



# ISTQB® Partner Program

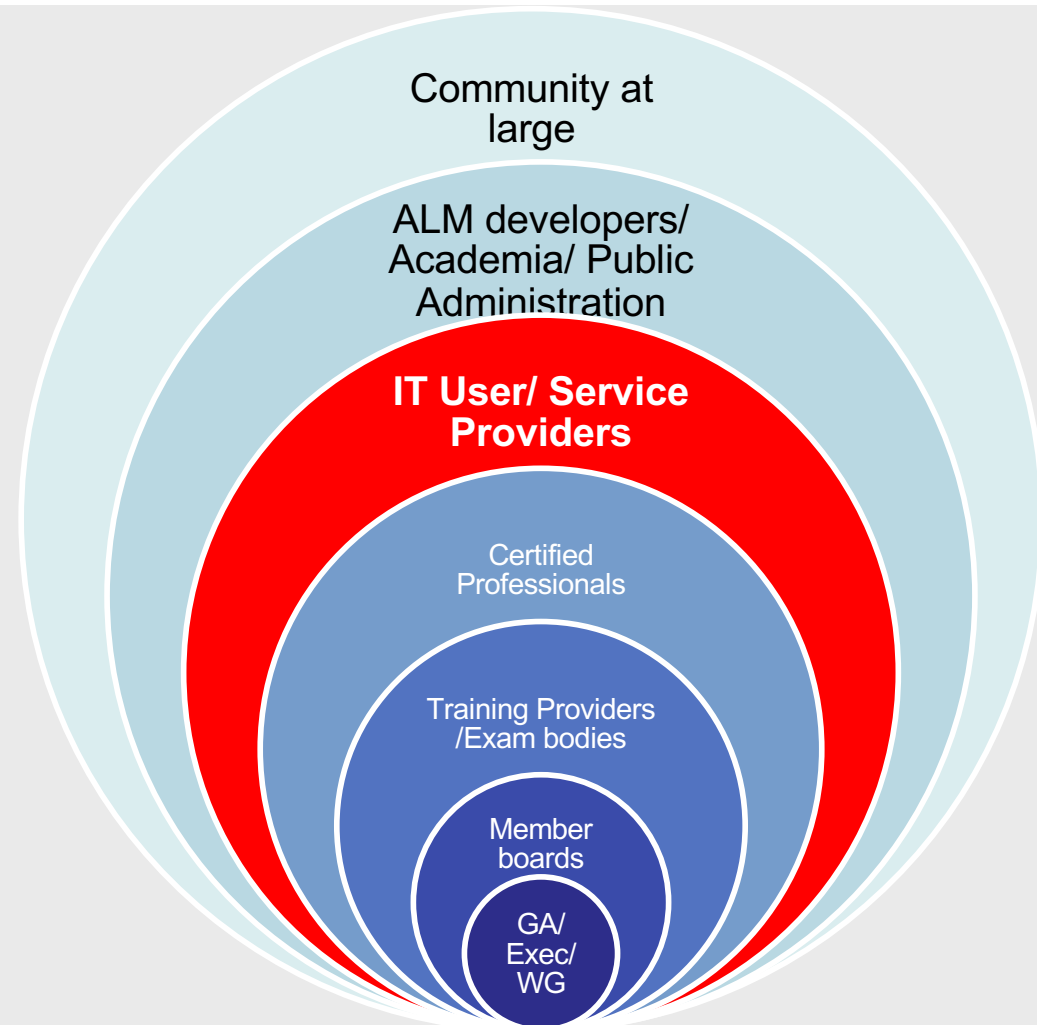


# Agenda

- 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:
  - Place the **ISTQB® Partner Program Logo** on your website.
  - Show official ISTQB®-Recognition of **your testing expertise** to your business contacts, both in the local and international market.
  - Receive **Beta versions of new ISTQB® Syllabi** and contribute to their review.
  - Be listed **on the ISTQB® Website**.
  - Be listed on **National ISTQB® Member Board's or Exam Provider's websites**.
  - Obtain **relation to ISTQB® related events and conferences**
  - Be part of the **local testing scene!**
  - Find out about benefits that may be provided by your Selling Body.
  - Discounts for renewing an existing partnership.
  - Linking your investments in **ISEB certification** to the ISTQB® Certified Tester scheme.



## 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® or ISEB 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,
  - Specialist stream certification (compare to next bullets) = 1 point,
  - Advanced certification = + 3 points (for each advance level certification module achieved)
  - Following specialist stream certificates (CT-TAE, CT-SEC) = 3 points
  - 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:

$5 \times 1 \rightarrow 5$  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:

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

**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:

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

**ISTQB® PLATINUM partner**

# Partners Program - Points System - Example #4a



## Potential partner Company



5 members of  
staff hold a  
foundation level

### Eligibility calculation:

$5 \times 1 = 5$  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  
levels 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 members of  
staff hold a  
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 – Global Regular/Direct



### 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 period. And can be renewed on a yearly basis.
- Renewing a Partnership includes a discount!
- 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

## How to establish a Partnership



### Application

- Applicant fills in an *Application form*, and sends it to the local MB or EP or to the Partner Program Manager of the ISTQB® (in the further called “Selling Body”)

### Evaluation

- The Selling Body checks the application form details and the eligibility.
- If approved, the Selling Body issues an *invoice*
- The company confirms the Partnership by paying the fee

### Decision

- The Selling Body sends *ISTQB® Partner Program welcome Package with Certificate and Logos* and updates its own website.
- The Selling Body reports partnership to any other entities within the ISTQB® ecosystem that are active in the region.
- ISTQB® updates its website.

# ISTQB® Partner Program Processes – Renewal



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

*Please let us know why!*

*We always strive to improve our services and would love to know why you may consider quitting!*

# 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