

Business Partners drive more business with IBM Systems Lab Services one-day seminars

IBM Systems Lab Services Systems Consulting is a group of experienced management consultants that uses expertise from across IBM .

We combine proven tools and methodologies to develop the IT strategies and implementation plans needed to achieve your client's service availability and resiliency goals and maximize the value they receive from IBM Systems and IBM Storage and Software Defined Infrastructure products.

As Business Partners, your sales team is eligible for a full-day seminar conducted by consultants from our Systems Consulting for Availability Practice. In these seminars, you will learn about resiliency best practices and how to identify infrastructure gaps and sales and service opportunities to fill those gaps for your clients.

Your sellers will leave the seminar with a clear understanding of how our Systems Consulting Practice uses our expertise in IBM technology, IT Service Management, and IT strategy and planning to help clients build IT resiliency roadmaps, and how these roadmaps can lead to significant revenue growth for your business.

We tailor these seminars around your needs and will travel to your location to deliver this content live.

You can fund part or all of these workshops leveraging IBM Systems Partner Growth Incentive (PGI), IBM Server Systems Competency Server and Storage Systems Competency vouchers.

Contact us today to secure your reservation for future learning that will unlock sales potential with your clients.

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