



A fully integrated environment that enables you to:

- View all information associated with a specific family or part number, including detailed product specifications and selling points, competitive and compatibility information.
- Use a variety of simple “advisors” to determine the best family or model for your business requirements.
- Find and configure a system by family, business use, competitive comparison or technical specification; the configuration can be exported in numerous formats.
- Access simplified memory optimization to ensure the best match with requirements, whether high performance or value.
- Check stock availability in the channel and the IBM supply chain, updated daily. View the IBM supply chain availability category to provide a clear outlook of the part over time.



IBM Pre-Sales Advisor Tool—entitled website

Making it easier for Business Partners to select, configure and source IBM products

What is the IBM Pre-Sales Advisor Tool?

The IBM® Pre-Sales Advisor Tool is a simple-to-use, web-enabled solution that provides easy access to all of IBM's pre-sales information and tools.

Product scope

The Pre-Sales Advisor Tool offers IBM models that include:

- IBM System x® (except IBM iDataPlex® and complex rack configurations)
- IBM BladeCenter®
- IBM System Storage®
- Affiliated options

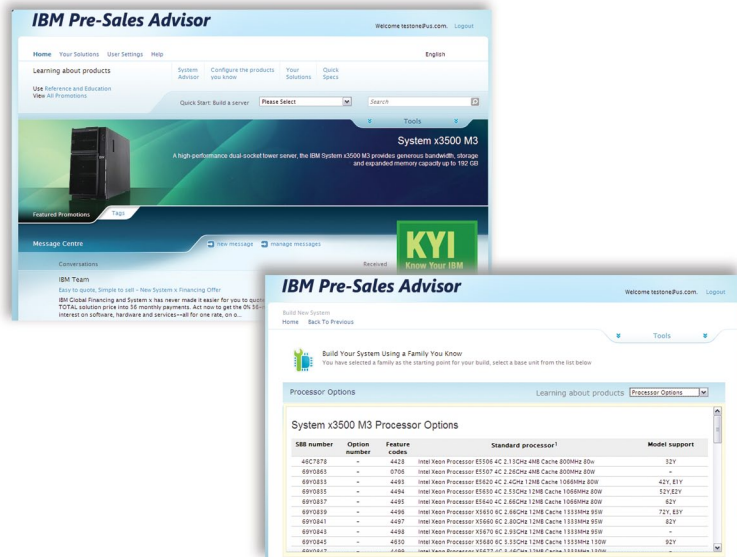
Key features

- Different paths to ensure users of all levels of experience have **fast access** to appropriate steps, processes and pertinent pre-sales information.
- **Validated configurations** that offer you the assurance that you are providing your customers with accurate configurations that will work as is, without modification.
- **Daily updates** on Distributor stock that include time to delivery for out-of-stock items, and a clear view of IBM's availability category for long-term planning.
- **Guided “advisors”** that aid in the selection of the most appropriate product to meet your customer's needs.
- **Competitive comparisons** and the ability to create IBM-equivalent configurations.
- **Message Center** for clear and simple communications between users, including Distributors and Resellers.

Enjoy the many benefits!

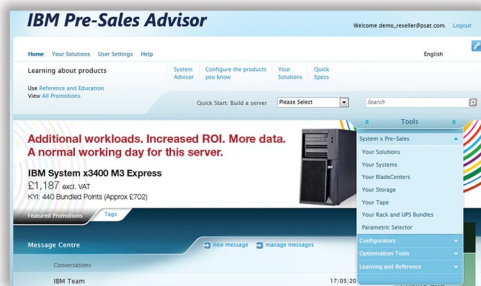
- **Simplifies ease of doing business** with IBM, as IBM Pre-Sales Advisor Tool is quick and easy to use and provides a single website that contains all information and function for any aspect of the end-to-end pre-sales process.
- **Increases productivity** through the seamless navigation among integrated pre-sales information sources and tools, saving you time and effort.
- **Enhanced efficiency** through the elimination of redundant activities and the provision of availability and pricing information.

- Offers the ability to identify the **best configuration** for a large number of key business applications; for example, Exchange, Oracle and SAP. By answering a series of questions related to the use of the business application, the Pre-Sales Advisor Tool will provide hardware and storage recommendations.



Public website available!

Available to support end-user customers and potential new Business Partners, the public website is accessible without a User ID or password. The public website home page is designed to support nontechnical users and provides a subset of information available on the entitled website. List price and a summary of availability are displayed and users can send a completed configuration to their preferred dealer from a selection of dealers provided on the website. As a Business Partner, you can embed the public website into your portal, enabling your customers to find pre-sales information, configure a solution and send it to you quickly.



Productivity capability

Microsoft Office add-in productivity tools enable you to easily access information about IBM products from within Word or Excel and format this information into a Word document or Excel spreadsheet. Compatible with Word or Excel 2007 only.

What's stopping you?

Enjoy the increased efficiency and ease in selecting, configuring and sourcing select IBM products today with the **IBM Pre-Sales Advisor Tool**.

Begin to enjoy the benefits today!

Because the tool is user-friendly, it is easy to get started. Simply visit the [IBM Pre-Sales Advisor Tool website](http://www.presalesadvisor.com), where you can quickly apply for access to the tool.

Get started by visiting www.presalesadvisor.com

Or, you can preview the public website by visiting <http://public.presalesadvisor.com>



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