**IBM Cloud Satellite**

**Demonstration Checklist for Sellers**

**IBM Sellers:** To complete this course, you are required to use Allego to create your client facing demonstration video using the environment and demo script provided in this course. Use this checklist to ensure that your demo meets the criteria for approval. Then, please present your video and review it with your manager to complete the activity.

**Tip:** Use this checklist to ensure that your demo meets the criteria for approval. Managers and reviewers will be using this checklist during your Stand and Deliver to confirm that you have met the requirements.

**Evaluating the Demo**

1. Seller articulated the value of IBM Cloud Satellite in a way that relates to current client needs and/or pain point(s)
2. Seller highlighted key **benefits to the client**, specifically:
   * IBM Cloud Satellite supports locations in most major cloud service providers, on-premises, and at the edge
   * IBM Cloud Satellite enabled services can be easily deployed to any IBM Cloud Satellite location
   * IBM Cloud Satellite config allows clients to easily deploy and manage Kubernetes resources
3. Seller effectively demonstrated or discussed how easy IBM Cloud Satellite can be deployed
4. Seller demonstrated how to create the following in IBM Cloud Satellite:
   * Versions - which are representations of Kubernetes resources written in YAML
   * Subscriptions - which specify which version of the Kubernetes resource deployed to one or more cluster groups
5. Seller closed the demo with a **call to action for the client** that could include asking for:

* A follow-on technical deeper dive with the technical influencers at the client.
* A follow-on meeting to discuss how they would like to proceed with a proof of concept.
* A Lab Services or Garage engagement discussion to find opportunities for moving forward.