

IBM Pre-Sales Advisor Tool—public website

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



A fully integrated environment that enables you to:

- View key information associated with a specific family or part number, including detailed product specifications, selling points 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 or technical specification from a simplified view.
- Access simplified memory optimization to ensure the best match with requirements, whether high performance or value.
- Check a summary of stock availability in the channel and access the list price.
- Send your completed or partially completed configuration to a Reseller or Distributors.

What is the IBM Pre-Sales Advisor Tool?

The IBM® Pre-Sales Advisor Tool public website is available to support clients and IBM Business Partners with a simple-to-use, web-enabled solution that provides quick access to IBM's pre-sales information and tools and enables you to quickly browse a selection of IBM's product portfolio. The public website for the Pre-Sales Advisor Tool, which provides a subset of the information available on the Pre-Sales Advisor Tool *entitled* website, does not require a login to access it.

When first accessed, the Pre-Sales Advisor Tool public website checks the language and country data required and defaults to your country of access. You can, however, select from any country supported by the tool. On completion of a product configuration, you can select a dealer from the list provided and send the configuration to that dealer. It is that simple!

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.
- Simple, **graphical configurator** ensuring validated output that offers you the assurance that you will be provided accurate configurations that are ready to use as is, without modification.
- **Guided “advisors”** that aid in the selection of the most appropriate product to meet your needs.
- 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 software recommendations.
- **Advanced memory configurator** allows you to determine the best memory for the selected server, from a price and performance perspective, by providing a filter that is based on key characteristics and the identification of optimal or good performance.

NOTE: Not all features may be available in all countries.



Enjoy the many benefits!

- **Simplifies ease of doing business** with IBM Business Partners and IBM products, as the Pre-Sales Advisor Tool is quick and easy to use and provides a single site that contains all the necessary information on select IBM products.
- **Increases productivity** through the seamless navigation among integrated pre-sales information sources and tools, saving you time and effort.
- **Increases capability** for options and cross-brand attachments, which assists you in your configuration and purchasing decisions and helps ensure you are building a robust solution to meet your needs.

Microsoft Office 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 new public website for the **IBM Pre-Sales Advisor Tool**.

Begin to enjoy the benefits today!

Since the tool is user-friendly, it is easy to get started and enjoy the wide range of benefits. Simply visit the IBM Pre-Sales Advisor Tool public website at <http://public.presalesadvisor.com>



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