

INCREASE YOUR MARGINS WITH ASG-ENTERPRISE ORCHESTRATOR

Your mainframe accounts are adopting DevOps and need end-to-end visibility, automation, and orchestration. ASG's DevOps value stream management platform, ASG-Enterprise Orchestrator (AEO), can help solve their challenges.

STEPS TO BIGGER MARGINS WITH ASG

STEP 1

Take the 101 Enablement Course

Understand AEO's buyer personas, challenges, value proposition, competitors and more.

STEP 2

Embrace Our AEO Sales Play

Leverage AEO sales enablement and buyer journey assets that enhance customer conversations.

STEP 3

Reap the Rewards

Use your knowledge to grow your margins, plus earn a \$25 Amazon gift card and accreditation badge.



WHAT WE PAY...

EARN A MARGIN OF **4% ON RENEWALS** AND UP TO **40% ON NEW SALES.**



EARN NET NEW RESELL PARTNER MARGINS OF > 26-40%

ACCOUNT	MARGIN
BCBS South Carolina	\$ 18,000.00
Clemson University	\$ 8,000.00
First Bank Puerto Rico	\$ 121,000.00
Hastings Mutual Insurance Company	\$ 13,000.00
Huntington	\$ 144,000.00
M&T Bank	\$ 6,000.00
State Employee's Credit Union	\$ 11,000.00
Tech Data	\$ 7,000.00
	\$ 328,000.00

CALL TO ACTION

1. Account managers login to the partner portal <https://partners.asg.com>
2. Learn Tab - select Courses/Curriculum
3. Select IT Systems Management (Sales)
4. Select AEO Enablement for Salespeople (this will self-enroll you to the course)

ADDITIONAL OPPORTUNITIES

PERFORMANCE	OPERATIONS	APPLICATIONS
<p>Monitor & Improve System Performance and Capacity</p> <ul style="list-style-type: none"> Identify performance issues automatically across environments Monitor system availability and capacity with proven products 	<p>Schedule & Automate Daily Operations Across Platforms</p> <ul style="list-style-type: none"> Schedule the automation of daily operational processes across platforms Automate and simplify the control of production operations 	<p>Orchestrate & Integrate DevOps Value Streams</p> <ul style="list-style-type: none"> Assess, plan and build an application release management process Integrate seamlessly with value stream production execution
<p>ASG-TMON ASG-TMON PA</p>	<p>ASG-Zeke ASG-Zena ASG-PRO/JCL</p>	<p>ASG-Enterprise Orchestrator ASG-Existing Systems Workbench</p>