

Supporting documents required for IBM Business Partner Agreement

In most countries Business Partners (BP) are not required to provide any supporting documentation during the application.

In some countries BP may be required to provide Commercial Register certificate (or local equivalent).

See the country list with required document below. The documentation requirement is also clearly labelled in the online application - when relevant there is a specific field requesting BP to attach the document.

Region	Country	No	Supporting documents required
North America	USA, Canada **	0	No supporting documents required
Latin America	Brazil	1	1. Contrato/Estatuto Social (última atualização)
	Peru	1	1. Copia Literal del Registro
	Mexico	2	1. Acta Constitutiva 2. Cópia del RFC (tax ID)
	Ecuador	0	No document required
	Colombia	1	1. Certificado de Existencia y Representación Legal expedida con lo máximo de 30 días desde la fecha del requerimiento
	Venezuela	0	No document required
	Argentina	2	1. Estatuto Social 2. Cópia de la CUIT - Clave Única de Identificación Tributaria (tax ID)
	Uruguay	1	1. Certificado de Existencia, Representación y Vigencia
	Chile	3	Para todas las empresas: 1. Documento de Identificación Tributaria de la Sociedad (RUT) - Tax ID Para empresas que usan el modelo "Tu empresa en un día" : 2. Certificado Actualizado de Estatutos Para empresas que no usan el modelo "Tu empresa en un día" : 2. Certificado de Vigencia de la Sociedad emitido por el Conservador de Bienes Raíces 3. Certificado de Vigencia de los Poderes de la Sociedad emitido por el Conservador de Bienes Raíces
	Bolivia, Belize, Costa Rica, Dominican Republic, El Salvador, Guatemala, Haiti, Honduras, Nicaragua, Panama, Paraguay	1	Paraguay: Certificado de vigencia de la sociedad Bolivia: Certificado de Existencia y Representación Legal LCR region: GBM exclusivity, no BP's recruited
Greater China Group	China, Mongolia	2	Tier 1 BP and Distributor 1. Commercial Registration Certificate 2. Documents supporting credit check - Finance report within three months - Audit report for last two years - Contribution verification report Tier 2 BP 1. Commercial Registration Certificate
	Hong Kong, Macau	1	1. Commercial Registration certificate
Asia Pacific	Vietnam, Cambodia, Laos, Thailand, Myanmar, Singapore, Philippines, Malaysia, Indonesia, Timor-Leste, Brunei	2	1. Commercial Registration certificate 2. Tax Registration documents
	India, Bangladesh, Bhutan, Maldives, Nepal, Sri Lanka	2	1. Commercial Registration certificate 2. Tax Registration documents - one of the following two documents needs to provided by the applicant. - copy of Sales tax registration or - copy of Service tax registration
	Korea	2	Tier 1 BP and Distributor 1. Business Registration certificate 2. Documents supporting credit check - CPA (Report from Certified Public accountant) or Revenue of settlement - BPs established more than 2 years ago: Balance Sheet and Income statement - BPs established less than 2 years ago: Credit report if applicable Tier 2 BP 1. Business Registration Certificate
	Australia, New Zealand, Cocos (Keeling) Islands, Christmas Island, Heard Island and McDonald Islands, Kiribati, Norfolk Island, Nauru, Papua New Guinea, Samoa, Solomon Islands, Tuvalu, Tonga, Cook Islands, Fiji, Niue, Tokelau	0	No supporting documents required
Japan	Japan	1	1. 登記簿謄本のコピー
Europe	see list of countries below *	2	1. Commercial Registration certificate 2. Tax Registration documents
Middle East & Africa	see list of countries below ***	1	1. Commercial Registration certificate 2. Tax Registration documents

* Europe list of countries: Belgium, Luxembourg, Netherlands, Germany, Austria, Switzerland, Liechtenstein, France, Andorra, French Guyana, French Polynesia, Guadeloupe, Martinique, Mayotte, Monaco, New Caledonia, Reunion, Wallis & Futuna, Comoros, French Southern Territories (French Southern and Antarctic Lands), St. Pierre and Miquelon, Vanuatu, Italy, San Marino, Vatican City, Denmark, Faeroe Islands (or Faroe Islands), Greenland, Sweden, Norway, Finland, Aland Islands, Iceland, Spain, Portugal, Greece, Israel, Cyprus, Malta, United Kingdom, Channel Islands, Gibraltar, Isle of Man, British Indian Ocean Territory, Falkland Islands, Guernsey, Jersey, Pitcairn Island, Saint Helena, South Georgia & South Sandwich Island, Ireland, Armenia, Azerbaijan, Belarus, Georgia, Kazakhstan, Kyrgyzstan, Russia, Tajikistan, Turkmenistan, Ukraine, Uzbekistan, Albania, Bosnia & Herzegovina, Bulgaria, Croatia, Hungary, Kosovo, Macedonia, The former Yugoslav Republic of Moldova, Republic of Montenegro, Romania, Serbia, Slovenia, Czech Republic, Slovakia, Estonia, Latvia, Lithuania, Poland

*** Middle East & Africa list of countries: Algeria, Angola, Benin, Botswana, Burkina Faso, Burundi, Cameroon, Cape Verde, Central African Republic, Chad, Congo, Congo (The Democratic Republic of the), Côte d'Ivoire, Djibouti, Egypt, Equatorial Guinea, Eritrea, Ethiopia, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Kenya, Liberia, Lybia, Madagascar, Malawi, Mali, Mauritania, Mauritius, Morocco, Mozambique, Namibia, Niger, Nigeria, Rwanda, Sao Tome and Principe, Senegal, Seychelles, Sierra Leone, Somalia, South Sudan, Sudan, Tanzania (United Republic of), Togo, Tunisia, Uganda, Western Sahara, Zambia, Zimbabwe, Afghanistan, Bahrain, Iran (Islamic Republic of), Iraq, Jordan, Kuwait, Lebanon, Oman, Pakistan, Palestinian Territory, Qatar, Saudi Arabia, Syrian Arab Republic, United Arab Emirates, Yemen South Africa, Lesotho, Swaziland Turkey.

** Articles of incorporation required from Canadian BPs that are not from Quebec
