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 Reg. org. number: F8448 (Lux.)

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 COMMON EUROPE  
 Zugerstrasse 47  
 P.O. Box 2223  
 CH-6330 Cham 2  
 Switzerland

**Executive Committee**  
**President**  
 Jan Leth-Kjaer  
 Common Denmark

**Vice President**  
 Shrirang Deshpande  
 Common Belgium

**Treasurer**  
 Jean-Paul Lescat  
 Common France

**Marketing Director**  
 Christoph Cuscoleca  
 Common Austria

**Technical Director**  
 Joost Festen  
 Common Netherlands

**Board of Directors**  
 Common Austria  
 Christoph Cuscoleca

Common Belgium  
 Shrirang Deshpande

Common Denmark  
 Jan Leth-Kjaer

Common Finland  
 Timo Viitanen

Common France  
 Jean-Paul Lescat

Common Germany  
 Frank Pade

Common Great Britain  
 Colin Spofford

Common Israel  
 Itzhak Malach

Common Italy  
 Andrea Ribuoli

Common Luxembourg  
 Jean-Paul Diet

Common Netherlands  
 Joost Festen

Common Norway  
 Henry Karlsen

Common Poland  
 Waldemar Puk

Common Romandie  
 Pascal Koumrouyan

Common Sweden  
 Erik Larsson

Common Switzerland  
 Thomas Schweizer



Dear BoD and contact of Common Europe

01 September 2011

### Education discount

First I hope you have had a nice and relaxing summer and now are ready - for some more good news from Common Europe.

Common Europe has now signed a contract with BTB Gold education provider of IBM courses, conferences etc.

This contract is giving [your members 15% discount](#) – on all these services:

1. All IBM courses.
2. All IBM conferences.
3. Onsite training. (Prices may vary – according to local IBM conditions)
4. E-learning. (For special areas – e.g. Lotus Multimedia Library)

This covers most countries under the umbrella of current Common Europe members – but a few countries are regrettably still in pipeline – but we will keep enrolled countries updated, however please notice that this is a [cross boarder service](#) already now – and important countries like USA is in our mind – covering this as well. So no need to wait to enroll!

I made a longer presentation of the idea for this service during the CEC in Milano in May 2011 (you will find the presentation in CE-website archive) – and our vendor - BTB (Peter Groth) was there – as well, to answer questions etc.

We are very happy to have this service in full action now. [But you need to enrol by sending me 2 names \(a primary and secondary contact\) and 2 email-addresses \(see page 2\) – and take all obligations mentioned there.](#)

It's surely somehow basic, but very very important requirement that the person using this service – and trying to get the discount – is a member of [your](#) organization. Therefore we need those 2 contacts from your organization, which is a requirement for this enrolment.

This is a new service following our new developed and approved strategy – under the keyword of “savings & efficiencies”. You will once again have a unique opportunity to marketing your country organization and get more members. I will therefore encourage you deeply to spread the news to all your contacts and within your organization and everywhere needed – as we have done this work to service and benefit you and your members.

I will be the overall primary contact to this service. However please ensure locally full information and guidance for your members – and please let your primary contact collect as many information as possible to service your members directly and in local languages. At our coming BoD meeting at HQ/Cham in November 2011, I will be available for answering more questions, if needed.

Look at [www.comeur.org](http://www.comeur.org) and find the main webpage for this service – containing the forms and more information.

Best regards  
 Common Europe

*Jan Leth-Kjaer*  
 President

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# Education discount

**Postal address**  
 COMMON EUROPE  
 Zugerstrasse 47  
 P.O. Box 2223  
 CH-6330 Cham 2  
 Switzerland

Enrolment form for:

Country: \_\_\_\_\_

**Executive Committee President**  
 Jan Leth-Kjaer  
 Common Denmark

Name: \_\_\_\_\_ (Primary contact)

Email: \_\_\_\_\_

**Vice President**  
 Shrirang Deshpande  
 Common Belgium

**Treasurer**  
 Jean-Paul Lescat  
 Common France

Name: \_\_\_\_\_ (Secondary contact)

Email: \_\_\_\_\_

**Marketing Director**  
 Christoph Cuscoleca  
 Common Austria

**Technical Director**  
 Joost Festen  
 Common Netherlands

Signature and date:  
 (At least one)

**Board of Directors**  
 Common Austria  
 Christoph Cuscoleca

We hereby accept the following terms.

Common Belgium  
 Shrirang Deshpande

Common Denmark  
 Jan Leth-Kjaer

Common Finland  
 Timo Viitanen

Common France  
 Jean-Paul Lescat

Common Germany  
 Frank Pade

Common Great Britain  
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Common Romandie  
 Pascal Koumrouyan

Common Sweden  
 Erik Larsson

Common Switzerland  
 Thomas Schweizer

1. When being contacted by BTB – one of you have to respond fast – and within 10 working days, to confirm or deny a claimed membership of your organization.
2. BTB will not confirm the class/event to the person, if you don't reply to the request, with a clear feedback.
3. We hereby accept that ONLY current and paid members of your organization will get the confirmation.
4. We will not allow any members to participate without full prepaid participation-fee – and if no reply from your country, your member will be denied access to the conference/class even if paid.
5. All enrolments using this procedure need to be done within 4 weeks before the event/class, else there is not guarantee for a valid participation.
6. We will market this service – all relevant places – repeatedly and will ensure full information and guidance to country members.
7. This service is only available to Common Europe members and will be immediately terminated, if Common Europe member fee is not paid by the country.
8. We will immediately inform Common Europe overall primary contact with changes in above contact names or email-addresses.
9. Common Europe is the owner of the contract and is entitle to modify these terms with 3 month notice – as well as terminate this for all or some countries.
10. Common Europe will have the right to terminate the contract for a country, if we realized no reply – for more than 3 weeks.