

[CIOview TCOnew for Retail Store Systems Install – IBM Business Partners](#)

Sign on to PartnerWorld and go to:

<http://www.ibm.com/partnerworld/sales/systems/eservercotools>

(NOTE: the BP must be a server-authorized reseller to access this site)

The screenshot shows a Microsoft Internet Explorer browser window displaying the IBM Systems Sales website. The address bar shows the URL: http://www-1.ibm.com/partnerworld/sales/systems/myportal/_s.155/250?navID=f220s240t220&geoID=

The page header includes the IBM logo, a search bar, and navigation links: Home, Products & services, Support & downloads, and My account. A "Sign out" link is also present.

The main content area is titled "IBM Systems Sales" and "CIOview Corporation's TCOnew!". It includes a "Geography: All" and "Product: IBM eServer Products" filter. The main text describes the TCOnew! competitive analysis tools, which allow IBM sales representatives and Business Partners to work directly with customers to conduct FREE, consultant-quality, customized total-cost-of-ownership (TCO) comparisons of IBM eServer solutions against competing solutions from Dell, HP/Compaq and Sun.

Archive information: Owner: Nelson Martel, Date last updated: 2004-12-12, Date first released: 2002-10-21, Document name: tcoe6a

Details about this document:

- Customer ready: Yes
- Available to internal sales reps: No
- Available to BP's: Yes
- IBM Confidential: No

A "More details" link is provided.

A call to action: "Then when convinced of the benefit of using TCOnew! with your customers, [Download your copy of TCOnew!](#)"

All new in December 2004!

- i5 models added to iSeries tools
- Beta test of all-new "ROInew! for Storage Virtualization" tool (see matrix below for details)
- Complete refresh of the TCOnew! for Enterprise Storage tool (including all most recently announced storage devices)

Coming soon:

- p5 models to be added to pSeries tools

See the matrix below for a complete list of the IBM Solutions that can be assessed for TCO superiority using TCOnew tools from CIOview Corp.

IBM Solution	CIOview Corporation's TCOnew! Competitive Analysis Tools
TotalStorage	TCOnew! for Enterprise Storage Investigate the cost of consolidating direct-attached storage or SAN environments into new IBM Storage. Complete up to ten consolidations in one analysis. Covers IBM Enterprise Storage Server (ESS, FASTT, IP Storage, and SAN Switches & Directors).

The TCO tool for Retail Store Systems installation has **two steps**

STEP 1

First you need to **download/install the CIOview player**. This will then 'play' any 'content module.

Once downloaded/launched you will see a number of content modules. Some you have access to, some you do not

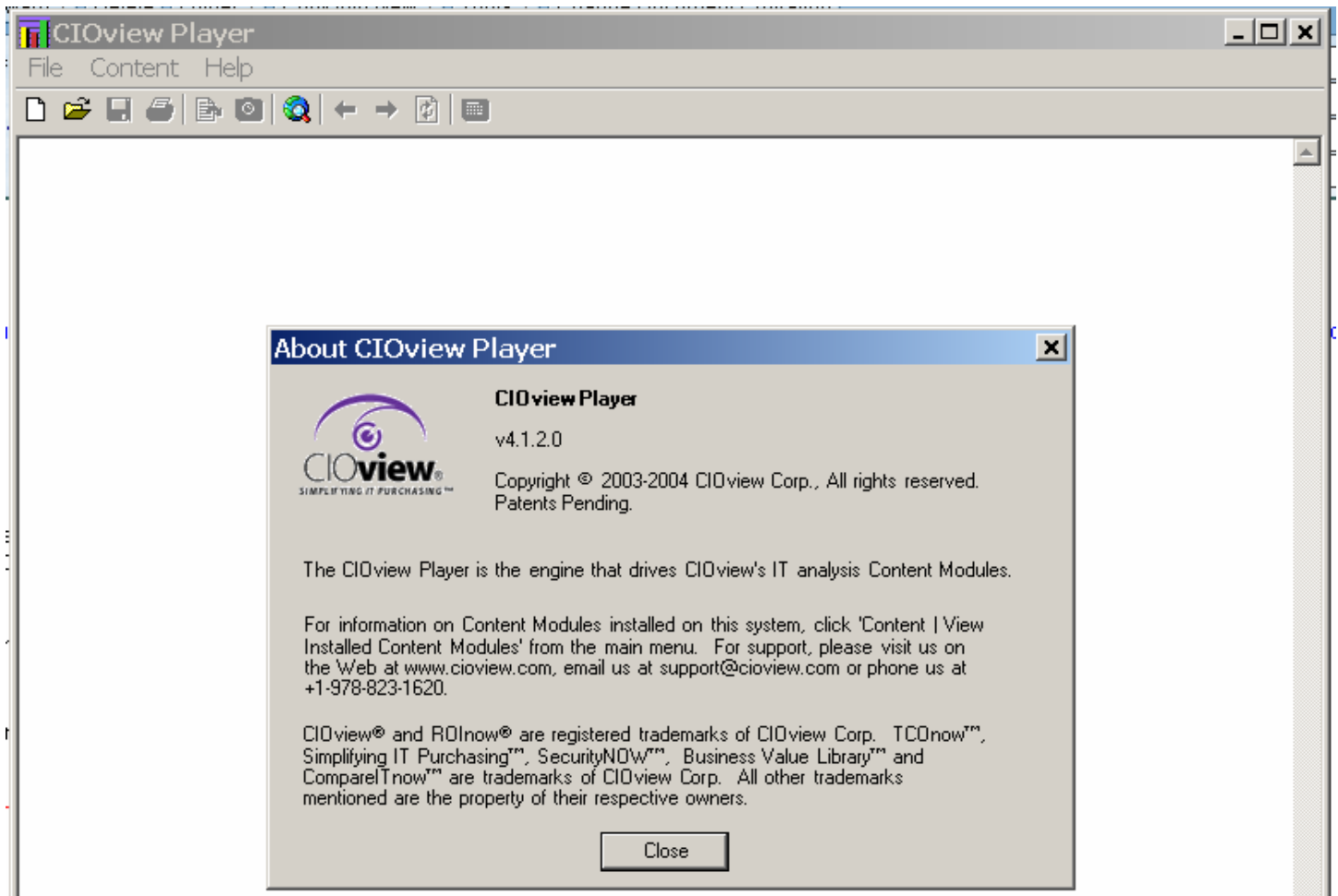
TIPS to watch for (read the instructions carefully!):

