

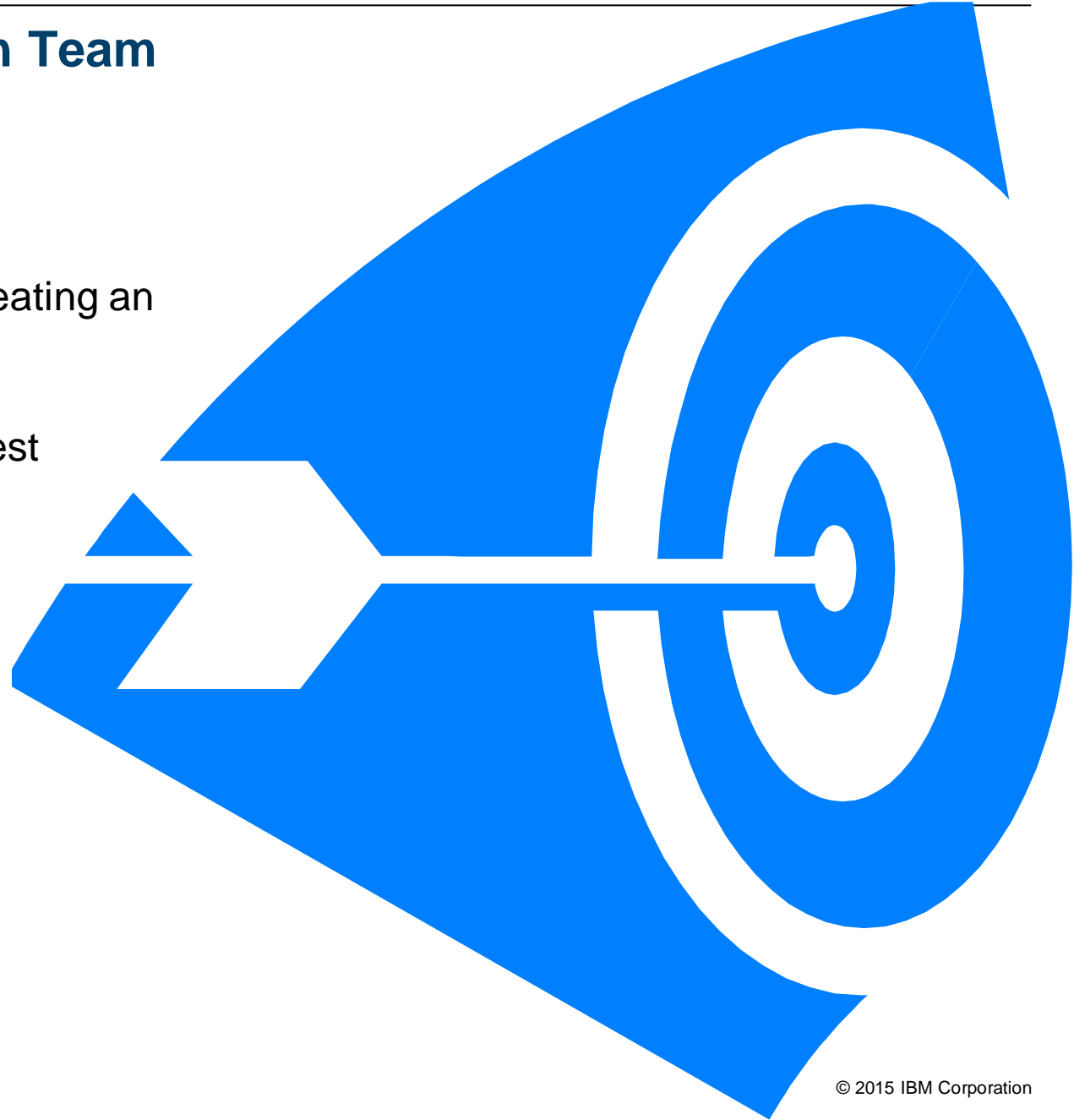
Building the Solution Team



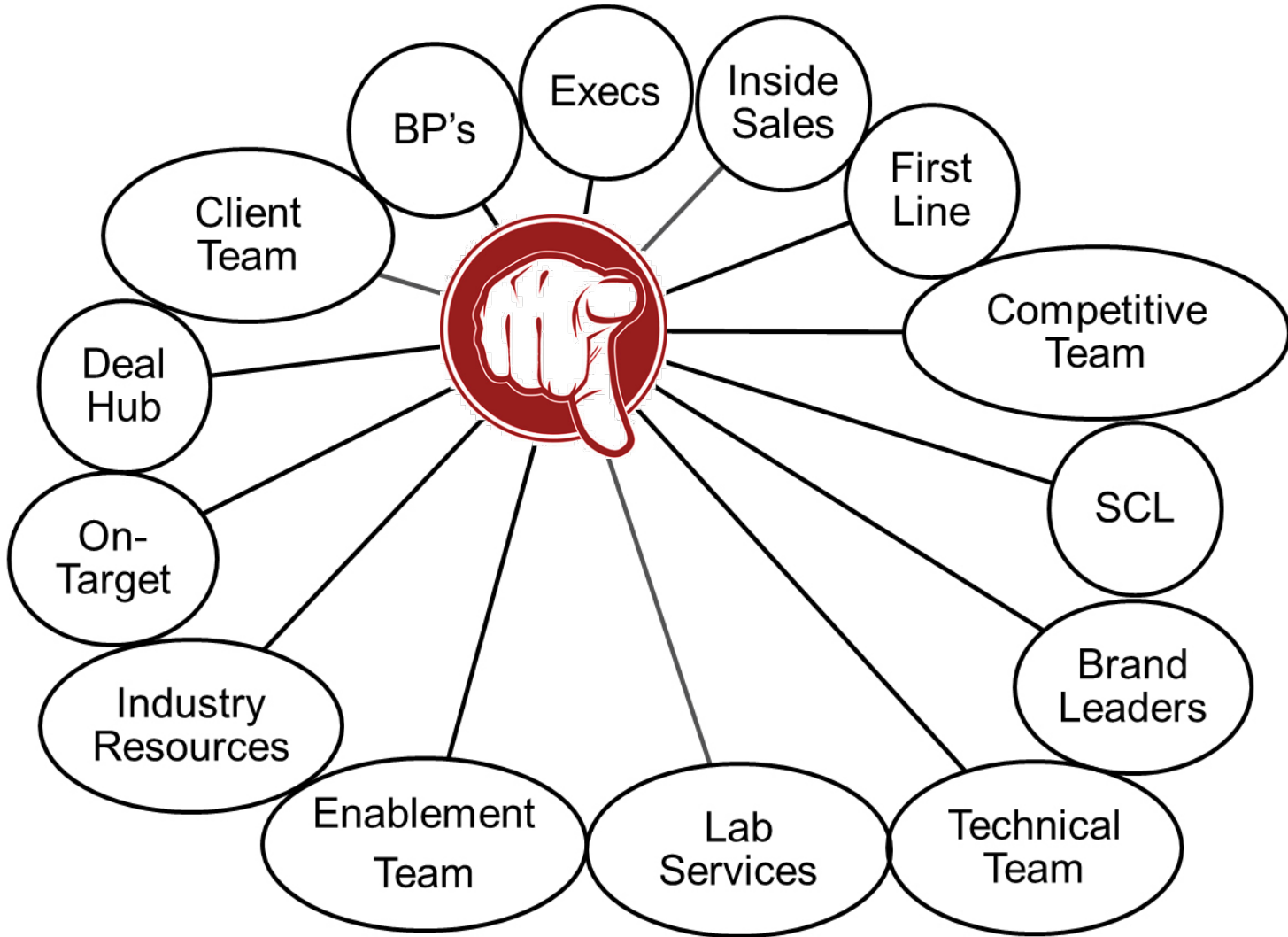
Building the Solution Team

Objectives

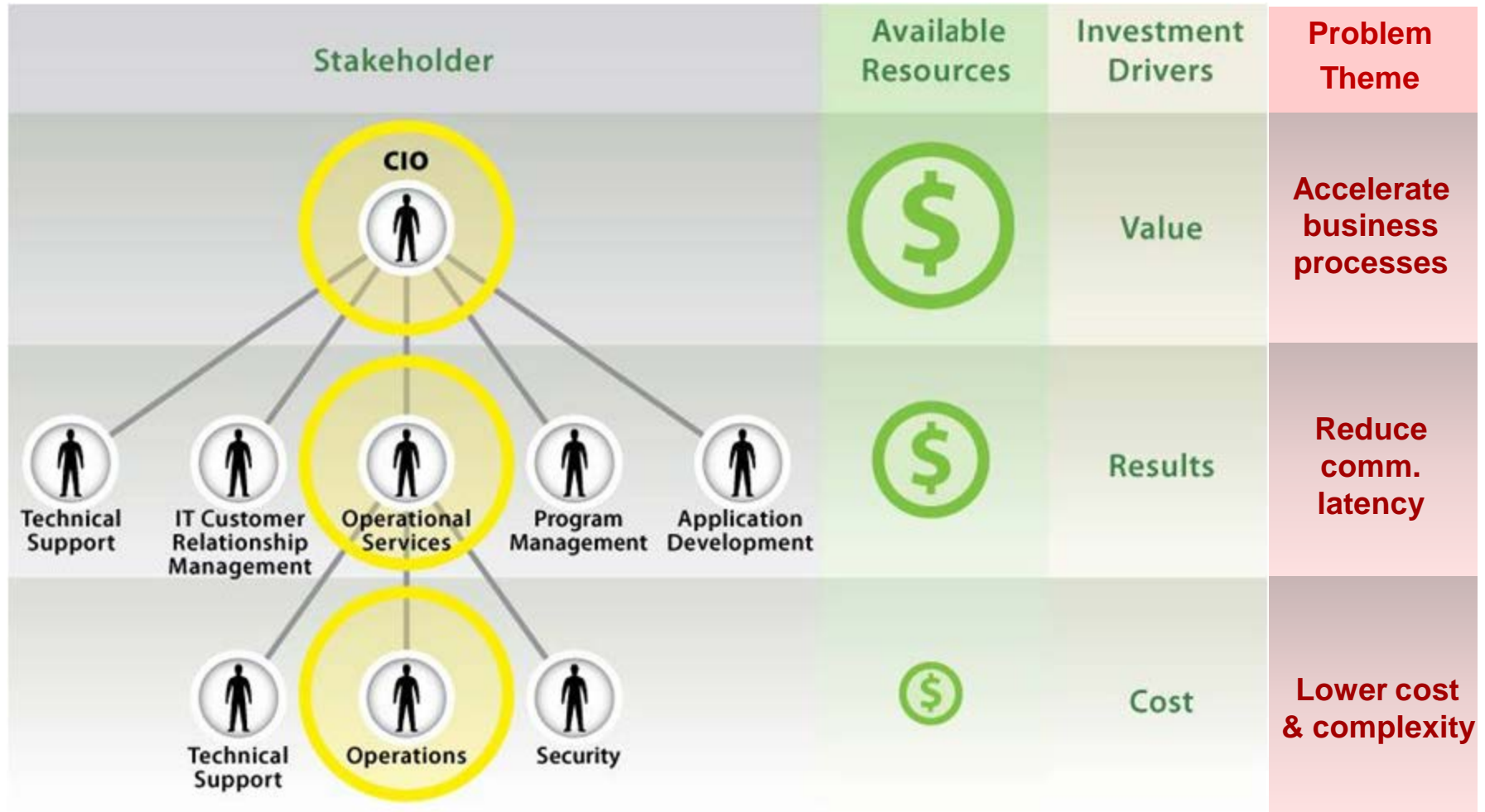
- Identify the steps for creating an industry solution team
- Identify the tools and best practices for finding teammates



You are the CEO of your own business



Different goals, different buyers



Who are you going to call?

Contact your Business Unit Specialist

- For single brand or point product sales rep

&

OR

Contact your zArchitect

- Will be able to quickly identify the different components of the solution and determine if it is a viable solution
- Can coordinate SMEs from different areas to work together on a complex solution
- Might have recommendations for resources that he or she has worked with in the past

Contact your SCL

- Once you have determined the solution is viable, you should discuss it with the SCL to ensure your solution is in alignment with the client team's strategy for the account.



then

There are several online tools
available to
help you find
resources...



ResourceMapper



How can you quickly find the right resource in IBM?

