



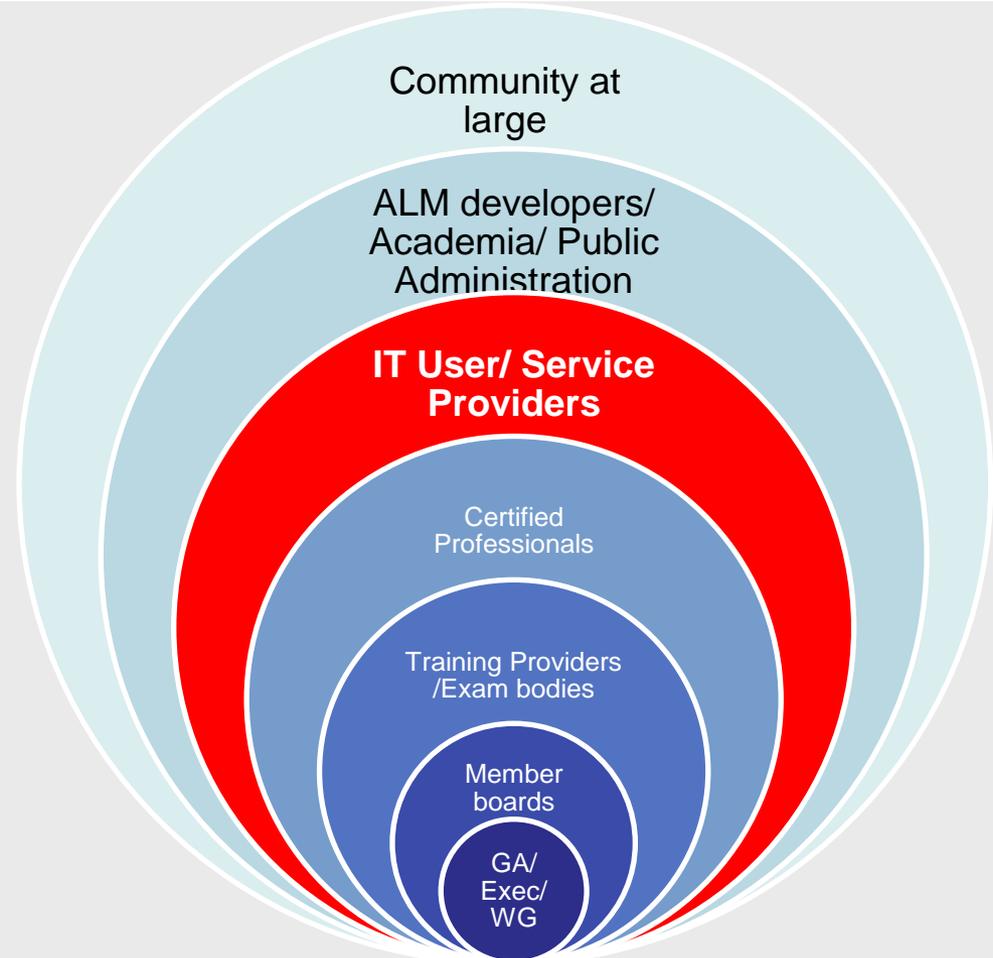
ISTQB® Partner Program At FiSTB info@fistb.fi

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.

FiSTB local benefits to partners

- Special discount for Foundation Level exams
 - For Silver Partner, 20% discount
 - For Gold Partner, 30% discount
 - For Platinum Partner, 40% discount
 - For Global Partner 50% discount
- Special discount for Advanced Level exams
 - For Silver Partner, 5% discount
 - For Gold Partner, 10% discount
 - For Platinum Partner, 15% discount
 - For Global Partner 20% discount

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.

CONVERSION RULES	ISTQB® Foundation	ISTQB® Advanced TM	ISTQB® Advanced TA	ISTQB® Advanced TTA
ISEB Foundation	X			
ISEB Test Management Practitioner (from 1° April 2008)		X		
ISEB Test Analysis Practitioner (from 1° April 2008)			X	

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



5 foundation level

Eligibility calculation:

some are certified 5 X 1 → 5 points

ISTQB® SILVER partner

Partners Program - Points System - Example #2

2 other testers with
advanced level TA

Potential partner
Company

6 foundation level



Eligibility calculation:

$$8 \times 1 = 8, 2 \times 3 = 6 \rightarrow 8 + 6 = 14$$

ISTQB® GOLD partner

Partners Program - Points System - Example #3

Potential partner
Company



3 other testers with
advance level TA,
2 other testers with
advance TM

10 foundation level

Eligibility calculation:

$$15 \times 1 = 15, 5 \times 3 = 15 \rightarrow 15 + 15 = 30$$

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

3 brand new advance
Level TA

Silver Partner
Company



4 brand new foundation
level
2 foundation from the
past

Eligibility calculation:

$$9 \times 1 = 9, 3 \times 3 = 9 \rightarrow 9 + 9 = 18$$

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:

$$12 \times 1 = 12, 6 \times 3 = 18 \rightarrow 12 + 18 = 30$$

ISTQB® PLATINUM partner

Partners Program - Points System Example #5



ISTQB® Gold Partner – USA

Silver Partner Company

3 brand new advance Level TA

4 brand new foundation level
2 foundation from the past

Eligibility calculation:
 $9 \times 1 = 9$, $3 \times 3 = 9 \rightarrow 9+9 = 18$
 ISTQB® GOLD partner

ISTQB® Gold Partner – Germany

Silver Partner Company

3 brand new advance Level TA

4 brand new foundation level
2 foundation from the past

Eligibility calculation:
 $9 \times 1 = 9$, $3 \times 3 = 9 \rightarrow 9+9 = 18$
 ISTQB® GOLD partner

ISTQB® Platinum Partner – India

Gold partner Company

3 advance Level TA another 3 with TA and TM

6 foundation level

Eligibility calculation:
 $12 \times 1 = 12$, $6 \times 3 = 18 \rightarrow 12+18 = 30$
 ISTQB® PLATINUM partner





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

- **Partnership Fee** that must **be paid to the reference MB/EP**.
- **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.

Program fee at FiSTB in Finland

- First year
 - Silver level 300€
 - Gold level 600€
 - Platinum level 1200€
 - Global level additional 2000€
- Next year (renewal) 30% discount of the above

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.

ISTQB® Partner Program Processes – Global Level



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.

ISTQB® Partner Program Processes – Renewal



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.

ISTQB® Partner Program

Interruption of the Partnership



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

At FiSTB info@fistb.fi