1. Download and run the install program
2. Run the program and Register (fill in all details especially email ID)
3. Look for license file (attachment) in you in basket. You need to detach/save that file to your CIOview folder

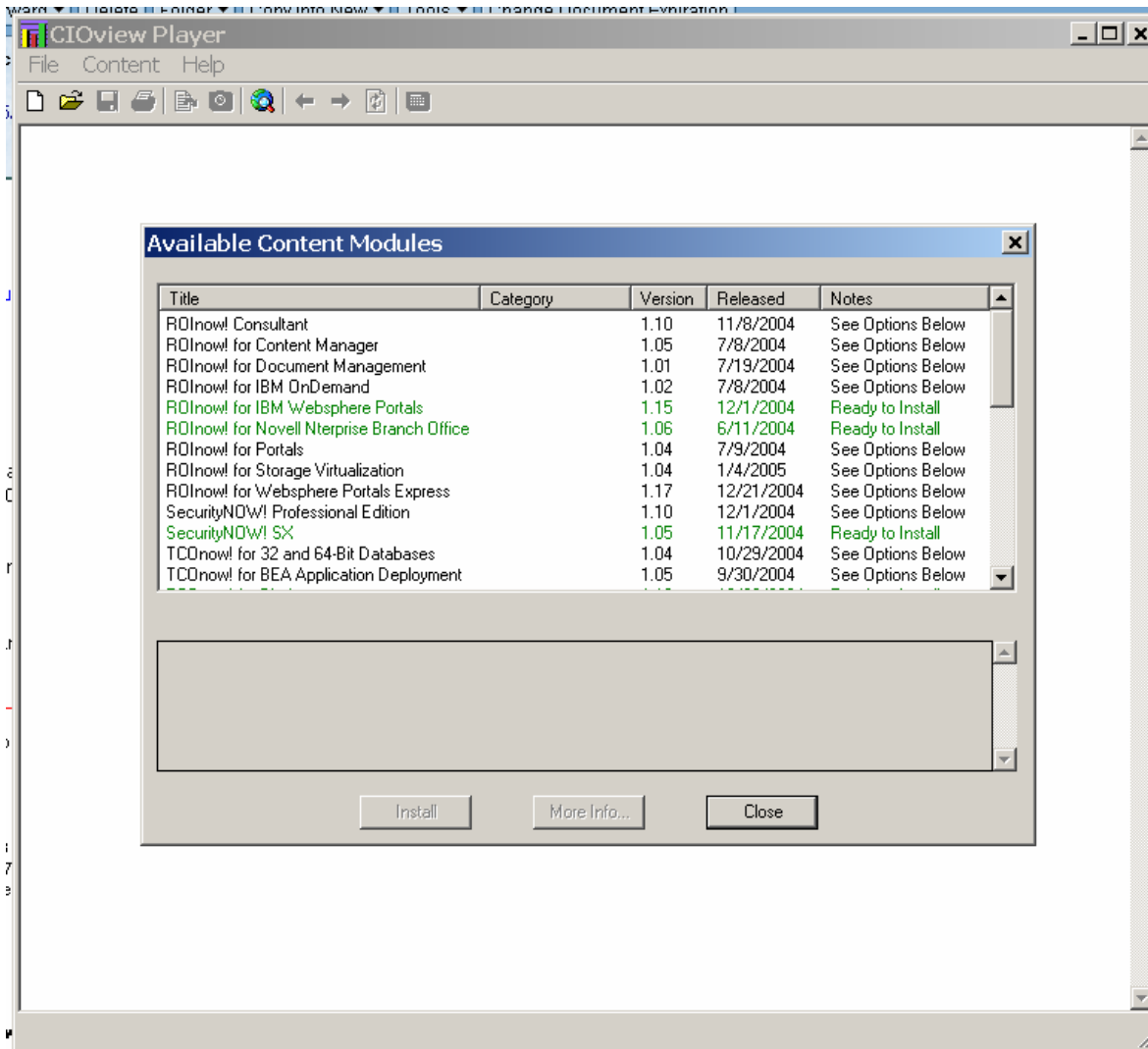
STEP 2

The recent effort with CIOview was to develop a content module specific to the Retail POS environment, with a lot of similarities in content/measurements