

Enterprise Inventory **S.C.R.U.B.** and Renewal Opportunity Program (A Systematic Compilation, Review and Understanding of your Business)

Objective:

The objective of the S.C.R.U.B. is to assist IBM Business Partners in increasing annual services revenues, and potential GIO rebate payments, while decreasing the time spent by sales and support teams chasing maintenance opportunities.

Benefits To Your Company

- ✓ Increased services revenue
- ✓ Become your clients “Trusted Advisor” with a comprehensive view of your customer including:
 - Renewal Opportunities
 - SWMA Gap Analysis
 - Competitor Contract Detail and Validation
 - Storage Opportunities
 - Server Consolidation Opportunities
 - Determine VAE Requirements
 - Headlights into End of Life Equipment
 - All Customer Locations
- ✓ Data enabling you to conduct business proactively, not reactively
- ✓ Competitor Intelligence
 - IBM, channel partner or both
 - VAE Compliance
- ✓ Future view of Client Opportunity beyond HW & SW Maintenance
- ✓ Increased End-User Satisfaction
 - Less inventory revisions
 - Reduced contract management costs
 - Reduced exposure to service denials and downtime
- ✓ Decreased Opportunity Identification Costs

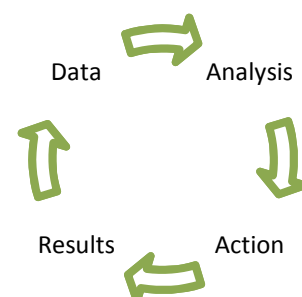
The Components of The Program

- A complete review and recap of the client enterprise
- Actionable data, recapping the potential opportunity, will be provided with each SCRUB including:
 - All machines on warranty not set for post warranty maintenance
 - Additional HWMA & SWMA agreements sold by both IBM and IBM channel partners
 - All exposed machines
 - A complete Software Services Study noting ALL potential SWMA opportunities
 - A complete listing of recommended services
- A strategic planning call for each SCRUB

Is This Offering For me?

- ✓ Do I have upcoming customer renewals?
- ✓ Are there multiple competitors competing for my business?
- ✓ Is my sales team losing time in the field working on administrative tasks?

If you answered yes to any of the above questions, this offering is for you!



Sample Reports:

Contract Recap Tab provides a snap shot of all IBM contracts within an End Users enterprise.

See who your competitors are and if there is an opportunity to increase your maintenance footprint.

Business Partner

Enterprise Presentation
Prepared Exclusively for:

Customer Name Enterprise Inventory - Contract Recap Prepared Date:									
CHIS Contract Number	Customer Abbreviate Name	Contract Term Start Date	Contract Term End Date	Channel Code	Contract Length	Billing Frequency	Auto Renew	Number of Items	Comments
ABC123	Customer Name	9/10/2008	9/9/2011	Tier 2 (Distributor)	3 years	Prepay	Y	1	
ABC345	Customer Name	5/20/2009	5/19/2012	Tier 2 (Distributor)	3 years	Prepay	Y	2	
ABC567	Customer Name	5/22/2009	5/21/2012	Tier 2 (Distributor)	3 years	Prepay	Y	2	
ABC789	Customer Name	7/15/2007	7/14/2012	Tier 2 (Distributor)	5 years	Annual	Y	68	
ABC910	Customer Name	7/6/2010	7/5/2013	Tier (Remarketed)	3 years	Prepay	N	2	
ABC101	Customer Name	7/6/2010	7/5/2013	Tier (Remarketed)	3 years	Prepay	N	2	
ABC111	Customer Name	9/1/2008	8/31/2013	IBM Inside Sales	5 years	Quarterly	Y	1	
ABC112	Customer Name	12/28/2010	12/27/2013	Tier 2 (Distributor)	3 years	Prepay	N	7	
ABC121	Customer Name	1/1/2011	12/31/2013	IBM Direct	3 years	Prepay	N	93	
ABC113	Customer Name	1/1/2010	12/31/2014	IBM Direct	5 years	Quarterly	Y	5	

Legacy Billing	0
On Warranty Not Set for CHIS	22
Per-Call	85

Business Partner

Enterprise Presentation
Prepared Exclusively For

Customer Name
Enterprise Inventory - Line Item Detail
Date Prepared:

