will leverage their technical experience and architectural knowledge through a Consultative Sales Approach with the client. Utilizing a process with the client that focuses on discovery of needs, explorations of solutions, definition of solution approach, and finally understanding business value, the I-SA will develop a trusted relationship with the client. The client will benefit through a better understanding of the business value and will also develop the confidence to proceed with a complex solution. The I-SA candidate will learn how to succeed with a consultative sales approach as they proceed through the process of becoming a certified IBM Infrastructure Systems Architect. The consultative sales approach that will be taught by IBM is the "Discovery Series".
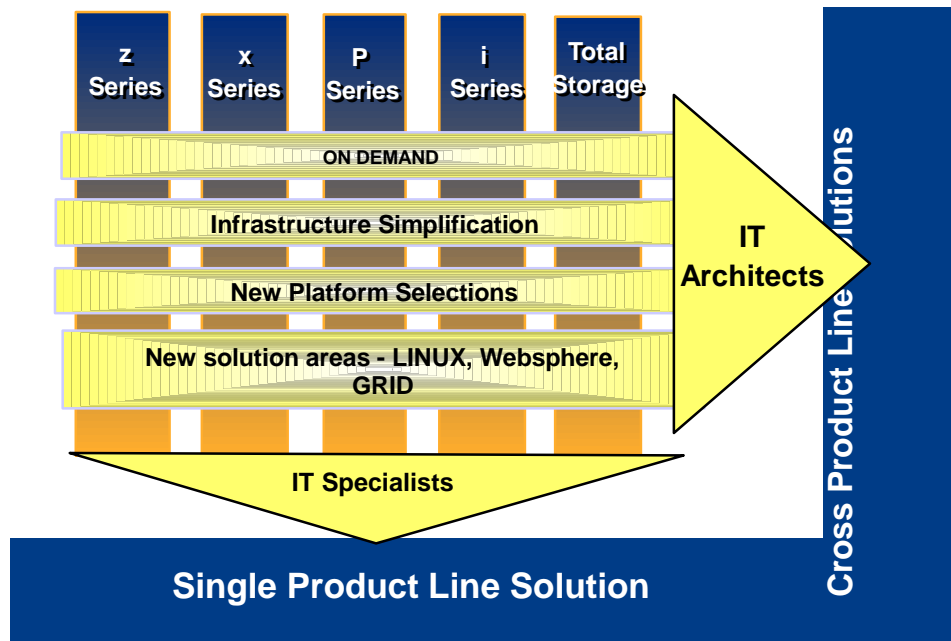
Key I-SA Job Responsibilities
The following lists help describe at a high level the key job responsibilities of an I-SA:
(Please note that this list is not all inclusive, but meant to provide a degree of expectations of I-SA)

- Represent IBM's Infrastructure "point of view" to the client
- Become a "Technical Sales Support" resource who will work with clients to architect, design, present and propose Total Infrastructure Solutions with focus across eServers and TotalStorage.
  - Engage in technical strategies, projects, and activities leading to client adoption of key enterprise-wide new workload and solution areas - e.g. Linux, WebSphere, Storage, Server Consolidation, Grid, Blades
  - Architect on demand solutions leveraging Integrated Industry Solutions
  - Design solutions that leverage storage and integrate multiple eServer brands
- Build strong technical relationships with IBM and senior client technical influencers
  - Engage early in the sales cycle with recommendations on technology directions, new application deployments, platform selection and on demand infrastructure enablement
- Act as technical focal point representing the Partner and IBM Systems and Technology Group (STG) to team and lead in selling Total Solutions that maximize IBM system, storage, and software middleware content
- Lead and facilitate in proposing and implementing the most competitive and technology advanced on demand solutions:
  - Software and Solution Integration with Servers/Storage
  - Server and Storage Consolidation
  - Platform Positioning
  - Large Bid Technical Leadership

The following diagram emphasize that I-SAs will focus on cross systems technologies and drive solutions that will encompass cross product lines.

Why Infrastructure Systems Architect

Solutions in e-business are multidisciplinary.
New e-business on demand solutions are driven by business desires or problems, and require designs that include many IBM products. They often introduce many more integration points than product upgrades, new systems, or replacement projects, and usually include multiple distributed systems and non-IBM components. Since e-business on demand is IBM's growth strategy, supporting it requires architects with a matching skill set.

