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
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:

<table>
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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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Partners Program Points System - Example #1

Potential Partner Company

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

5 members of staff hold a foundation level
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 \times 1 = 15 \quad , \quad 5 \times 3 = 15 \quad \rightarrow \quad 15+15 = 30

ISTQB® PLATINUM partner
Partners Program - Points System - Example #4a

Potential partner Company

Eligibility calculation:
5 \times 1 = 5 \text{ 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

Eligibility calculation:

\[ 9 \times 1 = 9 \quad , \quad 3 \times 3 = 9 \quad \rightarrow \quad 9 + 9 = 18 \]

ISTQB® GOLD partner

3 brand new advance Level TA

Silver Partner Company

4 brand new foundation level 2 foundation levels from the past
Partners Program - Points System - Example #5

**Eligibility calculation:**

\[ 12 \times 1 = 12, \quad 6 \times 3 = 18 \rightarrow 12 + 18 = 30 \]

ISTQB® PLATINUM partner

3 advance Level TA another 3 with TA and TM

Gold partner Company

6 members of staff hold a foundation level
Partners Program - Points System
Example #5 – Global Regular/Direct

ISTQB® Gold Partner – USA

3 brand new advance Level TA
Silver Partner Company

4 brand new foundation level 2 foundation from the past

Eligibility calculation:
9 x 1 = 9 , 3 x 3 = 9 \( \rightarrow \) 9+9 = 18
ISTQB® GOLD partner

ISTQB® Gold Partner – Germany

3 brand new advance Level TA
Silver Partner Company

4 brand new foundation level 2 foundation from the past

Eligibility calculation:
9 x 1 = 9 , 3 x 3 = 9 \( \rightarrow \) 9+9 = 18
ISTQB® GOLD partner

ISTQB® Platinum Partner – India

3 advance Level TA another 3 with TA and TM
Gold partner Company

6 foundation level

Eligibility calculation:
12 x 1 = 12 , 6 x 3 = 18 \( \rightarrow \) 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.
**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.
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.
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.