

Overview

Your clients want a quick return on their server system investments but may lack the skilled staff to perform a migration from their older systems. Migration services from IBM can enable a faster return on investment through use of highly skilled specialists and the scheduling flexibility and affordability of remote service delivery. Leveraging IBM services in your portfolio of offerings allows you to be a single source for your client's server hardware, software and services needs and IBM resources are readily available when needed. In addition, this service is offered at a lower price compared to traditional on-site services.

Target Audience

- **Target Industry**
 - Cross industry
- **Client Size**
 - Companies with 100 or more employees
- **Typical Sponsor**
 - Business line executives, chief information officer, IT manager

Pain Points

- Need to maximize return on investment and decrease total cost of ownership
- Need for a less intrusive delivery method for migration services with minimal business disruption
- Lack of in-house server technical skills to migrate to IBM technology

Benefits/Value Proposition

IBM provides remote migration services through a dedicated team of highly skilled technical specialists who connect via your existing virtual private network (VPN) from a remote IBM location to facilitate an affordable, more predictable and less risky migration for an accelerated return on investment. Unlike the client's own IT department, which may have limited staff resources and skills, remote migration product services from IBM apply proven methods to help plan for, migrate to and test selected IBM server technology for a less intrusive and more cost-effective migration.

CIO/LOB:

- Accelerates your server technology return on investment though affordable and efficient migration services
- Provides flexibility in scheduling your server migration to help minimize business disruptions
- Enables your in-house staff to focus on higher priority business initiatives through the remote support of dedicated IBM migration experts

Key Questions

1. Have you made an investment in selected IBM server products and want to more quickly realize a return on investment?
2. Would you like to have migration services delivered remotely in a less intrusive and more cost-effective manner than on-site delivery?
3. Does your in-house staff have the time, experience and skills needed to complete the migration quickly and efficiently?

Competitive Differentiators

Key competitors:

- In-house staff

Top reasons why IBM is better:

- Dedicated experts who specialize in the delivery of remote migration services
- A single source for all your server hardware, software and services needs

Average Deal Size

Price range: \$4,275 to \$18,750 depending on server technology

Client References

PartnerWorld®: <http://partners.boulder.ibm.com/src/partnerrefs.nsf/HomePage?OpenForm>

Seller Call-to-Action

- **Cross selling:** <http://www.ibm.com/partnerworld/mem/attach/index.jsp>
- **Identify clients** looking for a less intrusive and more cost-effective migration
- **Share how** IBM's remote capabilities can provide flexibility in scheduling migrations to help minimize business disruption

Platform

AIX®, Power Systems™, pSeries®, eServer™ and other IBM selected products

Additional Information

PartnerWorld

Offering information: <https://www.ibm.com/partnerworld/mem/services/us/ofsplserv.html#product>

Financing: <http://www.ibm.com/financing/partner/about/index.html>



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