An open, standards-based industry-wide architecture has emerged based on Internet technologies.
IBM's Application Framework for e-business encompasses the Internet, XML, TCP/IP, Java-based IT industry architecture. The I-SA is needed to explain IBM's architecture and its compliance to the industry model. In addition, an I-SA details how our products fit within this architecture, and how we compare to competitive offerings.

The technologies that underlie the architecture are changing rapidly.
IT Architecture supports a rapidly growing new business model, launching new ideas and new companies and causing older companies to change their business plans at unprecedented rates. In the past, the architecture and development process was stable and well defined. Today, technologies are less stable and change so rapidly that our clients are asking for technical professionals who can give them experienced technical guidance.

What are the Skills Guidelines of an I-SA?

An I-SA may come from a variety of backgrounds and career paths.   They likely will be employed by a Systems Integrator, an ISV, Distributor, or Reseller and will have been involved in IT technical sales support or project management roles. In the earlier part of one's career, they were likely technical specialist involved with experiences such as application programming, systems management, or IT project implementation. and as such will have the foundation and core skills required of a I-SA.

Key Skills
Some of the key skills that an I-SA will have or obtain are as follows:
- Develop architectures using infrastructure technologies and components
- Perform infrastructure modeling, statistical analysis, probability, and simulations to validate designs
- Use sizing and testing tools
- Ability to build key infrastructure work products
- Synthesize business requirements into nonfunctional requirements

In addition to these skills, an I-SA should have the following technical skills related to Systems Group strategies, products, and offerings:

I-SA Guidelines
The guidelines defined in the following are desired objectives for an Infrastructure Systems Architect and are espected to be pursued. It is not expected that an I-SA will have all the skills listed upon joining the job role.

- **Strong IT infrastructure and system skills demonstrated by depth of experience** -   An I-SA should have advanced technical skills on at least two IBM system platforms. Examples could be zSeries and pSeries, iSeries and xSeries, or pSeries and xSeries. It is expected that a new I-SA will possess advanced technical skills on at least one primary platform and therefore will need to gain advanced skills on an additional platform. Skill road maps will be provided for each platform so that education can be obtained for the chosen platform. Education alone will most likely help an I-SA gain an intermediate level of technical skill. Advanced skills are obtained through client engagements and experience.

- **Proven technical project leadership skills demonstrated by client face to face experience** - An I-SA should have project leadship skills having led at least one successful project engagement with a client.   When not in a project leadership, the I-SA candidate must be able to thrive in a team environment.

- **Ability and desire to maintain technical skills on the most advanced technologies** - An I-SA will be faced with technology advances on a regular basis. He/she must develop the skills required to support new technology advancements and be in position to promte these technolgies to appropriate clients. An I-SA must strive to gain advanced techical skills on all strategic STG technologies.   In 2004, these technologies include Linux, Autonomic Computing, Virtualization, Blades, Grid Computing, and of course, on demand computing.   Skill road maps will be provided for each technology so that specific education offerings can be chosen to help develop the required skills and knowledge.

- **Advanced skills on IBM TotalStorage** - A I-SA should develop advanced skills in regard to IBM Total Storage.   Skills road maps for IBM Total Storage will be provided to provide guidance on educational offerings suggested to develop these skills and knowledge.

- **Experience and knowledge in one or more Industries** - An I-SA should develop expertise in technical solutions relevant to at least one key industries, such as Retail, Travel/Transportation, Utilities, Digital Media, Manufacturing, Telecommunications, Insurance, Banking, Health Care, or Government

- **Intermediate skills on IBM Software Middleware -** An I-SA should develop an intermediate level of technical skill on at least one IBM Software middleware offerings such as Websphere Application Server, Lotus Domino, DB2 UDB, or other offerings. Other middleware offerings can be selected in place of the examples provided.

- **Knowledge of Architectural Methodologies** - An I-SA must develop expertise in Architectural Methodologies. It is anticipated that an individual already in the IT Architecture profession will have had both experience and education on architectural methodologies. However, for the new architect, IBM will provide methodology training in a cooperative relationship with The Open Group Architectural Framework (TOGAF). Through TOGAF, an education roadmap plus supporting offerings will be provided.