- If you need to know who is on the IBM sales team covering a particular customer, use **ResourceMapper**
- You can find resources based on account name, country, coverage ID, client ID, INAC, or coverage type, plus some optional filters.
- ResourceMapper is a **global tool** that helps identify all IBM sellers and sales leaders on a commission plan who are assigned to cover a particular client.
- ResourceMapper is a self-serve tool that uses up-to-date territory information from the WW Field Management System (FMS) Territory Analysis database as the trusted source.

ResourceMapper tool demonstration

W3 ResourceMapper Search w3

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WALMART STORES INC ← **Client name**

[Back to search results](#)

Client details

Client ID: DC28HDWY
Client country: United States ← **Client ID and country**

Sales team members associated with client

The associations below are based on FMS Territory Analysis data.

Filter by

Relevance (based on # of clients): Role description:

Sales team member email: Organization:

Country: **GB and Sector only**

FMS level: Business unit:

New search

Search by client

Client name:

Client id:

Client country:

Search by coverage

Coverage ID:

Coverage type:

INAC:

Results 1 - 100 of 253 [Export](#)

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Relevance	Sales team member email	Country	FMS level	Role description	Organization	Business unit
Low	gwdougla@us.ibm.com	United States	Employee	Tiv Service Mgmt Lite REP QTA	Software Group	SSW West Great West Lev
Low	kiesd@us.ibm.com	United States	Employee	WS REP QTA	Software Group	SSW West Great West Lev
Low	dwillim@us.ibm.com	United States	Employee	CB SCL REP wo NN MLC Rep QTA	Software Group	SSW West Great West Lev
Low	tjhovis@us.ibm.com	United States	Employee	CB SCL REP wo NN MLC Rep QTA	Software Group	SSW West Great West Lev

Resources assigned to the account – note that there are 253 resources assigned to Walmart Stores.

SmallBlue



Do you sometimes find yourself in a situation in which you need specialist advice or information but do not know who to ask? SmallBlue can help.

SmallBlue is a collaboration toolset that enables you to find colleagues from among your existing network of contacts and from the wider IBM organization who are likely to be knowledgeable in subject areas that interest you. SmallBlue can also suggest social paths to help you reach out to those colleagues quickly.

SmallBlue Home Find Reach Net Ego BESSONE, DIEGO (Diego) About Tools Download Terms of Use Logout IBM.

Make IBM a small world
Unlock the power of your professional network with SmallBlue
 SmallBlue is a collaboration toolset that enables you to find colleagues, from among your existing network of contacts and also from the wider IBM organization, who are likely to have knowledge of a particular subject, and suggests social paths to help you to reach out to colleagues quickly.
 Find out more

Find expertise in IBM & your network
 Search for: Country: Division:

Reach a colleague via your network
 Email or Name...

Net see knowledge networks
 Search for: Country: Division:

Use Find to start your search

SmallBlue Whisper
 Whisper recommends.. 1 2 3 4 5 6 days ago
 Whisper uses Professional Network data from SmallBlue to create personalized content recommendations. Join SmallBlue to get better content recommendations.

Join SmallBlue

And also these webpages, shared documents, and videos.
 IBM PartnerWorld Agreement 1d15h ago
 Security Enablement 6 Month Outlook - Events Alert and Talks - Updated June 9, 2014.ppt 1d17h ago
 The Big Thoughts: Internet of Things (IOT) 1d2h ago
 The Big Thoughts: Internet of Things (IOT) 1d2h ago

Powered by SmallBlue with sources from IC Bookmarks, IC Files, Media Library, Practitioner Portal, IC Wikis, IC Blogs, ILX.

Search results in SmallBlue

w3
w3 Search

SmallBlue Home **Find** Reach Net Ego
BESSONE, DIEGO (Diego) About Tools Download Terms of Use ? Logout **IBM.**

Search for Country: Division: Job role:

tivoli mainframe all all all

Advanced search

Find ?

Show degrees: No limits **1 degree** 2 degrees 3 degrees ?
 (1: people you know 2: plus people they know 3: plus people "2" know)

SmallBlue Net
[Click to see results as a Social Network](#)

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SmallBlue Recommends: ?

