



Impi Linux

ubuntu for africa

Impi Linux Partnership Programme

Impi Linux is a South African company that customises the Ubuntu operating system for South African markets, and offers support and services around its products. It is an official representative of Ubuntu and an official Ubuntu support provider in Africa. Impi's strengths lie in the customisation of Ubuntu to suit a variety of environments, from government and corporate enterprises to SMME's and home users. In addition, Impi Linux involves itself in creating strategies for, planning and managing open source migrations, as well as offering escalated (third tier) support to its partners. Impi has a unique relationship with our upstream provider, Canonical, that allows us efficient access to Ubuntu developers, where critical bugs can be tracked down and fixed.

The purpose of the Impi Linux partnership programme is to create an eco-system of Impi / Ubuntu based support and services in South Africa. The benefits of this are two-fold. Firstly, this will allow Impi Linux to focus on what we do best, to continually meet our customers needs. Secondly, this will create a greater reach for Ubuntu-related products in South Africa, resulting from mutually beneficial partnerships.



Impi Linux Partner Program Application form

1. Company Information

Company Name		
Contact Name		
Postal Address	Physical Address	
City		
State		
Zip / Postal code		
Country		
Telephone		
Mobile		
Fax		
Email contact		

Company Profile (in 200 words or less) or Attach existing company profile	
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Product / Service	Description

Please attach to this form any supporting information that you have showing why you are claiming sufficient qualifications to join the Program. We will use this information to validate your application and ensure that we apply the correct category for your skills and experience.



2. Partner Category

Impi Linux has identified four partner categories. It is possible for a partner to fall into more than one category. The partnership categories are as follows:

- **Support partners:** this includes both first and second tier support companies. Impi Linux differentiates between first and second tier support in that first tier support is any support procedure that can be documented and operationalised. First tier support staff typically help with most of the end-user support issues from finger trouble to simple technical faults. Second tier support staff will typically be at the level of a system administrator, or in this case, an Ubuntu certified professional, and will be able to diagnose and fix a range of technical problems.
- **Training partners:** this includes training of both end users and system administrators. For end user training, Impi Linux is affiliated with the Open ICDL certification. For system administration training, Impi uses the Ubuntu Certified Professional certification, which is a certification built on top of the Linux Professional Institute (LPI) certification.
- **Business partners:** these are organisations who understand Impi's products, services and support structure and are willing to help create business in the market.
- **Platform partners:** this category includes a broad range of partners:
 - OEMs: partners involved in supplying Impi products pre-installed on computer platforms and hardware
 - ISVs: software partners who add value to the Impi Linux products
 - IHVs: hardware partners who assist Impi to include additionally supported hardware in its offerings

The criteria for each of the partnership categories is shown in the table below.

First tier support partner	<ul style="list-style-type: none"> • a commitment to providing first tier support staff • adequate infrastructure to support the operation
Second tier support partner	<ul style="list-style-type: none"> • sufficient Ubuntu certified professionals to handle the support load (Impi recommends one Ubuntu certified professional for every 200 users supported)
Training partner	<ul style="list-style-type: none"> • adequate labs for training • certified trainers (OpenICDL, Ubuntu certification, or both) • approved training materials
Business partner	Understanding of Impi products, costing and support model

Become a partner

Partner Type	
Training Partners	
Support Partners	
Business Partner	
Platform Partner (ISVs, IHVs and OEMs)	

3. Bank and Payment Information

Company Name			
Financial Director			
Telephone Number		Fax Number	
SARS Information			
Income Tax Registration Number		VAT Registration Number	
PAYE Registration Number		Company Registration Number	
Business Type			
Banking Details			
Name of Bank		Branch Code	
Name of Account		Account Number	
Account Type	Current	Savings	
Authorised Signature		Designation	
Signed for and on behalf of:		Company Name	

Please attach to this form supporting information that you have showing. Cancelled cheque, Tax clearance certificate and VAT registration certificate.

4. BEE Information

1. Purpose:

IMPI LINUX (PTY) LTD is committed to Black Economic Empowerment (BEE) program, both at shareholder and employee level. We also support government's strategies for Broad-Based Black Economic Empowerment.

We therefore require that our business partners should show commitment to these initiatives, so we can jointly meet the objectives of government and those of our customers.

2. Definitions:

Black shall mean S.A. citizens from historically disadvantaged communities and will include African, Coloured and Indian citizens only. Individuals from these population groups who are not South African citizens will not be defined as Black.

Black Supplier shall mean any natural person or legal entity that is owned and controlled by Black people. Blacks should hold more than 50% of the equity within the company. Black Empowered Supplier shall mean any natural person or legal entity that is at least 25.1% owned and managed by Black people.

3. Requirements:

IMPI LINUX (PTY) LTD will give preference to our business partners that meet the BEE requirements as explained in the definitions above.

BLACK ECONOMIC EMPOWERMENT SUMMARY:

Ownership	Percentage
% equity owned by blacks	
Directorship	
% of company's management positions occupied by women	
% of company's management positions occupied by black men	
% of company's management positions occupied by black women	
Control	
% voting rights is controlled by blacks	
% voting rights is controlled by black women	
% economic interest is held by blacks	
% economic interest is held by black women	
Overall employment equity analysis	

Please note that it is critical that the information provided in this declaration is accurate and complete. Inaccurate or incomplete information could lead to suspension of the organisation participating in the partnership program.



Declaration

I / We the undersigned hereby confirm the above and enclosed information provided, to the best of my knowledge to be true and correct.

I / We understand that the acceptance of this registration and / or removal of the company represented from the partner programme to be in accordance with the sole discretion of IMPI LINUX (PTY) LTD.

I / We accept the conditions of the IMPI LINUX partnership programme.

Signed on this _____ day of _____ 20__ at _____.

Name	Signature	Capacity	Date

Appendix 1

Terms and Conditions

Each level of partnership is subject to the following terms and conditions.

- Status as Impi Linux Partner is granted for a 12 month period from the day of acceptance.
- Renewal requires re-qualification each year and is governed by the following condition :-
 - As a rule, criteria used to gain status within the Program cannot automatically be used for renewal.
- Partners can only claim the partnership status for the period for which it is granted. Once Partnership status has been lost, the Partner can no longer claim any entitlement to use the Logos or any certified status for hardware, software or engineers.
- Partners must abide by the logo usage guidelines, both for the Impi Linux logo and for the partner / affiliate logos.
- Impi Linux reserves the right to alter the terms of this Program at any time; any partner status which has already been granted will not be affected by those changes, unless it would be beneficial to do so. Impi Linux undertake to inform all existing Partners of these changes within 30 days of any change being made.
- Partners must provide the name and contact details for a single point of contact for all communications with Impi Linux, and ensure that Impi Linux is informed of any changes to these details within 30 days of those changes.

Please complete the following declaration when you apply for Partner Status.

If you would like to Fax a copy of this to Impi Linux Ltd, please fax the completed form to :

+27 11 576 4946

I agree to the above terms and conditions and agree to abide by them and the decisions made by Impi Linux (Pty)Ltd with respect to changes or modifications to the requirements for membership of the Impi Linux Partner Program.

I hereby certify that the information enclosed in this application is accurate and correct, and agree to inform Impi Linux of any changes that affect this agreement.

On behalf of the (Company Name) _____

Signed : _____

Print name : _____

Title : _____

Date : _____