

RAINMAKERS IBM CO-MARKETING MANAGEMENT SERVICES - ICMS

HAVE RAINMAKERS LEVERAGE YOUR IBM CO-MARKETING FUNDING PROGRAMS

- **RAINMAKERS PROVIDES COMPLETE SERVICE TO IBM BUSINESS PARTNERS FOR ALL IBM CO-MARKETING FUNDING INCENTIVE PROGRAMS**
- THESE SERVICES INCLUDE
 - PREPARATION & FILING OF YOUR IBM MARKETING ACTIVITY PLAN TO GUARANTEE IBM FUNDING
 - INFORMING YOU OF ANY NEW OR SPECIAL INCENTIVE IBM DCM & SALES FUNDING CAMPAIGNS
 - PREPARATION & FILING OF YOUR IBM LEADS THROUGH IBM DET FORMS
 - FILING YOUR CLAIM FOR FUNDS, QUALIFYING SS3 & SS4 LEADS AND ASSURING TIMELY APPROVAL
- **100% SUCCESS IN IBM MARKETING PLAN (MAP) APPROVAL & CLAIMS PAYMENT**
- **DEVELOP YOUR IBM CO-MARKETING PLAN**
 - LEARN HOW TO LAUNCH AND LEVERAGE IBM ASSETS FOR SALES AND MARKETING CAMPAIGNS
 - DISCOVER THE SIX KEY MARKETING STEPS TO LAUNCH THE CAMPAIGN FOR SUCCESSFUL MARKETING & SALES SOLUTIONS
- DEVELOP YOUR CAMPAIGN - **CUSTOMIZE AND INTEGRATE** YOUR MARKETING TACTICS
 - LEVERAGE IBM DIGITAL MARKETING ASSETS TO DELIVER INTEGRATED MULTI-TOUCH CAMPAIGNS
- **CREATE A STRATEGIC MARKETING CALENDAR OF EVENTS TO MAINTAIN YOUR FUNDING PROGRAMS**

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RainMakers US