<div style="margin-bottom: 10px;"> <p>1. Myers, Chris (C.A.) Global Technology Services ISC Network Services & Support / Tivoli Mainframe Products</p> </div> <div style="margin-bottom: 10px;"> <p>3. Acocella, MaryBeth IBM Global Administration Assist to: Kevin Nunnally, VP / Ed Sammis, VP</p> </div> <div> <p>5. Herbon, Monica SO Delivery, Service Management Project Management Leader, PMP®</p> </div>	<div style="margin-bottom: 10px;"> <p>2. CHRISTOPHERSON, CHRISTIE M. IBM Software Group, Security Systems ID Lead for Identity Manager</p> </div> <div> <p>4. BESSONE, DIEGO (Diego) IBM Software Group, Worldwide Sales zEnterprise C&SI Sales Leader <i>It's myself</i></p> </div>
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Show: 10 items
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Statistics

As on **June 10, 2014**, SmallBlue is indexing/infering the social network and expertise of **449218** persons.

The system has **9091** contributing users from **55** countries.

Please invite your colleagues to join SmallBlue. The more people who join, the better SmallBlue will be.

Settings ?

[Remove me from this search](#)
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[Submit non-searchable term](#)
[Manage name allowable terms](#)

z Systems Growth Solutions Teams



The z Systems Growth Initiatives & Solutions team is responsible for driving upside revenue ("lift" and "shift") in the areas of analytics, cloud computing, security, and mobile among both existing z Systems customers and new z Systems customers. **We are interlocked with teams across IBM** to bring offerings to market in these areas that leverage the **differentiating characteristics of z Systems.**



Engaging resources from GTS and GBS

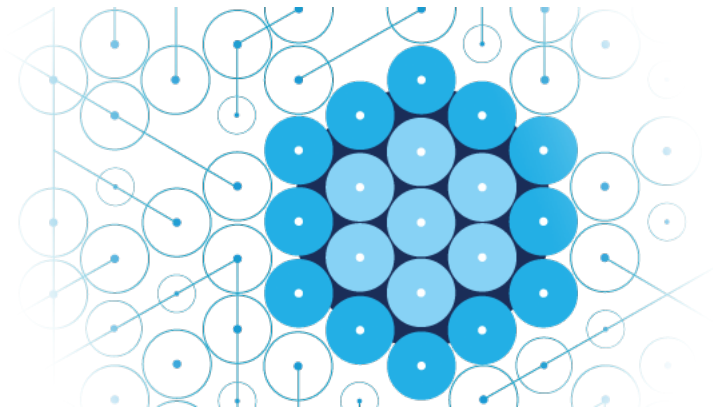


- To locate GTS or GBS resources, first contact your Client Executive. He or she will know who the GTS/GBS contacts are for the account.
- If you encounter a problem with this approach, contact the Smarter Planet industry solutions team, but contact your Client Executive first.



IBM Global Business Services

The right consulting partner to thrive
in a complex world



IBM z Success Wire

- Another resource is found in your IBM Notes® inbox, z Systems Software Success Wire. It provides you with the latest success stories led by other z Systems sellers.



SUCCESS WIRE
Anatomy of the win: IBM z
March 2015

Consolidating on z Systems for Growth

In a banking market with escalating competition, Iccrea Banking Group required a new approach to providing IT services to its cooperative of credit banks. High quality IT services with more agility, reliability, security and velocity were key.

Client: [Iccrea Banking Group](#)
Period Rev.: 138k€

IBM Contact: [Claudio Rembri](#)

- Besides providing the details of the deal, it includes the team members who made it possible. For example, this analytics opportunity involved a large team to make it happen.

▼ Winning Team

IBM Sales Team:

- Giuliana Ciavaliere:** Client Executive
- Carlo Ciolfi:** zSSR
- Daniela Duca:** SCL
- Vittorio Rinaldi:** WebSphere System z Sales Tiger Team Europe IOT
- Giancarlo Rochester:** CICS tools Technical Sales and Solutions
- Giovanni Creato:** CICS tools Technical Sales and Solutions
- Giuseppe Oliveri:** Software Client Architect
- Fabrizio Geranzani:** Z SW Architect
- Amintore De Nardis:** PD Tools Technical Sales

Business Partner
Cosmic Blue Team



Client Stories (Mobile)



Search for Client Reference Materials

Type of Material:

