

# DELLEMC 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 (<u>Click Here</u> to request info)
- Deal Registration Assistance (Reg Form Below)
- Ongoing Webinar Series (<u>Click Here</u> to request info)

### **Dell EMC Training Requirements**

1 Portfolio Competency, which includes;

- at least 2 Sales resources with "Data Center" <u>Sales Credential\*</u>
- at least 2 Tech resources with "Data Center" <u>SE Credential\*</u>
- at least 1 Marketing resource with <u>Marketing Credential</u>

\*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
  - o 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
  - o 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. <u>DellEMCOrders@TechData.com</u> 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
- <u>Standard Price List</u>
- 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!!!

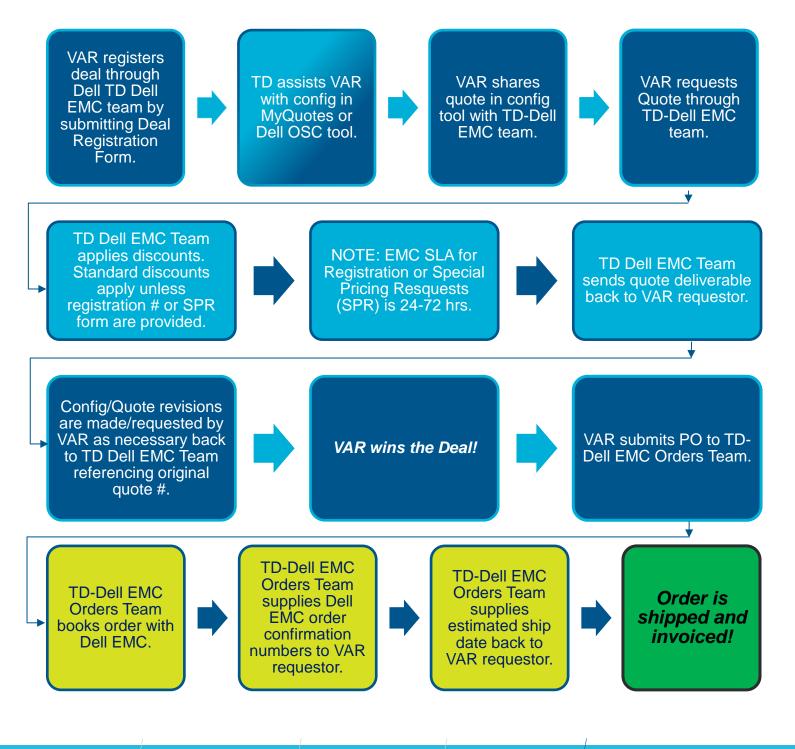
To check Partner Attainment (Revenue & Credentials), contact: <u>DELLEMC Partner program support NA</u> @dell.com



# **TS-Dell EMC Sale Engagement Flow**

**Ownership Legend** 





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