to the BCS studies that had been recently done for some specific customers. This content module is **TCOnow! for Retail Store Solutions**

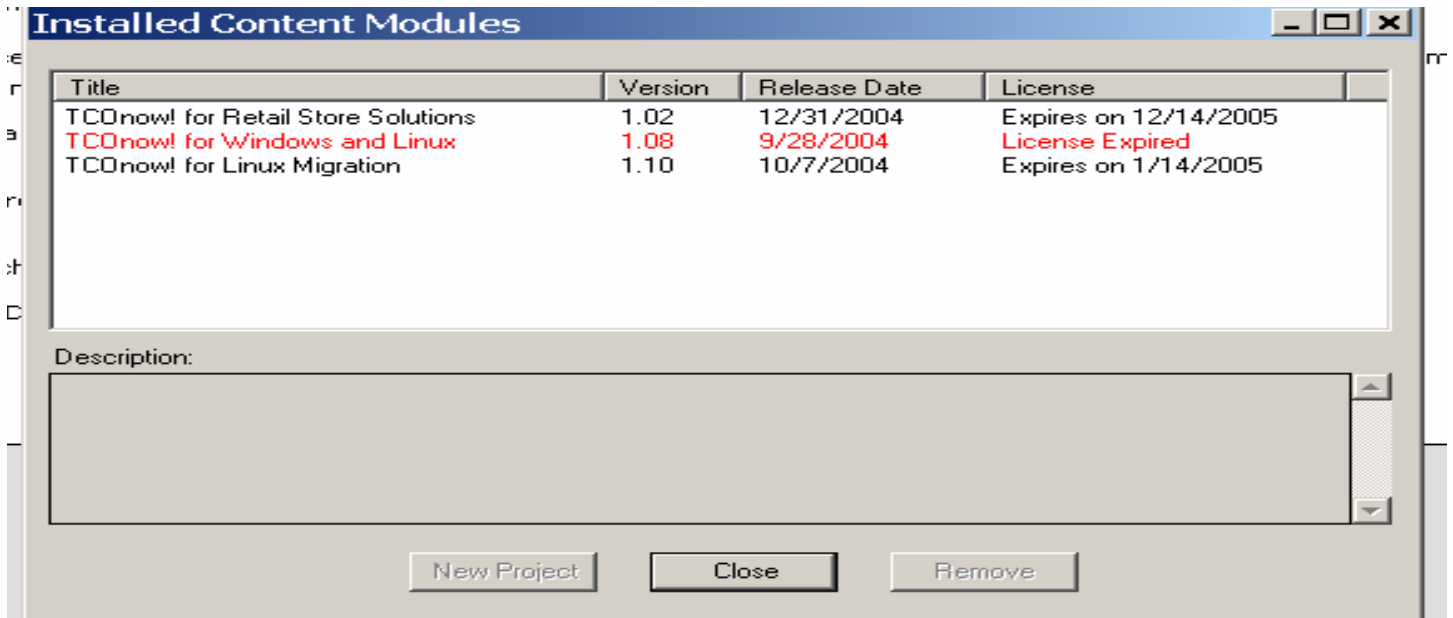
After Step 1 you should be able to see/verify release via 'About'



Then Browse for available content modules:



Look for TCOnow! for Retail Store Solutions:



Once installed/launched (Start a New Project) you should see something like this screen)