- **Must hold an IT Architect Certification -** As part of the program with TOGAF, a candidate will have the opportunity to complete requirements for an industry recognized IT Architect Certification.

How Does a Candidate Join the IBM Infrastructure Systems Architect Program?

The first step a candidate must take to join the IBM Infrastructure Systems Architect program is to complete a short application and submit a resume or CV.   This application can be obtained in either of the following two ways:

Contact: Gary Brun
                  Program Manager
                  Brun@us.ibm.com
                  507-253-5310

Download: URL: ???

The application will focus on the following:
- Current product certifications
- Time in an IT Technical role
- Skills
- IT Experience
- Professional History
- Profession Contribution

It will be necessary to obtain a letter or recommendation from someone knowledgeable of the candidates qualificaitons and skills.   The candidates immediate manager or employer could fulfill this requirement.

The only prerequisite that must be met for a candidate to be accepted into the program is to have completed a minimum of five(5) years experience in a technical IT job role.   It is also desired, but not mandatory that a candidate have one year of IT Archtectural experince along with some industry experience.   The one year of IT Architectural experience can be fullfilled through the one year Pre-Certified period.

Acceptance into the I-SA program does not mean that the candidate has become a Certified IBM Infrastructure Systems Architect. Unless the candidate has met all the requirements for Certification described in the following section, they will enter the program as a Pre-Certified candidate and be given one year to complete the requirements; therefore, becoming recognized by IBM and the IT Industry as a Certified IT Architect.   The resume or CV will be forwarded to The Open Group Architectural Framework (TOGAF). TOGAF will have the opportunity to consider the qualifications and acceptability of the candidate entering the TOGAF Certified program.

What are the Requirements to Become a Certified IBM Infrastructure Systems Architect?

To become an IBM Certified IBM Infrastructure Systems Architect after acceptance into the program requires the completion of three activities:

1. The satisfactory passing of three IBM Product Certification tests.
2. Completion of education and IT Architect certification work through "The Open Group Architectural Framework" (TOGAF)
3. Completion of Discovery Series education and satisfactory passing of the Discovery Series.

IBM Product Certification Tests

The satisfactory completion of three IBM Product Certification tests is required. One of these tests is manadatory while the other two may be chosen from available Hardware or Software tests. An I-SA candidate must complete the **" *IBM Certified for e-business - Solution Designer Certification*".** To attain the IBM Certified for e-business - Solution Designer certification, candidates must pass **one exam,** *Test 811 or 815 IBM e-business Solution Design*. Complete information concerning this certification including certification objectives, test prerequisites, and a sample test can be found at: http://www-1.ibm.com/certify/certs/ebcpsdes.shtml

Two technical certification tests can be chosen from the Hardware and Software available tests. However, at least one test needs be from the list of available Hardware tests. The list of acceptable certification tests can be found in the appendix. If two hardware certification tests are chosen, they must be from two different harware platoforms. More information on IBM Product Certification Tests can be found at: http://www-1.ibm.com/certify/certs/index.shtml. Please use this website for total information including test names, objectives, suggested education, and sample tests.

Software	**Hardware**
• CICS	• AIX and IBM pSeries
• IBM DB2 Information Management	• IBM iSeries
• IBM Websphere	• IBM xSeries
• IBM Websphere Business Integration	• IBM zSeries
• Lotus	• IBM TotalStorage
• Tivoli	
• XML	

The Open Group Architectural Framework (TOGAF) Education and Certification

TOGAF, The Open Group Architecture Framework, is an industry standard architecture framework that may be used freely by any organization wishing to develop an information systems architecture for use within that organization.

TOGAF has been developed and continuously evolved since the mid-90's by representatives of some of the world's leading IT customer and vendor organizations, working in The Open Group's Architecture Forum. Details of the Forum, and its plans for evolving TOGAF in the current year, are given on the Architecture Forum web site.

Certification from The Open Group provides customers with assurance that products and services conform to open standards. This assurance enables market growth, and benefits both customers and vendors alike.

