

The value of Passport Advantage Online  
for resellers



**Passport Advantage Online for resellers**

## *Passport Advantage Online for resellers*



*As a Passport Advantage® or Passport Advantage Express reseller, your organization has its own secure Web tool. Your customers' license information, Software Subscription and Support renewal and pricing information are all in one place for you. Go to **ibm.com**/software/passportadvantage and choose **Passport Advantage Online** and then **For Business Partners**.*

Among the services you'll find on the Web are:

### **IBM Distributed Software Price Book**

The IBM Distributed Software Price Book serves as your single source for the Passport Advantage customer. Here, you will find part number and pricing information for customer-quote generation for distributed software worldwide. Using this tool, you can view your customer's account details, execute what-if analyses, build and save part lists and quotes, retrieve related channel announcements, access product updates made within the past 30 days (obsolete parts, new parts and so on). The tool also provides Channel Rebates qualification at the line-item level of each quote for Value Added Partner (VAP), Small and Medium Business (SMB) and Brand. Passport Advantage Express quotes can also be generated. Tutorial and online field-level help are available for all panels. If you are a Distributor or House Account, you can also view your cost of goods. Plus, all Business Partners can view their customers' Relationship Suggested Volume Price (RSVP) Levels.

### **BP eOrdering Tool**

This tool enables Distributors to place orders from Passport Advantage Online. BP eOrdering supports the following order types:

#### ***Passport Advantage***

- *New license, media or doc-pack order*
- *Software Subscription and Support renewal against an active quotation*
- *Special-bid order referencing the special-bid number*

#### ***Passport Advantage Express***

- *New license, media or doc-pack order for a new customer*
- *New license, media or doc-pack order for an existing customer*
- *Software Subscription and Support renewal against an active quotation*

### **Reporting**

The reporting function allows you to view Agreement information and generate reports of customer activity based on your sales relationship.

### **Passport Advantage Fundamentals Tutorial**

The tutorial can be accessed from the right-hand navigational menu and covers the similarities and differences of Passport Advantage and Passport Advantage Express, and how the offerings work—including the concepts of RSVP, Software Subscription and Support and anniversary dates; the unique offerings available for academic and government customers; the features and benefits of Software Subscription and Support; and the Web tools made available to customers and Business Partners.

The tutorial is available in English, French, German, Italian, Japanese, Brazilian Portuguese and Spanish.

Users can focus on a specific content area with multiple examples of customer scenarios for reference. The tutorial also contains a testing module to test your offering knowledge.

### **Account Management**

You can manage access to Passport Advantage Online and change your password.



### **Need assistance**

With this service you are able to submit a question or comment and receive an answer from the appropriate IBM Passport Advantage contact.

IBM develops and supplies practical, wide-ranging resources to help resellers manage their customers' accounts and to ensure that they use Passport Advantage to the fullest.

### **IBM registration**

IBM registration makes it easy for users to create their own user IDs and passwords to access this and other IBM Web sites. The Primary Contact for your organization must be the first to register and is required to grant access to other users.

Up to four users can be granted Secondary Contact access. This allows them to grant access to additional users. An unlimited number of people can be granted User access, which gives them access to all applications.

### **eCustomer Care**

**ibm.com**/software/howtobuy/passportadvantage/paoreseller/docs/en\_US/ecare.html

For registration questions, navigation assistance and general questions on Passport Advantage Online, click the link above to contact the eCustomer Care Team.

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