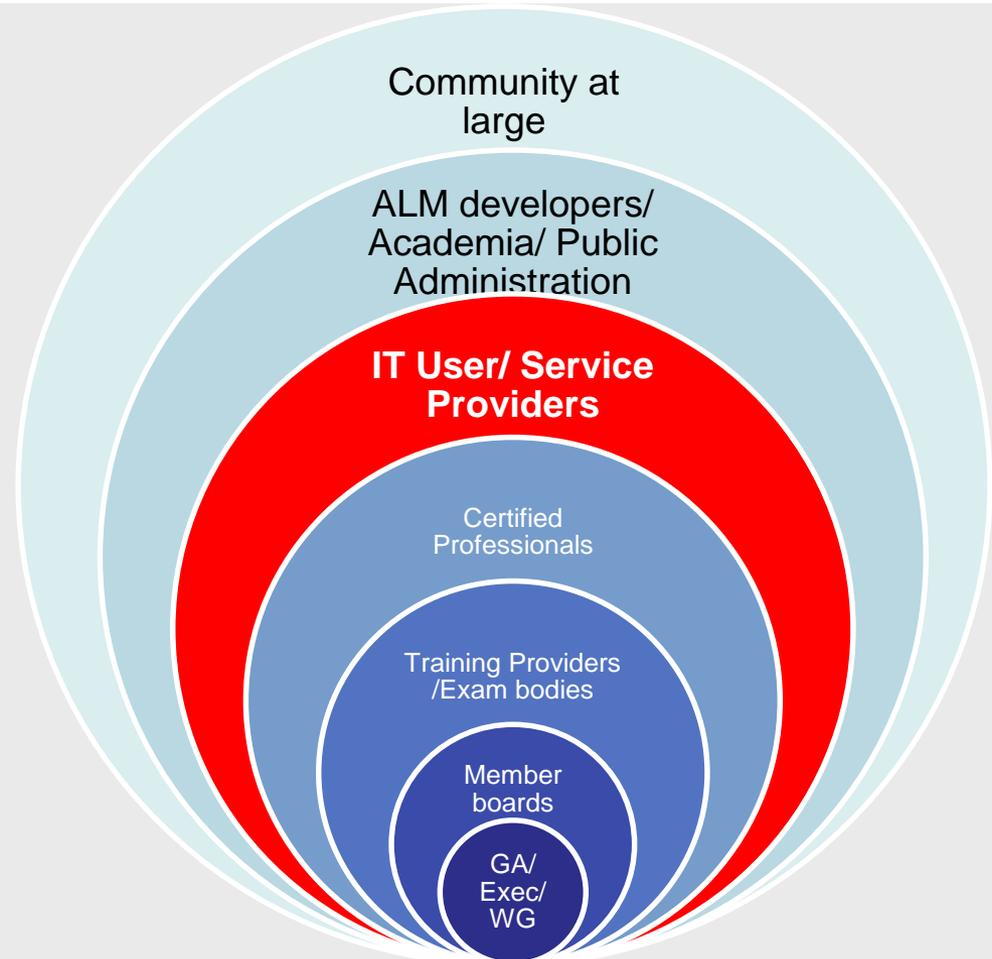# ISTQB®
Partner Program

Agenda

- Partner Program Focus
- Partner Program Benefits
- Involved Organizations
- Criteria and Levels
- Eligibility
- Bringing in Other Standards
- Partner Program Logos
- Partner Program Validity
- Partner Program Fees
- Partner Program Process

Partner Program Focus

Provide recognition to companies that are investing in ISTQB® scheme

Community at large

ALM developers/ Academia/ Public Administration

IT User/ Service Providers

Certified Professionals

Training Providers /Exam bodies

Member boards

GA/ Exec/ WG

Partner Program Benefits

- The main benefits the ISTQB® Partner Program offers are:

    - Permission to place the ISTQB® Partnership Program relevant LOGO and other marketing material on company's website
    - Unique RECOGNITION of investments in certification of testing resources
    - Specific RECOGNITION indicating identity, validity and level
    - Listing of partner on ISTQB® worldwide WEBSITE
    - Listing of partner on Local Member Board's or Exam Provider's WEBSITE
    - Access to ISTQB® CONFERENCE Network events at special conditions
    - Receive new syllabi in BETA VERSION with opportunity to contribute to review
    - Participation to the "ISTQB® Partner Forum" that will be established and will inform Partners about highlights on the ISTQB® Roadmap and news.
    - Linking other prominent and compatible Certification Standards to ISTQB (ISEB).

