ISTQB® Partner Program

Partner Information Sheet

Version 2.1.4

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1 INTRODUCTION

The **ISTQB® Partner Program** recognizes organizations that demonstrate commitment to software testing certifications.

It is in the ISTQB®'s best interest to intensify the relationship with such organizations, providing a partnership scheme to further develop the co-operation with a win-win approach. This document includes general regulations concerning the ISTQB® Partner Program.

The Program comprises four levels of partnerships: three local ones (called Silver, Gold, and Platinum) and Global. For local partnerships, the level of partnership an organization can obtain is determined based on an accumulation mechanism of Certification Points, as described in this document.

2 BENEFITS OF JOINING IN THE PARTNER PROGRAM

Organizations participating in the ISTQB® Partner Program receive a number of benefits:

★ Permission to use the ISTQB® Partner Program **LOGO** on the Partner's website, and other associated marketing material as appropriate.
★ Recognition of the Partner's **TESTING EXPERTISE**, both in the local and international market.
★ Official **RECOGNITION** through ISTQB® as the world's leading software test qualification standard organization, indicating identity/location, validity and level.
★ Listing of the Partner on the **ISTQB® WEBSITE.**
★ Listing of the Partner on the National **ISTQB® Member Board's or Exam Provider's local websites.**
★ Special privileges in relation to ISTQB® related **events and conferences**
★ Eligibility to receive the **Beta version** of new ISTQB® Syllabi with the opportunity to contribute to its review.
★ Honorary membership of the exclusive "**ISTQB® Partner Forum**" (to be established) which will allow Partners to receive news on the ISTQB® Roadmap.
★ Discounts at **ISTQB® Conference Network** w/w.
★ **Local benefits** from National ISTQB® Member Boards and/or Exam Providers.
★ **Discounts** for renewing an existing partnership.
★ **Linking** your ISEB certification to the ISTQB® recognition scheme.

3 DETERMINING ELIGIBILITY: CERTIFICATION POINTS

Organizations, business units or training partners are eligible to become ISTQB® Partners if they employ a sufficient number of ISTQB® (or ISEB) certified staff. External consultants can be added to this count if they work for the company for 70% or more of the company's standard full working hours for a minimum of 8 consecutive months, during the validity period of the partnership.

Each certification ads a number of points to the count:

- ★ Foundation Level certification – 1 point (CTFL)
- ★ Foundation Level Extension certification – 1 point (CTFL – AT, CTFL – MBT, etc.)
- ★ Advanced Level certification – 3 points for each individual module (CTAL – TM, CTAL – TA, CTAL – TTA, CTAL – ST, etc.)
- ★ Expert Level certification – 5 points for each individual module

The points for the organization are added up to determine the partnership level for which it is eligible.

ISEB Certifications convert to ISTQB® certifications as follows:

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

4 DETERMINING ELIGIBILITY: PARTNERSHIP LEVELS

The individual levels require the following achievements:

- ★ Silver   - 5 certification points
- ★ Gold   - 14 certification points
              - a minimum of 1 Advanced Level certificate
- ★ Platinum   - 30 certification points
              - a minimum of 3 Advanced Level certificates
- ★ Global   - 2 locations with Gold Partner status
              - 1 location with Platinum Partner status
              - these need to be spread across at least 2 different countries.

4.1   Examples

4.1.1   Silver Partnership

Example 1: A company has 5 test professionals with Foundation certifications. The certification points will be calculated as follows:

 5 with Foundation: 5 X 1 = 5 points

 Total number = 5 points

The company is eligible for the ISTQB® Partner Program Silver level

Example 2: A company has 1 test professional with Advanced Test Manager certification and 1 test professional with Foundation certification. The certification points will be calculated as follows:

 1 with Foundation: 1 X 1 = 1 points

 1 with Advanced TM : 1 x 3 (for Advanced) + 1 x 1 (for Foundation) = 4 points

 Total points = 5 points

The company is eligible for the ISTQB® Partner Program Silver level

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4.1.2 Gold Partnership

Example 3: A company has a team of 8 test professionals: 6 testers with Foundation certification and 2 testers with advanced Test Analyst certification. The certification points will be calculated as follows:

> 6 with Foundation: 6 X 1 = 6
>
> 2 with Advanced TA: 2 X 3 (for Advanced TA) + 2 X 1 (for Foundation) = 8 points
>
> *Total number of points for the company = 14 certification points*

The company is eligible for the ISTQB® Partner Program Gold level.

Example 4: A company has 14 test professionals with Foundation certifications:

> 14 with Foundation: 14 X 1 = 14
>
> *Total number of certification points = 14*

Although the number of points reaches the threshold, the company is not eligible for the ISTQB® Partner Program Gold level since it is necessary to have at least one person with Advanced Level Certificates.

Therefore, the company is eligible only for ISTQB® Partner Program Silver level.

