





















# IBM Podcast Series

***All you need to know in under 15 minutes***

IBM System x resellers - - understand the tools and resources available to help you drive your IBM sales

Subject	Abstract	Audio	Charts	Length
Special Bids	Learn how to use the IBM XBT2 tool to request special pricing for opportunities over \$150K			6 mins
Transactions Earnings Calculator (TEC)	Use the TEC tool to identify the incentives/rebates potential of every deal			14 mins
Report your sales to maximize earnings	Understand why reporting your end-user sales is so important and learn how to do it			14 mins
Why sell IBM Express	Increase your efficiency and make more money selling IBM Express Seller products			9 mins
Express Selector Plus Tool	Quickly configure Express products and check current channel inventory through this time-saving tool			8 mins
IBM Configurator Tools	Understand, access and use IBM Configurator tools			5 mins
IBM Marketing Programs	Get an overview of the IBM co-funded and fully funded marketing programs, resources and tools available to you			15 mins
Express Seller Flash Demand Gen Materials	Follow step-by-step instructions for ordering the free monthly Express Seller customer-ready postcards and html email			9 mins
KYI Systems Connect (Member BPs only)	Earn KYI Reward Points while following an on-line education roadmap to achieve System x sales and/or tech certifications			10 mins
Help resources	Who to go to for help in IBM			5 mins