

Rote Felder sind Pflichtfelder!!!

Siebel opportunity number:				
	Deutsch	Englisch		
Client's company name				
Client's city				
Client's business: Briefly describe the client's business.				
Client's pain point:				
Hardware components	<input type="checkbox"/> BladeCenter <input type="checkbox"/> Clusters <input type="checkbox"/> IntelliStation	<input type="checkbox"/> Power Systems <input type="checkbox"/> Retail Store Solutions <input type="checkbox"/> Storage - Disk	<input type="checkbox"/> Storage - Network Attached Storage (NAS) <input type="checkbox"/> Storage - Storage Area Network (SAN) <input type="checkbox"/> Storage - Tape and Optical	<input type="checkbox"/> System p <input type="checkbox"/> System x <input type="checkbox"/> System z
Hardware components description				
Software components	<input type="checkbox"/> WebSphere <input type="checkbox"/> PowerHA <input type="checkbox"/> PowerVM	<input type="checkbox"/> Rational Software <input type="checkbox"/> Retail Store Solutions <input type="checkbox"/> Storage Software	<input type="checkbox"/> DB2 and IMS Tools <input type="checkbox"/> Information Management <input type="checkbox"/> STG Systems Software	<input type="checkbox"/> Linux <input type="checkbox"/> Tivoli <input type="checkbox"/> Lotus
Software components description				
Services components	<input type="checkbox"/> IBM Global Services - Application Services (GBS-AIS and/or AMS) <input type="checkbox"/> IBM Global Services - Global Business Services (GBS) <input type="checkbox"/> IBM Global Technology Services - Integrated Technology Services <input type="checkbox"/> IBM Global Technology Services - Maintenance & Technical Support Services <input type="checkbox"/> IBM Global Technology Services - Managed Business Process Services <input type="checkbox"/> IBM Global Technology Services - Worldwide Strategic Outsourcing (SO and e-BHS and AoD) <input type="checkbox"/> IBM Software Services <input type="checkbox"/> IBM Training			
Solutions categories	<input type="checkbox"/> Accessibility <input type="checkbox"/> Autonomic Computing <input type="checkbox"/> Deep Computing	<input type="checkbox"/> Grid Computing <input type="checkbox"/> IBM Global Financing <input type="checkbox"/> ibm.com	<input type="checkbox"/> Lenovo - Personal Computing <input type="checkbox"/> Product Lifecycle Management	

	<input type="checkbox"/> Engineering and Technology Services (E&TS) <input type="checkbox"/> ISV/Alliance Partners <input type="checkbox"/> Sensors & Actuators	
Industry solutions components	Select an Industry Component ONLY if this is a reference for one of the Industry Business Solutions.	
	<input type="checkbox"/> Communications Sector <input type="checkbox"/> Distribution Sector <input type="checkbox"/> Financial Services Sector	<input type="checkbox"/> Industrial Sector <input type="checkbox"/> Public Sector
Was the solution implemented in more than one country (an International reference)?	<input checked="" type="checkbox"/> No <input type="checkbox"/> Yes	
Description of solution		
Benefits		
How did IBM win the business		
Solution focus	<input type="checkbox"/> Application Design-Build-Manage <input type="checkbox"/> Asset Management <input type="checkbox"/> Built on IBM Express Advantage Offerings (BOE) <input type="checkbox"/> Business-to-Business <input type="checkbox"/> Business-to-Consumer <input type="checkbox"/> Business Analytics and Optimization (BAO) <input type="checkbox"/> Business Continuity <input type="checkbox"/> Business Performance transformation <input type="checkbox"/> Business Process Management (BPM) <input type="checkbox"/> Business Resiliency <input type="checkbox"/> Business Service Management <input type="checkbox"/> C-suite <input type="checkbox"/> Center for Business Optimization (CBO) <input type="checkbox"/> Cloud Computing <input type="checkbox"/> Collaborative Innovation <input type="checkbox"/> Consolidated Operations Management <input type="checkbox"/> Corporate Citizenship <input type="checkbox"/> Customer Relationship Management <input type="checkbox"/> IBM Research <input type="checkbox"/> Industry Framework <input type="checkbox"/> Information-Led Transformation <input type="checkbox"/> Information Infrastructure <input type="checkbox"/> Information Lifecycle Management <input type="checkbox"/> Infrastructure Simplification <input type="checkbox"/> IP Converged Communications <input type="checkbox"/> IT Life Cycle Management <input type="checkbox"/> Learning and Training <input type="checkbox"/> Linux <input type="checkbox"/> Managing Business Infrastructure <input type="checkbox"/> Managing Risk <input type="checkbox"/> Networking <input type="checkbox"/> New Intelligence / Information & Analytics <input type="checkbox"/> Next Generation Networks <input type="checkbox"/> Openness <input type="checkbox"/> Operational Management <input type="checkbox"/> Optimizing IT	

