

Exclusively for IBM Business Partners

“At any given moment, our team has to manage and communicate with IBM on as many as 100 different opportunities. Having an integrated, automated update process with IBM has saved us a lot of time and money –both in opportunity management and the bid certification processes.”

David Browning, Executive Vice President, Advanced Systems Group

Participation in IBM’s new Global Partner Portal (GPP) can help you drive more business as well as provide more incentives and support from IBM. But working with GPP can be challenging. Relavis SalesBP allows you to manage your opportunities right at your desktop **without ever having to sign-on to the GPP system**. Now you can get all the benefits of GPP while managing both your GPP and non-GPP deals from one place making it easy to accurately forecast and manage your business.

Relavis SalesBP also automates the Bid Certification process, allowing you to save hundreds of man-hours per year and greatly increasing your chances of winning the bid.

Relavis SalesBP

- Never have to sign-on to IBM GPP system
- Automatically transfers new GPP opportunities IBM has assigned to you
- Automatically tracks and synchronizes all updates from IBM and your reps
- Automatically tracks and synchronizes with GPP leads you uncover
- Generate and email Bid Certifications to IBM with corresponding documentation
- Provides immediate visibility to any opportunity, prospect, or customer

What it means to you

- Greatly increases your reps productivity and allowing you the benefits of using GPP
- Faster response to opportunities without the headaches of logging onto GPP
- Spend less time and budget on IBM reporting, and more time working deals
- Spend more time with customers while keeping IBM informed
- Win more Bids due to fast, accurate, and impressive documentation
- Be better prepared and informed when meeting with customers and prospects

Features and Benefits of SalesBP include:

Real-time bi-directional synchronization of opportunities with GPP

SalesBP continuously scans GPP for any new opportunities IBM has assigned to you. The solution then automatically places it into your opportunity database where a sales rep can work the deal. Any new updates on that lead, from either IBM or the rep, are automatically tracked and synchronized with GPP. The same goes for any new opportunities you uncover.

Preloaded IBM products based on your business

During installation, you choose the IBM products you want to track and they will be preloaded into your product database.

Tracks product level probability

Adheres to IBM's requirement to track each product line item separately.

Tracks costs and gross margins

Allows you to easily track and report on your overall profitability from one place.

Automatic notifications sent to your GPP administrator or sales rep

Your reps or an administrator can get email notifications anytime an opportunity is transferred to you or updated.

Supports both primary and secondary sales teams

When working on an opportunity with another partner, the system will track both parties but only the primary sales team is allowed full edit access.

One-click creation and sending of IBM Bid Certification documentation to IBM

Quickly organize and send all the documentation you need to prove your case. Greatly improves your chances of winning the Bid.

Creates a centralized repository for all customer and prospect correspondence

Provide your sales reps easy access to documents they need such as price sheets, contracts, sample proposals and letters, best practices, and competitive information.

Provides full CRM capabilities

Your entire organization can take advantage of all the other components that come with SalesBP such as contact and activity management, marketing automation, customer service and support, and knowledge management.

To see a demo go to <http://www.relavis.com/salesbp.html> or contact Michael Baum at mbaum@relavis.com, +1 212 817-4006