



IBM Certified Systems Expert– System i Collaboration Sales V5.07.07

Acronym/Nickname

Certification Body

IBM

Certification Level Expert

Covered competencies

This product expert has experience in:

- Assessing customer business requirements
- Using sales tools and resources (including basic sizing requirements)
- Identifying solutions, and managing customer relationships.

Description

This Certified Systems Expert successfully positions Collaboration offerings on System i and has six months to one year of experience in the marketplace selling System i solutions. This Certified Systems Expert applies System i and Collaboration strategies to customer business requirements, differentiating among System i, IBM software, and Collaboration products.

Hardware and Software knowledge and experience:

- Has participated in at least four to six System i Collaboration solution sales opportunities
- Can differentiate System i from all other platforms
- Understands collaboration product positioning
- Can differentiate Collaboration-based technologies for System i as compared to competitive offerings
- Can develop Collaboration solutions using System i and appropriate packaging

Requirements

Candidates must pass the ff exams:

1. System i Collaboration Sales V5.07.07 (T861)
2. I Series Solution Sales (including eServer i5 and i5/OS V5R3) (T859)

Target

IBM and Business Partner Sales, Technical Sales and Sales Support professionals

Career Path

Authorized Testing

Center:

Prometric

Indicative Fee*

190 USD

Certification Schedule**

* Fees are exclusive of VAT and wire transfer fee

** Fees and schedules are subject to change without prior notice, please get in touch with Authorized Testing Centers through contact details below

Recommended/Preparatory Training

Where to get more information:

<http://www-03.ibm.com/certify>

<http://www.eduproinc.com>

<http://www.wizardsgroup.com>

<http://www.prometric.com>

<http://www.pearsonvue.com>

EDUPRO INC Phone: (02) 8674409

DATABASE WIZARDS, INC. Phone: (02) 7574889

NEW HORIZONS COMPUTER LEARNING CTR Phone: (02) 8405000

INTERNATIONAL ELECTRONICS & TECHNICAL INSTITUTE INC., Phone: (02)7514147 OR 8820492

Southeastern College Phone: (02) 8340704

ATENEO PROFESSIONAL SCHOOLS Phone: (02) 8920383

MISNet Education Inc. Phone: (02) 7512871

MISNet Education Inc. - Cebu City Phone: (032) 2531536

INFOTECH XCHANGE INC Phone: (02) 8180835

LEXYSOFT CORPORATION Phone: (032) 2336350

GLOBAL FOUNDATION FOR INTL EDU Phone: (032) 2332500