

AIXSC

Advanced Integrated xSeries Solutions Center for iSeries

Need help leveraging the iSeries and selling the integration benefits in your xSeries opportunities? Need help developing a compelling business case for your integrated xSeries (IXA/IXS) opportunities? Architecting the solution? Answering technical pre-sales questions? Locating the right resources? The AIXSC for iSeries can help!

Who are we?

The current business demands on all organizations to do more with less requires us to find new ways to work together. The field organizations have less time to devote to each opportunity, while product development has less time to handle field requests. The AIXSC can help you work across organizations to get the information and assistance you need to meet your business demands. The AIXSC is a virtual team of iSeries and xSeries resources who provide a single point of contact for integrated xSeries solutions. The AIXSC focuses on technically supporting and enabling the field organizations on the iSeries integrated xSeries (IXA/IXS) solution portfolio.

Who do we assist?

iSeries and xSeries Geography technical sales support personnel.

How do we assist?

Server Consolidation includes a key focus on consolidating Windows Servers. The iSeries integrated xSeries (IXA/IXS) solution delivers value to Windows servers through advanced storage, user, and server management. The AIXSC is available to help you make this solution successful. We will help you locate information, advise on solution designs and sizings, assist on competitive sales opportunities, share reference accounts, assist with sales education, and share information across organizations. The AIXSC will also identify and drive field enablement needs such as papers, technical education, and implementation services.

Examples

- Host eMeetings to provide integrated xSeries solutions technical sales education
- Participate and support your customer calls and presentations
- Identify and connect technical resources to resolve problems
- Provide solution design and architecture assistance
- Identify field enablement needs including documentation, education, and services

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IBM  server iSeries™



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