In the Architecture field, The Open Group has introduced a TOGAF 8 certification program, in order to ensure the consistent application and usage of TOGAF 8 throughout the industry, and so protect the value of TOGAF 8 to its users.

A comprehensive introduction to the TOGAF 8 certification program is available on the TOGAF certification web site:

http://www.opengroup.org/architecture/togaf8

How does a candidate get started?

When an I-SA candidate is ready to begin work on their quest for a TOGAF 8 certification, the following steps should be followed:

- Go to the I-SA website and complete the online registration form for the TOGAF 8 "Architecting the Enterprise" certification program. Please note that Architecting the Enterprise allows candidates approximately ten (10) weeks to complete the program, so please don't register until ready to start the education.

    I-SA URL:

    If a candidate prefers, an email may be sent to Gary Brun (Brun@us.ibm.com) with a request to register for the TOGAF program.
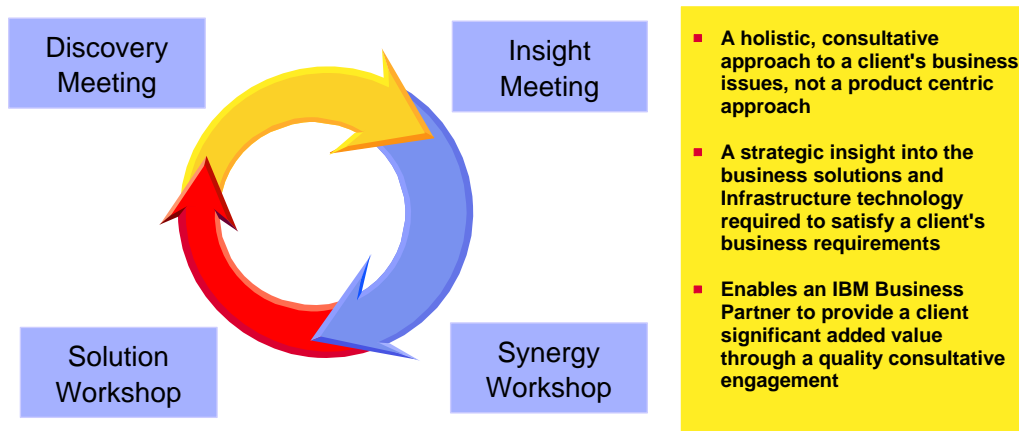
- Once a registration is submitted, IBM will submit it to Architecting the Enterprise. Architecting the Enterprise will then send a CD with all the education material and workbook directly to the candidate. All the instructions and education will be included on this CD. In addition, Architecting the Enterprise will assign a TOGAF mentor to the candidate. All work will be submitted to Architecting the Enterprise throughout the ten week process.

- At approximately four to five weeks, Architecting the Enterprise will notify IBM regarding the candidate's progress through the program. Based upon that status IBM may contact the candidate to discuss progress.

- Once the candidate completes the education and meets the requirements of certfication, Architecting the Enterprise will notify both the candidate and IBM of the successful completion and register the certification with The Open Group. IBM will also send a letter of accomplishment and also record the successful completion in the candidate's I-SA record.

Discovery Series

Discovery Series is a program from IBM that takes a holistic, consultative approach to a client's business issues. It provide a strategic insight into information technology (IT) and business solutions targeted to a client's firm and unique business environment. With Discovery Series a Business Partner will take a complete "big picture" view of a client's business and its specific strengths and challenges. Focus will be placed on business problems, business challenges, and business solutions. Discovery Series is composed of up to four sets of meetings and workshops with the client:

- Discovery Meeting
- Insight Meeting
- Synergy Workshop
- Solution Workshop

Discovery Series: A Model for SUCCESS!

- A holistic, consultative approach to a client's business issues, not a product centric approach

- A strategic insight into the business solutions and Infrastructure technology required to satisfy a client's business requirements

- Enables an IBM Business Partner to provide a client significant added value through a quality consultative engagement

In a **Discovery Meeting**, Business Partner representative meet with the client's executive team to discuss the clien't current business climate, business challenges, growth concerns, and business performance. Real examples in which the partner has helped other firms to increase revenue and productivity or make the leap to new levels of competition will be shared.