Involved Organizations

- The Partner Program will be **offered to the market** by Member Boards, who are the representatives of the ISTQB® in a country or region, and by Providers of ISTQB® Exams.

- The Member Board or Exam Provider handling the partnership provides the legal agreement establishing the partnership, according to local laws.

- The Member Board or Exam Provider can decide to offer *additional local benefits* for Partners, as for example Discounts/ gratuities on certification exam fees or ISTQB® Events…

- For regions with no Member Board or Exam Provider, the ISTQB® serves as point of contact, allowing organizations to join in anyways!

- Training Providers who have ISTQB® certified staff, can also join.

Criteria and Levels

- ISTQB® partners will be recognized for a specific level based on the certification points they collected.

- ISTQB® Partner Program offers the following levels:
    - **SILVER**
    - **GOLD**
    - **PLATINUM**
    - **GLOBAL**

- Points can be counted for employees and external consultants that are
    - ISTQB® certified
    - working for the company for the majority of their time during the greater part of the validity period of the partnership

- A company can become a partner in any country in which it has a legal entity.

Eligibility – Certification Points

- Points:

    – Foundation certification = 1 point,

    – Foundation Extension 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 represent a score which is then compared to the number of points required, and the partnership level eligibility is determined.

Eligibility - Levels

- Other requirements to be eligible are:

    – **GOLD** partnership requires at least **1 ADVANCED Level certification;**

    – **PLATINUM** partnership requires at least **3 ADVANCED Level certifications**

    – **GLOBAL** partnership requires at least **2 GOLD and 1 PLATINUM** partnerships, in at least 2 separate countries

- On the ISTQB® Partner Program website you can find an **Eligibility Grid,** that helps in the calculation of their Partnership Level.

Bringing in Other Standards - ISEB

- **ISEB Certifications can be counted in!**

Conversion between ISEB and ISTQB® Certifications is as follows:

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	

Partners Program Points System - Example #1

Potential Partner Company

5 members of staff hold a foundation level

Eligibility calculation:
5 X 1 → 5 points
ISTQB® SILVER partner

Partners Program - Points System - Example #2

Potential partner Company

6 members of staff hold a foundation level

2 other testers hold an advanced level TA

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

10 members of staff hold a foundation level

3 other testers hold an advanced level TA,
2 other testers hold an advanced level TM

Eligibility calculation:

15 X 1 = 15 , 5 X 3 = 15   → 15+15 = 30

ISTQB® PLATINUM partner

Partners Program - Points System - Example #4a

Potential partner Company

5 members of staff hold a foundation level

Eligibility calculation:

5 X 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 levels from the past

Eligibility calculation:

9 X 1 = 9 , 3 X 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 members of
staff hold a
foundation level

Eligibility calculation:
12 X 1 = 12, 6 X 3 = 18 → 12+18 = **30**
ISTQB® PLATINUM partner

Partners Program - Points System
Example #5 – Global Regular/Direct

ISTQB® <u>Gold</u> Partner – USA

3 brand new advance Level TA

Silver Partner Company

4 brand new foundation level 2 foundation from the past

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

ISTQB® <u>Gold</u> Partner – Germany

3 brand new advance Level TA

Silver Partner Company

4 brand new foundation level 2 foundation from the past

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

ISTQB® <u>Platinum</u> Partner – India

3 advance Level TA another 3 with TA and TM

Gold partner Company

6 foundation level

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

Partner Program Logos

Program Validity

- ISTQB® Partner Program has an annual validity period. And can be renewed on a yearly basis.

