

TOC**INDEX****VIEW****R08 The Value of Solution Assurance
by Sharon Alonzo**

Come hear about how to leverage the depth and breadth of technical sales support to make your xSeries proposal technically sound. Solution Assurance can help you prevent problems, sell a comprehensive solution, and drive high customer satisfaction. Don't miss this opportunity to understand how to 'get it right' the first time, so you can spend your time selling, and not resolving implementation problems. This is what your colleagues tell us about their experience with Solution Assurance:

...Identified high risk exposures that the client and sales teams need to take back to the customer.

Thanks for your team's help, responsiveness and extreme flexibility!!

The SAR team was very responsive in helping us conduct a SAR prior to submitting our RFP.

The turnaround time from requesting to conducted the SAR was excellent.

Very satisfied. The SAR went off without a hitch, and everything was covered. Nothing was missed. Great job.

Appreciated the SAR team asking about additional items that were not listed on the quote.

Turned out the customer could use those items and we added them to the deal. (This session is for IBM Representatives and Business Partners only)