Case Studies Videos

Find client stories with advanced search

OR

Enter Client Name **Reset** **Go**

My Folder

About Privacy Terms of use

Search for Client Reference Materials [Home](#)

Case Study

Banco Galicia
Country: **Argentina**
Industry: **Banking**
Synopsis: **The bank worked to transform its business processes by introducing SAP for Banking solutions, running on an IBM zEnterprise EC12 (zEC12) mainframe server, with storage provided by IBM System Storage DS8800 devices.**

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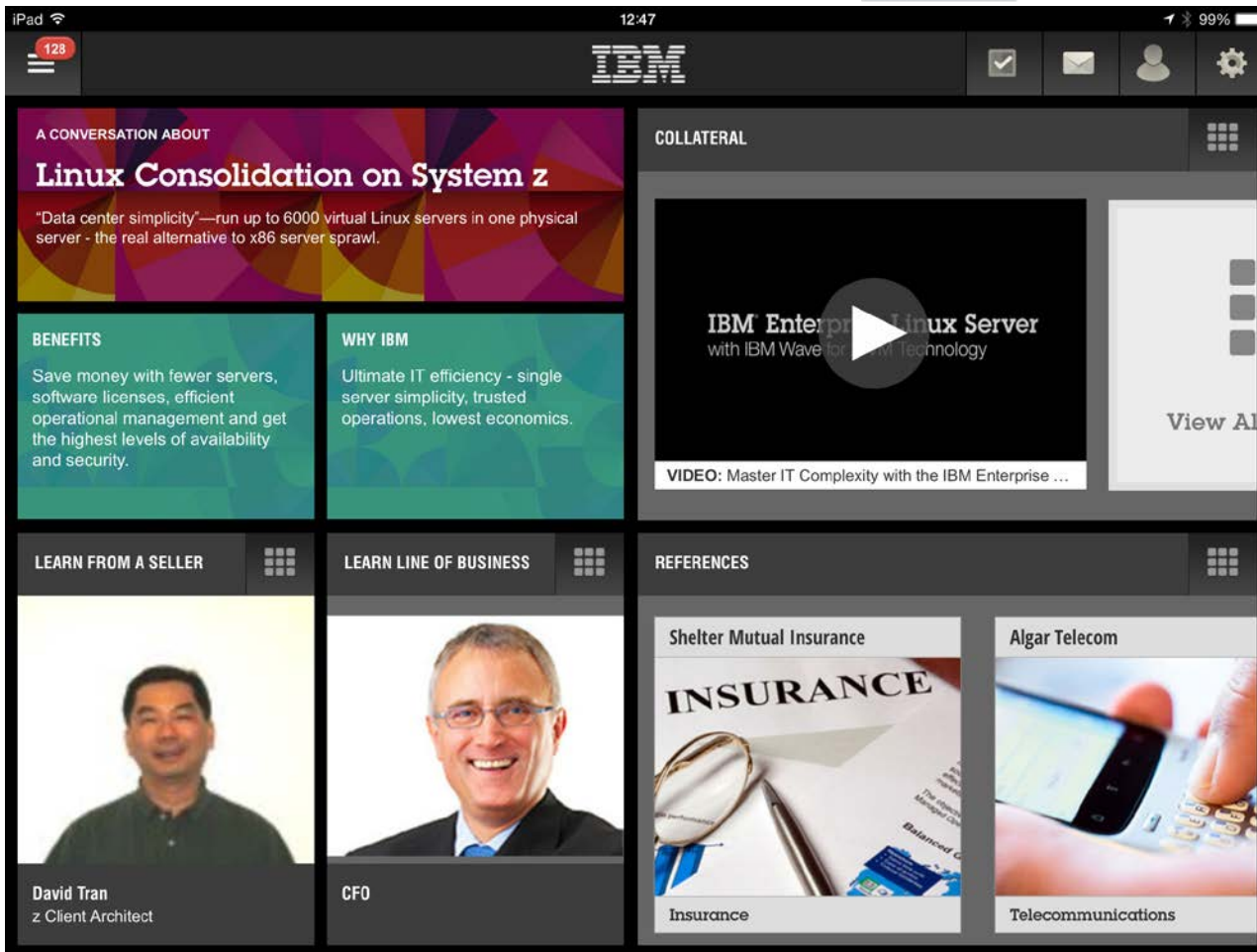
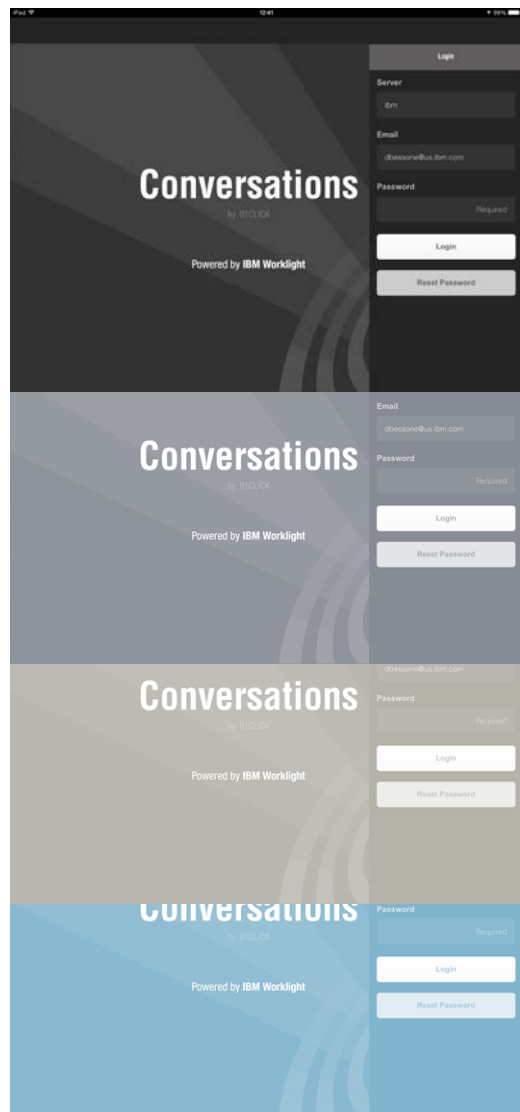
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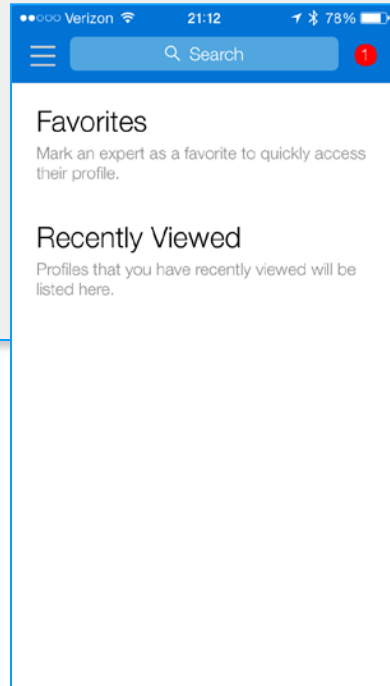