- When renewing Partnership, Member Boards and Exam Providers may offer discounts!

- Companies can upgrade their partnership level before the end of the ongoing period - if they are eligible for the new level.
  In that case they will:

  - buy their upgraded Partnership for the next validity period with the new fee

  - get listed and advertised as a higher Level Partner for free for the remainder of the ongoing validity period.

Partner Program **Fees**

- All partnerships include a partnership fee that is paid to the selling body (Member Board or Exam Provider).

- The Partnership Fee is linked to the cost of a Foundation exam in your country multiplied by a factor that depends on the partnership level:

    – Silver   by 2: The cost per year corresponding to two Foundation exams

    – Gold   by 4: The cost per year corresponding to four Foundation exams

    – Platinum   by 8: The cost per year corresponding to eight Foundation exams

- Please refer to your local Member Board or Exam Provider for applicable fees!

Partner Program Fees – Going Global

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

- Partners that renew their application, for a consecutive year to the previous validity period and onwards will receive a Loyalty Discount of **30%** on the Partnership Fee.

- Successful payment of the Partnership fee is a precondition to starting the validity period of any Partnership.

ISTQB® Partner Program
Processes – Silver/Gold/Platinum

Application

- Applicant fills in an *Application form*, and sends it to the local MB or EP

Evaluation

- The local MB and EP checks the application form details and the eligibility.
- If approved, the MB/EP issues an *Eligibility notice and invoice*
- The company confirms the Partnership by paying the fee

Decision

- The MB / EP sends the *ISTQB® Partner Program Acceptance Letter, Recognition* and will update its own website and ISTQB® website.
- The local MB or EP reports to ISTQB® about the partnership.
- ISTQB® will update its homepage.

ISTQB® Partner Program
Processes – Global Level - Regular

Application
- Applicant fills in an *Application form*, and sends it to the local Member Board (MB) or Exam provider (EP)

