OneSource Software Services
IBM Software, consulting, hardware and support services procurement

OneSource is a service that allows Business Partners to transact IBM software sales, consulting and support services without the need to hold the appropriate IBM accreditations.

The Challenge
Many of our smaller scale business partners find that not holding appropriate IBM accreditations can prevent them from accessing a full range of IBM software, consulting & support services to offer to their customers at the best possible price.

Often the cost and time required to obtain these accreditations through sales and technical certifications, or the sales price offered without them can mean the projects they are required for are just not cost effective and the business partner remains limited in what they are able to offer.

The Solution
If a business partner cannot transact the software required by it's customers, they can simply seek a supplier that can.

OneSource allows Bell Integration to work as a mini distributor, selling services on the business partners behalf.

Bell will transact the sale at a pre-agreed discounted rate whilst allowing the original business partner to retain the ongoing client relationship.

This allows business partners to maximise their ability to upsell opportunities, maximise sales, increase revenue streams and expand in to new market segments, all while using the experienced Bell team to administrate the process.

As an IBM Platinum partner, Bell Integration as your partner gives you access to the full IBM portfolio across their SW product stack and the ability to obtain deep discounts.

The OneSource service is easy to use and typically the team will provide a fast turnaround on quotes and sales transactions.

With over 20 years in the industry, Bell are able to supply you with a wealth of expertise as well as additional and complimentary services.

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Bell Integration, your OneSource Platinum IBM Partner

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OneSource is part of the Bell Integration / Hamilton Rentals offering

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