CHIS Contract Number	Machine Type	Machine Model	Serial Number	Description	Service Level	Installation Date	Warranty End Date	Service Start	Service End	Location City	Location State	Location Zip
ABC123	8233	E8B	1234567	POWER 750		7/6/2010	7/5/2011	7/6/2010	7/5/2011	NEW YORK	NY	10020
ABC123	8233	E8B	1234568	POWER 750	7x24x4	7/6/2010	7/5/2011	7/6/2010	7/5/2011	NEW YORK	NY	10020
ABC123	8646	3AX	1234569	XSER220 1.13G 512 128/OHD S	7x24x4	3/5/2002		3/5/2005	12/31/2014	FAIRFIELD	NJ	07004
ABC123	2498	B24	1234570	SAN24B 4 EXPRESS		7/6/2010	7/5/2011	7/6/2010	7/5/2011	NEW YORK	NY	10020
ABC123	2498	B24	1234571	SAN24B 4 EXPRESS	7x24x4	7/6/2010	7/5/2011	7/6/2010	7/5/2011	NEW YORK	NY	10020
ABC123	7014	T42	1234572	RS6000 SYSTEM RACK	7x24x4	12/28/2010	12/27/2011	12/28/2010	12/27/2011	LEONIA	NJ	07605
ABC123	7216	1U2	1234573	MULTI MEDIA ENCLOSURE		12/28/2010	12/27/2011	12/28/2010	12/27/2011	LEONIA	NJ	07605
ABC123	7216	1U2	1234574	MULTI MEDIA ENCLOSURE	7x24x4	12/28/2010	12/27/2011	12/28/2010	12/27/2011	LEONIA	NJ	07605
ABC123	7316	TF3	1234575	FLAT PANEL CONSOLE KIT	7x24x4	12/28/2010	12/27/2011	12/28/2010	12/27/2011	LEONIA	NJ	07605
ABC123	8205	E8B	1234576	POWER 740		12/28/2010	12/27/2013	12/28/2010	12/27/2013	LEONIA	NJ	07605
ABC123	3584	D53	1234577	TS3500 EXPANSION FRAME	7x24x4	7/21/2008	7/20/2009	7/21/2009	12/31/2014	NEW YORK	NY	10019
ABC123	1722	60U	1234578	DS4300 MIDRANGE DISK (60U)	7x24x4	1/4/2010		1/4/2010	12/31/2014	NEW YORK	NY	10020
ABC123	1722	60U	1234579	DS4300 MIDRANGE DISK (60U)	7x24x4	1/4/2010	4/25/2007	1/4/2010	12/31/2014	NEW YORK	NY	10020
ABC123	1722	60U	1234580	DS4300 MIDRANGE DISK (60U)	7x24x4	5/15/2005	5/14/2008	6/24/2009	12/31/2014	NEW YORK	NY	10020
ABC123	1722	60U	1234581	DS4300 MIDRANGE DISK (60U)	7x24x4	9/10/2007	6/23/2008	6/24/2008	12/31/2014	NEW YORK	NY	10019
ABC123	1722	60U	1234582	DS4300 MIDRANGE DISK (60U)	7x24x4	9/8/2006	7/21/2008	7/22/2008	12/31/2014	NEW YORK	NY	10019
ABC123	1722	60U	1234583	DS4300 MIDRANGE DISK (60U)	7x24x4	9/9/2005	9/9/2008	9/9/2008	12/31/2014	NEW YORK	NY	10020
ABC123	1722	60U	1234584	DS4300 MIDRANGE DISK (60U)	7x24x4	4/3/2004	4/2/2007	2/9/2010	12/31/2014	NEW YORK	NY	10020
ABC123	1733	1RU	1234585	EXP400 STOR EXP UNIT US	7x24x4	6/24/2005	6/23/2008	6/24/2008	12/31/2014	NEW YORK	NY	10020
ABC123	1740	710	1234586	DS4000 EXP710 STRG EXP UNIT	7x24x4	11/15/2006	11/14/2009	11/15/2009	12/31/2014	NEW YORK	NY	10020
ABC123	1740	710	1234587	DS4000 EXP710 STRG EXP UNIT	7x24x4	9/9/2005	9/8/2008	9/9/2008	12/31/2014	NEW YORK	NY	10020

Line Item Detail Tabs provide both you and your End User with detailed information:

- Contract Number
- Install/Warranty End Date
- Service Start/End Date
- Physical Location

Software Maintenance detail shows potential lapses in coverage, as well as upcoming SWMA opportunities (both OS and Layered Products).

Business Partner

Enterprise Presentation
Prepared Exclusively for:

Customer Name
Enterprise Inventory - SWMA and Services Study (Software Maintenance)
Date Prepared:

Type	Model	Serial	Current HWMA Status	Software Description	Version	Number of Processors	Current SWMA Status	Expiration Date
7038	6M2	1234567	AK7BHD	SWMA FOR AIX	5.1	4	EXPOSED	11/4/2006
				SWMA FOR HACMP		4	EXPOSED	11/4/2006
7038	6M2	1234568	AK7BHD	SWMA FOR AIX	5.1	4	EXPOSED	11/4/2006
				SWMA FOR HACMP		4	EXPOSED	11/4/2006
7042	CR6	1234569	ADCFOK	MCP REMOTE SUPPORT			CONFIGURATOR	12/27/2011
7310	CR3	1234570	AY36GN	MCP REMOTE SUPPORT			EXPOSED	9/7/2006
7310	CR3	1234571	AK7BHD	MCP REMOTE SUPPORT			EXPOSED	2/7/2008
8205	E8B	1234572	ADCFOK	SWMA FOR IBMI	5.1	6	ADCFOK	12/27/2013
				SWMA FOR IBMI	5.1	1	CONFIGURATOR	12/27/2011
				SWMA FOR POWERVM STD		6	ADCFOK	12/27/2013
8233	E8B	1234573	A13YK3	SWMA FOR AIX	6.1	8	CONFIGURATOR	7/5/2013
				SWMA FOR POWERVM EXP ED		8	CONFIGURATOR	7/5/2013
				SWMA FOR SYS DIR EXP ED		8	CONFIGURATOR	7/5/2013
9111	520	1234574	AK7BHD	SWMA FOR AIX	5.2	2	AK7BHD	7/14/2012
9111	520	1234575	AK7BHD	SWMA FOR AIX	5.3	2	EXPOSED	2/21/2008
9117	570	1234576	AY36GN	SWMA FOR AIX	5.3	4	AY36GN	12/31/2013
9117	570	1234577	AY36GN	SWMA FOR AIX	5.3	4	AY36GN	12/31/2013
				SWMA FOR PLM		4	EXPOSED	9/7/2006
				SWMA FOR VIO		4	EXPOSED	9/7/2006
9133	55A	1234578	AK7BHD	SWMA FOR AIX	5.3	4	AK7BHD	7/14/2012
				SWMA FOR HACMP		4	AK7BHD	7/14/2012

How Do I Learn More?

If you would like to learn more about MMI's Enterprise Scrub and Renewal Opportunity Program, please contact Claire Millsap at cmillsap@managedmaint.com or you can call 561-869-4399 x1137

Contact us at [561-869-4399](tel:561-869-4399) or visit www.managedmaint.com

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