**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 the [IBM Cloud Satellite Level 3 for Sales learning plan](https://yourlearning.ibm.com/activity/PLAN-7D757C8B58E7).

**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 to keep sensitive data where the client wants it
   * IBM Cloud Satellite enabled services can be easily deployed to any IBM Cloud Satellite location providing consistency with speed and simplicity­
   * IBM Cloud Satellite configurations allows clients to easily deploy and manage Kubernetes resources simplifying day 2 operations and allowing teams to focus on core business
3. Seller effectively demonstrated or discussed how easily IBM Cloud Satellite can be deployed.
4. Seller demonstrated how to deploy and manage a cloud native application using IBM Cloud Satellite configurations.
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.