Evaluation
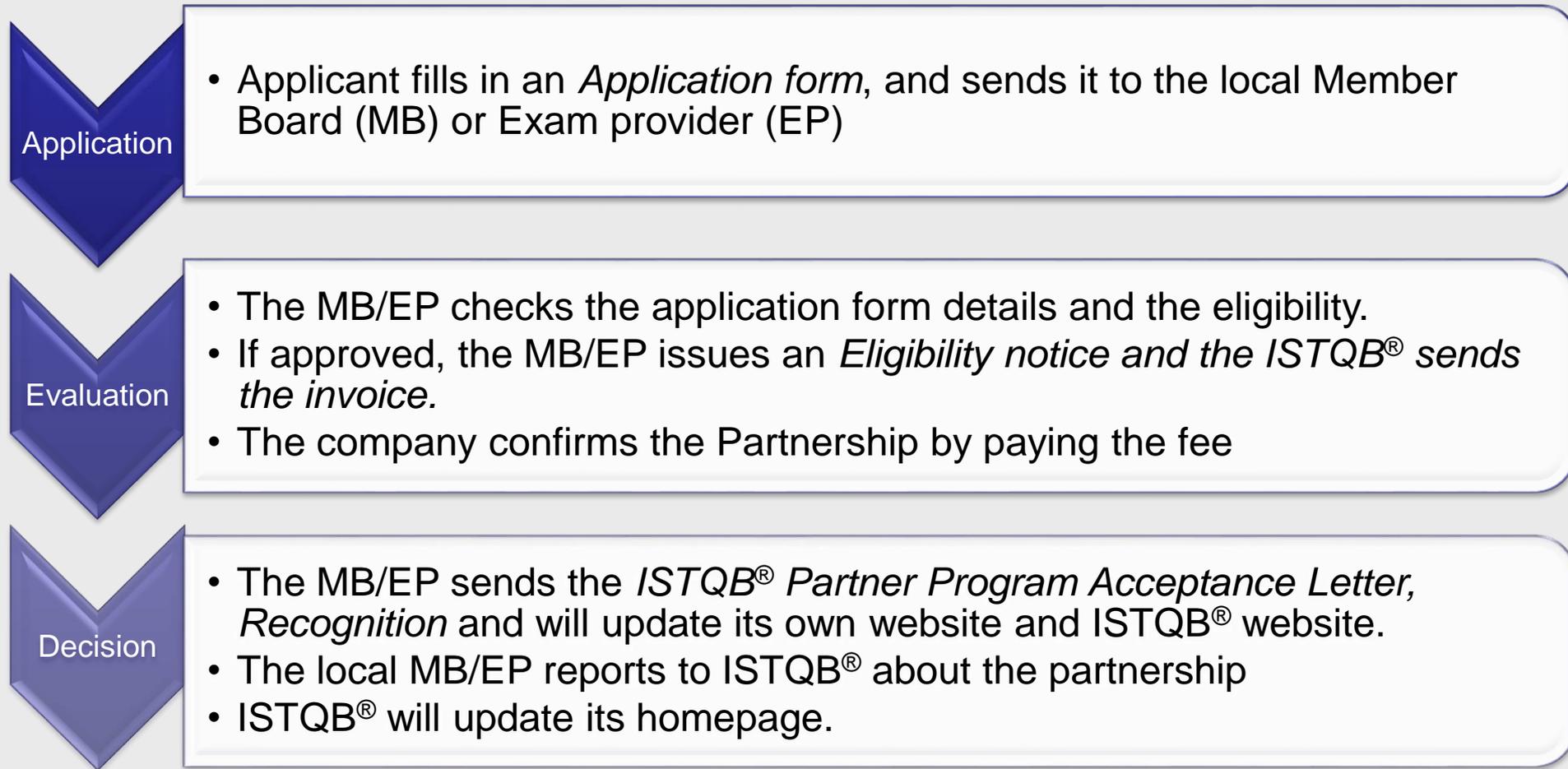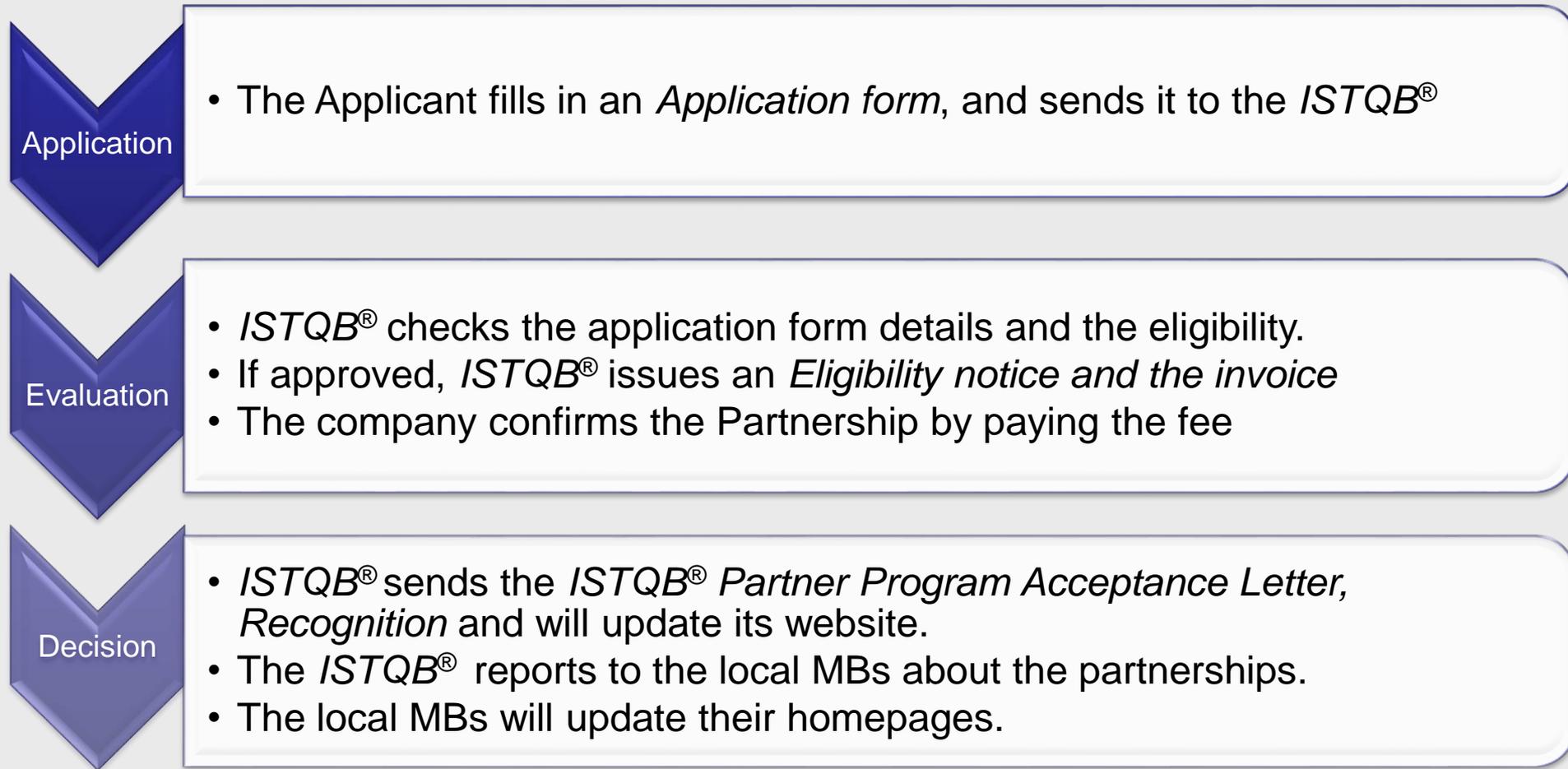- The MB/EP checks the application form details and the eligibility.
- If approved, the MB/EP issues an *Eligibility notice and the ISTQB® sends the invoice.*
- The company confirms the Partnership by paying the fee