	<input type="checkbox"/> Data Serving <input type="checkbox"/> Data Warehouse <input type="checkbox"/> Development & Technology Adoption <input type="checkbox"/> Digital Media <input type="checkbox"/> Digital Workflow Transformation <input type="checkbox"/> Dynamic Infrastructure <input type="checkbox"/> Economic Stimulus <input type="checkbox"/> Empowering People <input type="checkbox"/> Enabling Business Flexibility <input type="checkbox"/> Energy Efficiency <input type="checkbox"/> Enterprise Modernization <input type="checkbox"/> Enterprise Resource Planning <input type="checkbox"/> Enterprise Spend Management <input type="checkbox"/> Geographically Distributed Development <input type="checkbox"/> Global Delivery <input type="checkbox"/> Green and Beyond <input type="checkbox"/> High Availability	<input type="checkbox"/> Product Lifecycle Management <input type="checkbox"/> RISV solution <input type="checkbox"/> RSI solution <input type="checkbox"/> SaaS <input type="checkbox"/> Security <input type="checkbox"/> Selected Business Solution (sBS) <input type="checkbox"/> Server Consolidation <input type="checkbox"/> Service Management <input type="checkbox"/> Service Oriented Architecture <input type="checkbox"/> Smart Products and Services <input type="checkbox"/> Smart Work <input type="checkbox"/> Software Subscription and Support <input type="checkbox"/> Supply Chain Management <input type="checkbox"/> System Storage Proven <input type="checkbox"/> Trusted Identity Initiative <input type="checkbox"/> Virtualization <input type="checkbox"/> Web Services <input type="checkbox"/> Workload Management
Hardware Revenue (in US \$)		
Software Revenue (in US \$)		
Services Revenue (in US \$)		
Total Contract Value (in US \$)		
Is this a General Business Client?	<input type="checkbox"/> Yes and it is an Enterprise Account (>= 1000 employees) <input type="checkbox"/> Yes and it is a Mid-Market Account (< 1000 employees) <input type="checkbox"/> No	
Client's industry	<input type="checkbox"/> Aerospace & Defense <input type="checkbox"/> Construction / Architecture / Engineering <input type="checkbox"/> Financial Markets <input type="checkbox"/> Media & Entertainment <input type="checkbox"/> Associations <input type="checkbox"/> Chemicals & Petroleum <input type="checkbox"/> Government <input type="checkbox"/> Professional Services <input type="checkbox"/> Automotive <input type="checkbox"/> Education <input type="checkbox"/> Healthcare <input type="checkbox"/> Industrial Products <input type="checkbox"/> Banking <input type="checkbox"/> Electronics <input type="checkbox"/> Retail <input type="checkbox"/> Ship Building	

	<input type="checkbox"/> Consumer Products <input type="checkbox"/> Energy & Utilities <input type="checkbox"/> Insurance <input type="checkbox"/> Telecommunications <input type="checkbox"/> Computer Services <input type="checkbox"/> Fabrication & Assembly <input type="checkbox"/> Life Sciences <input type="checkbox"/> Travel & Transportation <input type="checkbox"/> Wholesale Distribution & Services
How is your client willing to be referenced?	<input type="checkbox"/> Advertising <input type="checkbox"/> External Presentation Slide <input type="checkbox"/> Talk to Broadcast Media (TV/Radio) <input type="checkbox"/> Speaker at Event <input type="checkbox"/> Reference in Proposal <input type="checkbox"/> Talk to Consultant/Analyst <input type="checkbox"/> Client Phone Call <input type="checkbox"/> Video Testimonial or Podcast <input type="checkbox"/> Talk to Press (Press Article/Press Release) <input type="checkbox"/> Client Visit <input type="checkbox"/> Success Story/Case Study <input type="checkbox"/> C-Level LOB Executive Phone Call <input type="checkbox"/> White Paper/Thought Leadership
Were Economic Stimulus funds a factor in this opportunity?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Can this reference be included in the PartnerWorld/PartnerInfo client references web pages?	Client references are typically made available on the PartnerWorld/PartnerInfo web site for our business partners, just like they are available on the Client Reference Materials Database for IBMers, to help our total sales organization sell IBM offerings. <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Project start date	MM/YYYY
Project completion date	<input checked="" type="checkbox"/> Planned end date: <input type="text"/> <input type="checkbox"/> Actual end date: <input type="text"/> <input type="checkbox"/> Ongoing
Who were IBM's competitors for this business	
Was this a competitive winback	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If yes, which competitor(s) were displaced?:
Business partner company name	
PartnerWorld ID	
Classify the business partner as one of the following:	<input type="checkbox"/> Consultant <input type="checkbox"/> Regional Systems Integrator <input type="checkbox"/> Distributor <input type="checkbox"/> Reseller <input type="checkbox"/> IGS Alliance <input type="checkbox"/> Services Provider <input type="checkbox"/> Independent Software Vendor <input type="checkbox"/> Solution Provider <input type="checkbox"/> Regional Independent Software Vendor <input type="checkbox"/> Systems Integrator
Primary contact (IBM)	