

Express Selector *Plus*

A new enablement tool

Making it easier for T2 IBM Business Partners to select, configure and source midmarket products.

What is Express Selector Plus?

A simple to use, web-enabled solution for Tier 2 Resellers that provides a “one stop shop” to:

- View detailed product specifications & pricing
- Find and build a system by family, usage or criteria
- Check stock availability in the channel
- Obtain information on the latest promotions & incentives

Product scope

Express Selector Plus is currently focused on select IBM models from:

- System x™
- BladeCenter®
- System Storage™
- Affiliated options

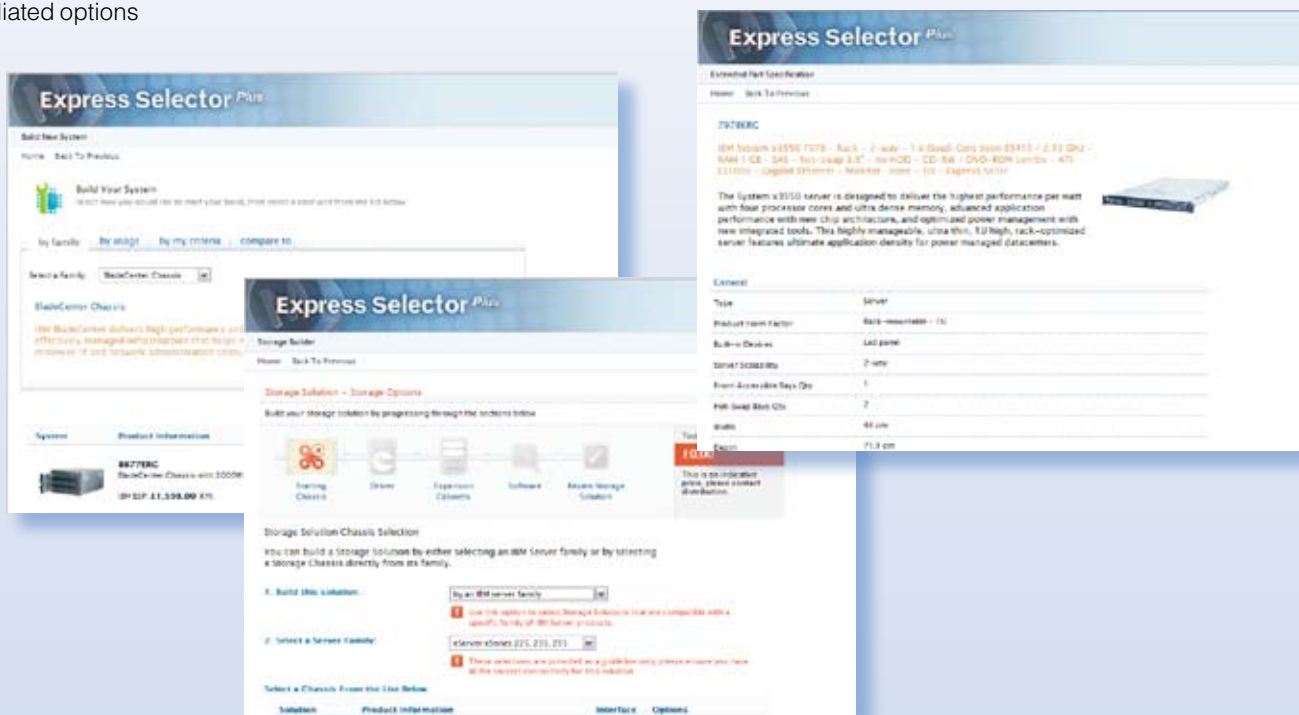
Enjoy the many benefits!

Quick and easy to use: Express Selector Plus can save you time and increase the efficiency by which you can acquire products for your mid-market customers.

Detailed product and stock information: helps enable sales reps who might have limited product knowledge. And, the ability to check stock with IBM’s major distributors allows you to quickly find the product(s) you need.

Validated configurations: you will be assured that you are providing your clients with accurate configurations that will work out of the box. This can also help you reduce costly returns.

All of this means that you can focus less on operations and focus more on the needs of your clients.





Expedite communications

Since Tier 2 Resellers can send a message directly to Distributors' "message centers," the result is expediency in communications.

At the same time, the daily updates provided on stock in the tool reduces day to day calls on nonstocked items.

Coming soon!

BladeCenter S Builder capabilities

What's stopping you?

Enjoy the increased efficiency and ease in selecting, configuring and sourcing select IBM midmarket products today with **IBM Express Selector Plus**.

Begin to enjoy the benefits today!

Since the tool is user-friendly, it is easy to get started. Simply visit the Express Selector Plus website where you can quickly apply for access to the tool.

Learn more by viewing a demo at

www.mercatosolutions.co.uk/express-selector/

Get started right now by visiting www.express-selector.com

© Copyright IBM Corporation 2008

IBM Corporation
Route 100
Somers, NY 10589
U.S.A.

Produced in the United States of America

All Rights Reserved

BladeCenter, System Storage, System x, the IBM logo, and ibm.com are registered trademarks of International Business Machines Corporation in the United States, other countries or both.

Other company, product, or service names may be trademarks or service marks of others.

