

PORTAL PARTNERSHIP AND ONESOURCE

Transact IBM software sales without accreditations by utilising Portal's OneSource service

ABOUT ONESOURCE

OneSource allows Business Partners to transact IBM software sales, consulting and support services without the need to hold the appropriate accreditations.

BENEFITS

It allows Business Partners to increase upsell opportunities, maximise sales cycles, increase revenues and expand into new market segments while using the Portal team to administrate the process.

HOW DOES IT WORK

Portal work as a mini distributor, selling IBM software on a Business Partner's behalf. Portal transact the sale with pre-agreed discounted rates, while the original Business Partner retains the ongoing client relationship.

ACCREDITATIONS

Portal is accredited and licensed to provide and support a range of IBM software solutions including, but not limited to:

- **Business Analytics**
Cognos 10 BI Reports, SPSS Modeler Data Analysis
- **Cloud and Smarter Infrastructure**
Maximo Asset Management, Tivoli Application Dependency Discovery Manager
- **Collaboration Solutions**
Notes and Domino, Connections
- **Connectivity**
Sales Professional, Sterling B2B Integrator
- **Digital Experience**
WebSphere Portal
- **Enterprise Content Management**
FileNet Content Manager, Case Foundation, Daeja ViewOne
- **Enterprise Marketing Management**
Tealeaf
- **IBM Smarter Cities**
i2 Analyst's Notebook
- **Information Management**
DB2, InfoSphere
- **WebSphere**
WebSphere Application Server Network Deployment, WAS Network Deployment

TO FIND OUT MORE, SIMPLY GET IN TOUCH WITH THE TEAM ON:

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OR

ONESOURCE@CHOOSEPORTAL.COM

portal. | 10 YEARS OF EXCELLENCE



Founded in 2006, Portal is an award-winning technical service and analytics business that supports some of the world's best known brands; we put ourselves at the centre of your organisation working alongside you as a trusted partner - providing you with the right solution and support to make your business work better. Whilst we are an IBM Premier Business Partner, we represent a diverse vendor list - using technology to help organisations to transform their business for growth, productivity and profitability.

We take pride in ensuring our solutions and managed services are tailored to every customer's individual needs. We believe in offering honest, independent advice and always being available to provide support and guidance; we believe that every project is a partnership and commit to it with the highest levels of dedication and enthusiasm, ready and available when you need us.

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