Decision
- The MB/EP sends the *ISTQB® Partner Program Acceptance Letter, Recognition* and will update its own website and ISTQB® website.
- The local MB/EP reports to ISTQB® about the partnership
- ISTQB® will update its homepage.

ISTQB® Partner Program
Processes – Global Level - Direct

Application

- The Applicant fills in an *Application form,* and sends it to the *ISTQB®*

Evaluation

- *ISTQB®* checks the application form details and the eligibility.
- If approved, *ISTQB®* issues an *Eligibility notice and the invoice*
- The company confirms the Partnership by paying the fee

Decision

- *ISTQB® sends the ISTQB® Partner Program Acceptance Letter, Recognition* and will update its website.
- The *ISTQB®* reports to the local MBs about the partnerships.
- The local MBs will update their homepages.

ISTQB® Partner Program
Processes – Renewal

- The Renewal Processes for all Levels follow the same flow as the initial application.

- Local Member Boards or Exam Providers will help you to remember renewing prior to expiration.

ISTQB® Partner Program
Termination of the Partnership

If you want to terminate your Partnership:

- Do not renew an expiring Partnership or – during a running validity period - inform the Member Board or the Exam Provider with whom you stipulated the Partnership of your wish and ask them to stop of the Partnership.

- The MB/EP will process the request of the Partner, update the websites and inform the ISTQB® about the change.

- Please note that partnership fees for ongoing validity periods will not be refunded.

ISTQB® Partner Program
Upgrade of the Partnership

If you want to upgrade your Partnership:

- You can do so with the usual renewal process.
- Simply inform the Selling Body with whom you stipulated the Partnership that you wish to upgrade.
- You will still profit from discounts offered for renewing partnerships.

ISTQB®
Partner Program