In an **Insight Meeting**, the Business Partner team details specific solutions for a client's buiness arena and needs. Hard hitting examples of money-saving solutions , new solutions offered from IBM Development, and a future look at technology as it applies to the client's industry will be provided.

In a **Synergy Workshop**, a highly skilled Infrastructure IT Systems Architect leads the client's business and IT teams through a review of the strategic IT and business issues currently confronting the firm. The Synergy Workshop is targeted at the "Big Picture" of the firms business and IT department, and is not a product presentation. Follwoing the completion of this Workshop, the BP team will deliver to the client a multi-page report detailing not only key strategic IT and business initiatives that the client can benefit from immediately, but will also note any IT "leaky bucket" that might be holding bacu a client's best performance. This report is a valuable resource that the Business Partner prepares at no cost to the client and is written to address the clients environment, business, IT landscape, skill sets and budgets.

A **Solution Workshop** defines, as its name implies, a specific , targeted solution that addresses a specific business and/or IT need identified by the client, or one that surfaced through one of the Discovery Series meetings. This Workshop responds crisply to questions raised by the client regarding a proposed solution.   Questions are answered simply, clearly and documented.

Completing the Discovery Series Requirement

Discovery Series has four education components each accompanied by a self-test:
- Discovery Series Overview
- Delivering the Discvoery Meeting
- Delivering the Synergy Workshop
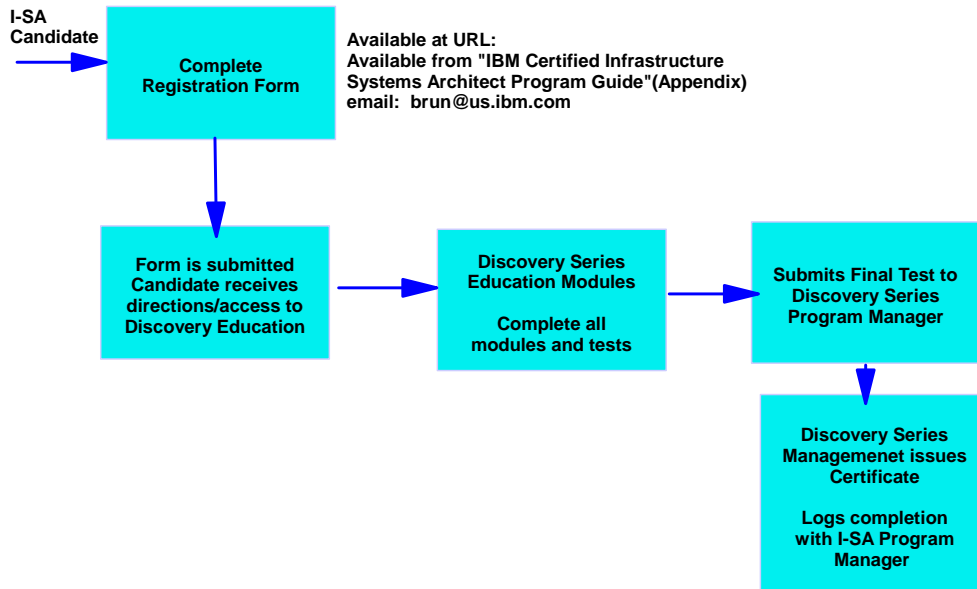- Delivering the Solution Workshop

At the conclusion of the four education components, a single Discovery Series Capstone exam will be provided.

To enroll in the Discovery Series education,   complete the registeration form in the appendix and email to the address provided or go to the following url and complete the registration online.
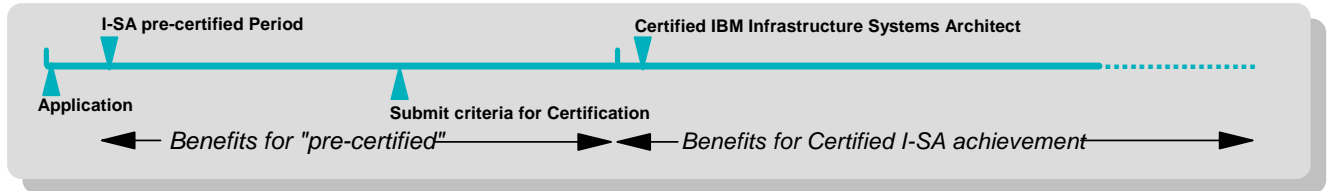
      I-SA URL:

Once you have enrolled in Discovery Series, you will be directed to a website where the Discovery Education and tests will be provided.   Once you have completed your education and taken the final test,   please forward the test to the email address provided on the test.   Your completion will be recognized with a certificate and then logged appropriately as a fulfillment of one of the I-SA requirements.

