

DELL EMC Getting Started Guide

Welcome to the Team!

Introduction

Congratulations on your recent Dell EMC authorization. We look forward to working together to help you establish a Dell EMC practice with Tech Data. Please take a look at the important information below to get started.

Next Steps

- ☐ Intro to the Tech Data team and resources
- ☐ [Dell EMC Partner Portal](#) access (see Partner Admin guide below)
- ☐ [Dell EMC MyQuotes](#) access (EMC config/quote)
- ☐ [Shop.TechData.com](#) access ([Click Here](#) for help)
- ☐ [Dell Online Solutions Configurator](#) access (Dell config/quote)
- ☐ Review the [TD-Dell EMC Sale Engagement Flow](#)
- ☐ Review TD-Dell EMC Program Offerings (below)
- ☐ Complete Training (below)

Dell EMC Program Overview

[Dell EMC Partner Program Guide](#)

- [Dell EMC FY2018 US Benefits & Requirements](#)
- [Dell EMC MDF Program](#)
- [Dell EMC Demo Program](#)
- [Dell EMC Registration Program](#)

TD-Dell EMC Program Offerings

- Dell EMC 101 Webinars Recommended ([Click Here](#) to request info)
- Deal Registration Assistance (Reg Form Below)
- Ongoing Webinar Series ([Click Here](#) to request info)

Dell EMC Training Requirements

1 Portfolio Competency, which includes;

- at least 2 Sales resources with "Data Center" [Sales Credential*](#)
- at least 2 Tech resources with "Data Center" [SE Credential*](#)
- at least 1 Marketing resource with [Marketing Credential](#)

*Must be within same ISG or CSG product category

Dell EMC Optional Recommended Training

- Additional ISG or CSG Credentials to support rebate attainment
- [Dell EMC Solutions Sales Credential](#)
 - Option 1: Sales: IT Transformation Credential 2017
 - Option 2: Sales: Digital Transformation Credential 2017
- [Dell EMC Solutions Technical Credential](#)
 - Option 1: SE: IT Transformation Credential 2017
 - Option 2: SE: Digital Transformation Credential 2017

Additional Documents

- [TD DellEMC Onboarding Tool](#)
- [Deal Registration Form](#)
- [Partner Portal Admin Guide](#)

Tech Data Contacts

www.TechData.com/Dell

Dell EMC Sales Team:

Storage, Servers, Networking,
Backup/Recovery, etc.

DellEMC@TechData.com

800-237-8931 x66110

- Option 1 for Sales
- Option 2 for Engineers

Dell EMC Orders Team:

Orders, Tracking, S/Ns, etc.

DellEMCOrders@TechData.com

800-237-8931 x66110

Dell EMC Renewals Team:

Support Contracts, Renewals, Tech
Refresh, etc.

DellEMCRenewals@techdata.com

800-237-8931 x66110 option 3

Dell Client Sales Team:

Laptops, Desktops, Peripherals, etc.

DellClient@TechData.com

800-237-8931 x71610

Dell EMC Links

- [Partner Portal](#)
- [Partner Program](#)
- [Partner Academy](#)
- [Enablement Centers](#)
- [Standard Price List](#)
- [Virtual Rack](#)
- [Product Positioning Guide](#)
- [Dell EMC Campaign Center](#)

Partner Support

Americas: 877-898-6225

Go to emc.force.com/createPSCcase to
create a Dell EMC Support Case for:

- Contract Management
- Channel System Support
- Partner Program Support
- Education Services
- Partner Online Support
- And more!!!

To check Partner Attainment

(Revenue & Credentials), contact:

DELLEMC_Partner_program_support_NA@dell.com

TS-Dell EMC Sale Engagement Flow

Ownership Legend



= Partner



= TD-Dell EMC Team (DellEMC@techdata.com / 800-237-8931 x66110)



= TD-Dell EMC Orders Team (DellEMCOrders@TechData.com)

