

WSSC

WebSphere Sales Support Center for iSeries

Need help developing a compelling WebSphere® for iSeries solution story for your customer? Architecting the solution? Building a TCO case? Answering technical pre-sales questions? The WSSC for iSeries can help!

Who are we?

The WSSC is a virtual team of iSeries and Software Group (SWG) resources who provide a single point of contact for WebSphere for iSeries opportunities and engagements.

Who do we assist?

Business Partners, iSeries and Software Group Reps, and technical sales support personnel.

How do we assist?

We take each WebSphere for iSeries request as an opportunity to **sell** a product or **improve** customer experience. We help you locate information, advise on solution design and architecture, and help with sizing and configuration. The WSSC can provide you with links to subject matter experts and competitive sales assistance.

Examples

- Advice on sizing, performance, configuration, and pricing
- Provide solution design and architecture assistance and identify services capabilities
- Assist in arranging presentations, teleconferences, briefings, benchmarks, and account visits
- Identify and connect technical resources to resolve problems
- Coordinate WebSphere for iSeries technical education delivery to Business Partners and customers

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IBM  server iSeries



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