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And there's an app for that!



Toolbox



ResourceMapper



SmallBlue



z Systems Growth Solutions Teams



GTS/GBS



IBM z Success Wires



Client Stories



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Faces



IBM Expertise



Challenges of building a solution team

- As a rule, teams should not have more than 10 people.
- Are resources available?
- Is there budget for travel? (Who must travel, and when?)
- Justify why you need this particular resource on your team. You will need to convince the resource and his or her manager.
- You will need to follow up with your team regularly with status updates and progress.
- You are accountable to all the members of the solution team and their management. They are expecting to win the deal.

**Remember, you are paying for these resources...
maybe not in money, but in time and energy.**



Key learning points

- The first step in creating an industry solution team is to discuss it with your zArchitect or brand specialist. Both can help you identify the components of the solution.
- Discuss your solution with the software client lead before creating a team to ensure your solution is in alignment with the client team's account strategy.
- There are several ways to find teammates on the account team, through networking with other sellers and architects.
- You can also use available online resource tools such as
 - ResourceMapper
 - SmallBlue
 - IBM z Success Wire
 - z Systems Growth Solutions Teams
 - Client stories
 - Conversations by 01Click
 - Faces
 - IBM Expertise
- Contact your Client Executive to identify the GTS and GBS contacts for the account.

Thank You!



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