4.1.3 Platinum Partnership:

Example 5: A company has 15 test professionals, 10 with Foundation certifications, 3 with advanced Test Analyst certification and 2 with Test Manager certification:

> 10 with Foundation: 10 X 1 = 10
>
> 3 with Advanced TA: 3 X 3 (for Advanced) + 3 X 1 (for Foundation)= 12
>
> 2 with Advanced TM: 2 X 3 (for Advanced) + 2 X 1 (for Foundation) + = 8
>
> *Total number of certification points = 30*

The company is eligible for the ISTQB® Partner Program Platinum level.

Example 6: A company has 16 test professionals, 10 with Foundation, 2 with advanced Test Analyst certification, 2 with Test Manager certification and 2 with Technical Test Analyst certification:

> 10 with Foundation: 10 X 1 = 10
>
> 2 with Advanced TA: 2 X 3 (for Advanced) + 2 X 1 for Foundation= 8
>
> 2 with Advanced TM: 2 X 3 (for Advanced) + 2 X 1 (for Foundation)= 8
>
> 2 with Advanced TTA: 2 x 3 (for Advanced) + 2 x 1 (for Foundation)= 8

Total number of certification points = 34 – The company is eligible for the ISTQB® Partner Program Platinum

5 HOW TO APPLY

An organization may apply for partnership in any country in which it has a legal representation. Usually the point of contact and selling body will be the National ISTQB® Member Board or a Provider of ISTQB® exams. If the respective region is not covered by an Exam Provider or Member Board, the organization may apply with the ISTQB® directly (see http://partner.istqb.org/ or contact partner_program@istqb.org).

The Member Board or Exam Provider handling the partnership will provide the agreement (a contract or an offer followed by a purchase order) forming the legal basis of the partnership, according to local laws.

After the application was successfully processed, the partnership, including details such as company name, and country, will be published on the ISTQB® website and on the homepages of the Member Board or Exam Provider according to their regulations. The Partner may also choose to publish its partnership status, with a link to the official ISTQB® website.

6 VALIDITY; UPGRADE AND PREMATURE TERMINATION

One ISTQB® Partnership term is one year.

The Partner can apply for upgrading the partnership at any time during the validity period. If the Partner is evaluated eligible for a higher level:

- it may purchase the next year's upgraded Partnership with the new applicable fee
- It will be advertised as upgraded directly after the respective money has been received by ISTQB® treasury.

A Partner may wish to terminate the Partnership during the validity period. In this case the organization needs to contact the Member Board or Exam Provider with whom the Partnership Program is managed, requesting the cancellation of the Partnership.

Please note that no fees will be refunded for the terminations.

7 PARTNER PROGRAM DOCUMENTS AND LOGOS

A Partner will receive the following documents:

- ★ an *ISTQB*® *Partner Program Acceptance Letter*
- ★ an *ISTQB*® *Partner Program Recognition Certificate*
- ★ an *ISTQB*® *Partner Program Logo* and guidelines for its usage on the Partner's websites and on other marketing material.
- ★ in case of Global Partnership: *A Partner Plaque*

These documents are valid during the validity period of the Partnership and are sent by to the Partner by the selling body.

The logos for the various ISTQB® Partnership levels are:

Global Partnership: *A Partner Plaque:*

In addition to the *ISTQB*® *Partner Program Recognition*, and to the Global Partner Logo, Global Partners will receive as many plaques as the number of Business Units that maintain a local partnership and that have contributed to reach the Global Partnership requirements. The Global Partner may use these assets on their marketing material.

8 THE ISTQB® PARTNER PROGRAM PROCESS

8.1 Applying for a local Partnership Level – Silver, Gold, Platinum

To apply, please find the *ISTQB® Partner Program Application/Renewal Form* on the page: http://partner.istqb.org/rules/download.html complete it in and submit it to the local Member Board or Exam Provider. If there is no Member Board or Exam Provider covering your region, please send the form to the ISTQB® directly.

Upon receiving the *Application Form*, the addressed ISTQB®-representative (Member Board, Exam Provider or ISTQB itself) checks your eligibility. Eligibility for a specific Level is confirmed through an *ISTQB® Partner Program Eligibility notice* also including a payment request for the applicable fee (Please find more information on fees in chapt. 9 "ISTQB® Partner Program Fees"). If the provided information was found to not to be sufficient, you will be advised about this and about ways to rectify this circumstance.

If the Applicant agrees with the applicable level, they confirm the partnership, by paying the required fee.

Upon receiving the payment, the local Member Board or Exam Provider will send the documentation proving the Partnership (see chapt. 7 "Partner Program Documents and Logos"). The new status may be displayed on the homepages of the Member Board or Exam Provider according to their regulations and will be displayed on the website of the ISTQB®.

8.2 Renewal of Partnership – Silver, Gold, Platinum

The Partner Program has an annual validity. Additional validity periods can be purchased any time. Selling Bodies are encouraged to remind the Partner about an expiring Partnership as of 2 months before the end of the last validity period.

For renewing the partnership, the Partner will submit an update of the *ISTQB® Partner Program Application/Renewal Form* to the ISTQB®-representative, who has handled the previous partnership recognition.

