

Cisco Updates Channel Partner Programs at PartnerSummit

CISCO PARTNER SUMMIT, SAN DIEGO, Calif., March 15, 2006 Cisco Systems® announced that it is evolving its award-winning Channel Partner Program to align with changing customer requirements and market growth opportunities. Read more at [Cisco's Partner Central Channel Partner Program](#) web site.

Cisco Theatre Awards recognize IBM achievements around the world.

The Cisco Theatre Awards are conferred to partners who meet a specific set of requirements, which are designed to identify the best channel partner in each category. Cisco has also built a formalized nomination and selection process that begins with each sales theater identifying and nominating a channel partner for each category.

Theatre: US/Canada

Services Partner of the Year Theatre Award	IBM Canada
CA Enterprise Partner of the Year	IBM US East/ NY Metro
Services Partner of the Year	IBM Canada
IP Communications Partner of the Year	IBM Canada

Theatre: EUROPE

Solutions Partner of the Year	IBM Italy
Solutions Partner of the Year	IBM Austria/Switzerland
Solutions Partner of the Year	IBM European Market

Theatre: JAPAN

Commercial Opportunity Development Award	IBM JAPAN
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Theatre: APAC

Enterprise Partner of the Year, ANZ	IBM New Zealand
IPC Partner of the Year	IBM Thailand

Theatre: Emerging Markets

Enterprise Partner of the Year	IBM Central Eastern Europe
Gold Partner of the Year	IBM Adriatics
Enterprise Partner of the Year	IBM Baltics
Service Provider Partner of the Year	IBM Romania
Gold Partner of the Year	IBM Czech
Gold Partner of the Year	IBM Turkey
Advance Technology, Colombia & Ecuador	IBM Colombia
Global System Integrator of the Year	IBM South America South
Gold Certification Award	IBM South America South
Gold Certification Award	IBM Brazil
Enterprise Award	IBM Brazil
Silver Certification Award	IBM Mexico