# 6 SIMPLE STEPS TO TRANSACT MORE IBM SOFTWARE

**1** · BUSINESS PARTNER X HAS A CUSTOMER Y WITH LICENSING REQUIREMENT

If a business partner cannot transact the software required by its' customers, they simply seek a supplier that can.

**2** · X DID NOT HAVE RELEVANT CERTIFICATION

Often time constraints prohibit business partners from taking sales and technical certifications required to transact sales.

**3** · X CONTACTED ONESOURCE (PORTAL)

Portal has been established for over 10 years and has achieved Platinum partner status, allowing us to sell the entire IBM portfolio.

**4** · ONESOURCE QUOTED THE LICENSING UNDER PORTAL CERTIFICATIONS TO X

Portal can provide quotes within the day, transacting the sale at pre-agreed rates.

**5** · BUSINESS PARTNER X QUOTED CUSTOMER Y

Business partners can quote their customers by utilising Portal's accreditation, increasing upsell opportunities, maximising sales cycles and expanding into new market segments.

**6** · CUSTOMER Y PURCHASED

Business partners retain the ongoing client relationship, servicing their needs and keeping satisfaction rating high.

portal.

**IBM** Platinum Business Partner ™

## TO FIND OUT MORE ABOUT PURCHASING IBM SOFTWARE
### CHOOSEPORTAL.COM OR EMAIL HELLO@CHOOSEPORTAL.COM

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