The applicable level of Partnership is again confirmed through an *ISTQB® Partner Program Eligibility notice* and a payment request or, if applicable, failure to eligibility and ways to rectify this circumstance will be communicated.

The new validity period starts after the end of the previous period and after the required fee was received. It is confirmed by an updated set of Partnership documents according to chapt. 7 and by continued display of the partnership information on the homepages of the Member Board or Exam Provider according to their regulations as well as on the website of the ISTQB®.

8.3   Upgrade of Partnership – Gold, Platinum

A company may want to upgrade to a higher level of partnership. In that case the process remains the same. The eligibility check will evaluate the company against the requirements for the new level.

The Partner can apply for upgrading the partnership at any time during the validity period of an ongoing Partnership. If the partner is evaluated eligible for a higher level, they may purchase the next year's upgraded Partnership with the new applicable fee, and will be advertised as upgraded directly after the respective money has been received by the selling body.

8.4   Failing an Eligibility Check

A company may require a certain level, but only be eligible for a lower level. In that case, the company, after having received the *ISTQB® Partner Program Eligibility Notice*, can decide to quit the process, by communicating its decision to the selling Body.

8.5   Applying for Global Partnership Level

There are two paths to apply for a Global Partnership, from which the applicant can choose.

8.5.1   The Regular Path

This Process applies to organizations that have several different subsidiaries, who have already maintained ISTQB Partner Program partnerships. If one such organization wishes to establish a Global Partnership based on the existing Partnerships, they can contact one of the Member Boards or Exam providers, that they are already maintaining a partnership with, and ask them to guide them through the process.

8.5.2   The Direct Path

This path was introduced as a speed-up process for companies, who have not maintained any Local Partnerships, before. Through this process, they can manage all four partnerships that are necessary to build a Global Partnership through one single business transaction with the ISTQB® as the only contact.

8.5.3   Characteristics

The main differences between the two paths are:

Item	Regular Path	Direct Path
Managing the global partnership from ISTQB-Side and contact for questions and invoicing	Member Board or Exam Provider addressed by the Applicant	ISTQB
Base for request of Global partnership	Existing Partnerships (Gold/Platinum) and filled in Application Form	filled in Application Form, only
Contents of submitted order form	Information about existing Partnerships (contacts and levels)	Information about acquired certification points for all required Partnerships (Gold; Platinum) in different company branches
Eligibility check is performed on	Validity of the existing Partnerships; Alignment of Partnership terms may have to be performed	Certification point count. All required partnerships and Global partnership are issued in one go.
Invoicing	To Member Board or Exam Provider managing the application	To ISTQB directly
Applicable fees (please refer to chapter 9 ISTQB® Partner Program Fees for information of flat fees)	Fees for Gold and Platinum Partnerships are determined through different Member Boards or Exam Providers and may vary. Fee for Global partnership is the same worldwide.	One fee covering all Gold and Platinum Partnerships as well as the Global Partnership. Same Fee worldwide.

9 ISTQB® PARTNER PROGRAM FEES

Partnership fees are annual and shall be paid at the start of each validity period.

9.1 Fees Issued by Member Boards or Exam Providers

The partnership fees for Silver, Gold, and Platinum partnerships are issued by the regional Member Boards or Exam Providers and are adjusted to the local cost structure through a linkage to the cost of a Foundation exam, multiplied by a factor that depends on the partnership level:

★ Silver: cost per year corresponds to **two** Foundation exams.

★ Gold cost per year corresponds to **four** Foundation exams.

★ Platinum cost per year corresponds to **eight** Foundation exams.

There may be loyalty discounts for renewing partnerships.

For more information refer to your Member Board or Exam Provider.

9.2 Global Partnership Fees

For a Global Partnership Regular Path (i.e. handled by a Member Board or Exam Provider) there is an annual flat fee of **2,000 EUR**.

For the Global Partnership, Direct Path, there is only one flat Partnership fee that comprises two Gold and one Platinum Partnership and the listing as a Global Partner. In the first year of the partnership, the fee is **6,000 EUR**.

When renewing a Partnership, fees issued by ISTQB® are reduced by 30% the following year as Loyalty Discount to the applicant, hence for renewing a global partnership Direct Path; the fee is **4,200 EUR** starting with the second consecutive year of the Partnership.

9.3 Including More Local Partnerships in a Global Partnership

For an upgrade of the partnership with an increased number of local partnerships the process follows the usual application process. The eligibility check will evaluate the company against the requirements for the additional local partnerships. If the minimum of 2 Gold and 1 Platinum Partnerships is fulfilled, also additional Silver Partnerships can be advertised through a Global Partnership.

Please refer to the ISTQB Partner Program Manager for the possibility to add more Silver, Gold or Platinum partnerships within your organization to the Global Partnership flat fee.

10 UPDATES TO THESE REGULATIONS

ISTQB® reserves the right to change these regulations with a notice period of six months.