Discovery Series Engagement Process

I-SA Candidate → **Complete Registration Form**

Available at URL:
Available from "IBM Certified Infrastructure Systems Architect Program Guide"(Appendix)
email: brun@us.ibm.com

Form is submitted Candidate receives directions/access to Discovery Education → **Discovery Series Education Modules — Complete all modules and tests** → **Submits Final Test to Discovery Series Program Manager** → **Discovery Series Managemenet issues Certificate — Logs completion with I-SA Program Manager**

What is the Pre-Certified Period?

IBM realizes that most candidates seeking to become a Certified I-SA will qualify for the program with at least five years of IT Technical Specialist experience and perhaps a year of IT Architectural experience also. However, the chances of having completed the three IBM product certifications, the TOGAF education and certification plus Discovery Series are very slim. Therefore, from the date the candidate is accepted into the program, IBM is providing a period of one year for the candidate to complete all requirements for the IBM Certified I-SA. During the one year, the candidate will be provided a reduced set of benefits and will also be provided help and guidance toward completing the requirements. This one year pre-certified period will also apply to fulfilling the one year of IT Architectural experience.

What Benefits are Provided to a Certified I-SA or a Pre-Certified I-SA?

A number of program benefits will be provided both the Certified Infrastruture Systems Architect and the Pre-Certified Infrastructure Systems Architect.   These benefits continue to be under development and are subject to change.

Certified Infrastructure Systems Architect
- Access to strategic STG Presentations
- IBM Technology Advocate assigned to each I-SA from IBM Development
- Limited Engagement Consulting
- Announcement T3s
- I-SA Collaboration Center for Technical Discussions
- Certified I-SA Conference Calls
- IT Professional Recognition -- Open Group Architect Certification
- Priority access to classroom education

Pre-Certified Infrastructure Systems Architect
- Priority access to classroom education
- TOGAF 8 Certification Fees paid ($1348)
- xx% off the ebod Technical Certification cost
- I-SA Collaboration Center for pre-certified candidates
- Pre-Certified I-SA Conference Calls (monthly)
- Access to selected online education offerings

In addition to the benefits that the I-SA will receive through the program, the client, the Business Partner firm, and IBM will receive benefits:

Client
- Proven technical expertise
- Cost effective architectures
- Simplified IT infrastructures
- Minimized total cost of ownership
- Confidence in the IT solution

Business Partner Firm
- Client confidence in skills
- Client satisfaction
- IT professional recognition
- Potential increased project opportunities
- Higher billing rates potential
- Access to advanced strategies

IBM
- Client satisfaction
- Increased system placements
- Increased client loyalty
- Increased breadth of IBM solutions

Appendix A: IBM Product Certifications

The following IBM Certifications are applicable to the fulfillment of Certification Requirement:

IBM Systems Hardware:

pSeries

IBM Certified Specialist - p690 Technical Support
IBM Certified Specialist - pSeries AIX System Administration
IBM Certified Specialist - pSeries AIX System Support
IBM Certified Systems Expert - pSeries Enterprise Technical Support
IBM Certified Systems Expert - pSeries Cluster 1600 PSSP V5
IBM Certified Systems Expert - pSeries HACMP for AIX
IBM Certified AIX User
IBM Certified Advanced Technical Expert - pSeries and AIX 5L

iSeries

IBM Certified Specialist - iSeries System Command Operations V5R2
IBM Certified Specialist - iSeries System Administration V5R2
IBM Certified Specialist - iSeries Technical Solutions Design V5R2
IBM Certified Specialist - iSeries Technical Solutions Implementation V5R2
IBM Certified Systems Expert - iSeries Technical Solutions LPAR V5R2
IBM Certified Systems Expert - iSeries Domino 6 Technical Solutions V5R2
IBM Certified Systems Expert - iSeries Linux Technical Solutions V5R2
IBM Certified Systems Expert - iSeries Windows Integration Technical Solutions V5R2
IBM Certified Systems Expert - iSeries WebSphere Technical Solutions V5R2

xSeries

IBM Certified Specialist - xSeries Technical
IBM Certified Systems Expert - xSeries Windows 2000
IBM Certified Systems Expert - xSeries Linux
IBM Certified Advanced Technical Expert - xSeries High Performance Servers

Total Storage

IBM Certified Specialist - Open Systems Storage Solutions, Version 2
IBM Certified Specialist - High-End Disk Solutions, Version 2
IBM Certified Specialist - High End Tape Solutions Version 2
IBM Certified Specialist - Mid-Range Storage Technical Solutions Version 3 (Only available in Spanish and Portuguese)
IBM Certified Specialist - TotalStorage Networking and Virtualization Architecture

IBM Software:

IBM Websphere Application Server

IBM Certified System Administrator - WebSphere Application Server V5.0
IBM Certified Advanced System Administrator - WebSphere Application Server for z/OS, V5.0
IBM Certified Systems Expert - Administration for IBM WebSphere Application Server, Advanced Edition, V4.0
IBM Certified Specialist - IBM WebSphere Application Server, Advanced Single Server Edition for Multiplatforms, V4.0
IBM Certified Enterprise Developer - IBM WebSphere Application Server, Advanced Single Server Edition for Multiplatforms, V4.0

IBM Websphere Commerce

IBM Certified Deployment Professional - WebSphere Commerce Business Edition V5.5
IBM Certified Specialist - IBM WebSphere Commerce, Business Edition V5.4, Implementation
IBM Certified Solutions Expert - IBM WebSphere Commerce, Business Edition, V5.4, Customization

IBM WebSphere Development Studio Client for iSeries

IBM Certified Solution Developer - WebSphere Development Studio Client for iSeries, V5.0

IBM WebSphere Portal

IBM Certified System Administrator - IBM WebSphere Portal V5.0
IBM Certified Solution Developer - IBM WebSphere Portal V5.0
IBM Certified Solution Developer - IBM WebSphere Portal for Multiplatforms V4.1, Implementation

IBM WebSphere Studio

IBM Certified Solution Developer - Web Services Development with WebSphere Studio V5.1
IBM Certified Associate Developer - WebSphere Studio, V5.0
IBM Certified Solution Developer - WebSphere Studio, V5.0
IBM Certified Enterprise Developer - WebSphere Studio, V5.0
IBM Certified Developer Associate - IBM WebSphere Studio Family of Products, V4.0.x
IBM Certified Specialist - IBM WebSphere Studio Application Developer for Windows, V4.0.3
IBM Certified Solution Developer - IBM WebSphere Studio Application Developer for Windows, V4.0.3

Websphere Business Integration

IBM Certified System Administrator - WebSphere MQ V5.3
IBM Certified Solution Designer - WebSphere MQ V5.
IBM Certified Solution Developer - WebSphere MQ V5.3
IBM Certified System Administrator - WebSphere Business Integration Message Broker V5
IBM Certified Solution Designer - WebSphere Business Integration Message Broker V5
IBM Certified Specialist - WebSphere MQ Integrator
IBM Certified Solutions Expert - WebSphere MQ Integrator
IBM Certified Solution Designer - WebSphere MQ Everyplace V2.0
IBM Certified Solution Designer - WebSphere MQ Workflow V3.4
IBM Certified Deployment Professional - WebSphere InterChange Server V4 and Toolset

Tivoli

Tivoli: IBM Certified Deployment Specialist

IBM Certified Deployment Professional - Tivoli Data Warehouse V1.2
IBM Certified Deployment Professional - Tivoli SAN Manager V1.3
IBM Certified Deployment Professional - Tivoli Enterprise Console V3.9
IBM Certified Deployment Professional - Tivoli Access Manager for e-business V5.1
IBM Certified Deployment Professional - Tivoli Identity Manager V4.
IBM Certified Deployment Professional - Tivoli Workload Scheduler V8.2
IBM Certified Deployment Professional - Tivoli Enterprise Console V3.8 Network Management
IBM Certified Deployment Professional - Tivoli Storage Manager V5.2
IBM Certified Deployment Professional - Tivoli Storage Resource Manager V1.
IBM Certified Deployment Professional - Tivoli Monitoring V5.1.1
IBM Certified Deployment Professional - Tivoli Privacy Manager for e-business V1.1
IBM Certified Deployment Professional - Tivoli Enterprise Console V3.8 Event Management
IBM Certified Deployment Professional - Tivoli Configuration Manager V4.
IBM Certified Deployment Professional - Tivoli Risk Manager V4.1

Tivoli: IBM Certified Advanced Deployment Professional

IBM Certified Advanced Deployment Professional - Tivoli Enterprise Management Solutions 2004
IBM Certified Advanced Deployment Professional - Tivoli Enterprise Management Solutions 2003
IBM Certified Advanced Deployment Professional - Tivoli Security Management Solutions 2004
IBM Certified Advanced Deployment Professional - Tivoli Security Management Solutions 2003
IBM Certified Advanced Deployment Professional - Tivoli Storage Management Solutions 2004
IBM Certified Advanced Deployment Professional - Tivoli Storage Management Solutions 2003

Tivoli Certified Consultant

Tivoli Certified Consultant - IBM Tivoli Access Manager for Business Integration V3.8.1

IBM DB2 Information Management

IBM Certified Solution Designer - DB2 Content Manager V8
IBM Certified Solutions Expert - DB2 Content Manager OnDemand Multiplatform
IBM Certified Solutions Expert - DB2 Content Manager OnDemand iSeries
IBM Certified Specialist - DB2 V7.1 User
IBM Certified Solutions Expert - DB2 UDB V7.1 Database Administration for OS/390
IBM Certified Solutions Expert - DB2 UDB V7.1 Database Administration for UNIX, Linux, Windows and OS/2
IBM Certified Solutions Expert - DB2 UDB V7.1 Family Application Development
IBM Certified Database Associate DB2 Universal Database V8.1 Family
IBM Certified Database Administrator - DB2 Universal Database V8.1 for z/OS
IBM Certified Database Administrator - DB2 UDB V8.1 for Linux, UNIX and Windows
IBM Certified Application Developer DB2 Universal Database V8.1 Family
IBM Certified Advanced Database Administrator DB2 Universal Database V8.1 for Linux, UNIX, and Windows

Lotus Software

Collaborative Solutions

Application Development
System Administration

Notes and Domino 6/6.5

Application Development
System Administration
Notes and Domino 6/6.5 Recertification

Notes and Domino 5

Application Development
System Administration

Other: Grid Computing

IBM Certified Specialist Grid Computing Technical Sales

Appendix B: Registrations for the TOGAF Education and Certification

The Open Group Architectural Framework
Registration Form

Name:

Company:

Address:

Business Phone:

Mobile Phone:

email Address:

Preferred Start Date: (/   /   )
                              (mm/dd/year)

Would like a mentor?   Yes ☐   No ☐

Return to: brun@us.ibm.com   (507-253-5310)

Appendix C: Completion of the TOGAF Education and Certification Program

I attest that I have completed the education and certification requirements of The Open Group Architectural Framework "Architecting the Enterprise." I have also been granted certification by The Open Group Architectural Framework.

Signature (electronic):

Date: /   /
        (mm/dd/year)

email Address: Phone:

Return to: brun@us.ibm.com   (507-253-5310)

Appendix D: Registration for Discovery Series

Discovery Series
Registration Form

Name:

Company:

Address:

Business Phone:

Mobile Phone:

email Address:

Preferred Start Date: (/   /   )
                                          (mm/dd/year)

Would like a mentor?   **Yes** ☐   **No** ☐

Return to: brun@us.ibm.com   (507-253-5310)

Appendix E: Completion of Discovery Series

I attest that I have completed the Discovery Series.

     Signature (electronic):

     Date: /   /
        (mm/dd/year)

     email Address: Phone:

Return to: brun@us.ibm.com   (507-253-5310)