Partner Enablement Guide

November 2017 Edition

Welcome | New to NetApp? | Download the Latest

Send your questions and feedback to PartnerEnablement@NetApp.com

NetApp

Welcome

Leverage NetApp's Partner Enablement Guide for your journey to success with NetApp. This guide provides you with a "New to NetApp" checklist and role-based enablement plans for exactly what you need, when you need it.

New to NetApp?

NetApp Strategy

Identify Your Path

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New to NetApp Checklist

Complete the list within your first 60 days to get started as a partner with NetApp.

↓ Print-ready file

- ☐ Create a NetApp Support site account to access any of NetApp's online resources, including training, tools, and collateral. For help with registering as a partner, read page 8 of the User Registration guide.

- ☐ Get to know your partner management team: your NetApp channel manager and your technical partner manager or Distribution account representative.

- ☐ Read the NetApp Rules of Engagement to understand the responsibilities that we must honor as we work with you through the sales cycle to promote mutual success that is based on consistency, openness, and fairness.

- ☐ Log in to NetApp's CRM tool, Ascend, for deal registration, opportunities, accounts, configure solutions, etc. (Support site account ID needed). For help navigating the tool, take the Ascend Tool: Partner Introduction Training.

- ☐ Self-manage individual partner contacts in the accounts tab of Ascend. Maintain accuracy by updating your worldwide partner contact data and office locations.

- ☐ Review the NetApp Unified Partner Program Guide for your region. This guide provides an overview of all the valuable resources that are available to you and lists the wide range of benefits that reward your organization.

- ☐ Complete the NetApp Accredited Sales Professional (NASP) training. This 15-minute web-based training course gets you started on the road to successful selling with NetApp.

- ☐ Log in to the NetApp Field Portal, your go-to source for the latest sales, marketing, technical, training, and enablement resources. From your home page, click the **Partner Profile Update** tile at the top to update your profile and communication preferences so that NetApp can communicate with you more effectively.

- ☐ Learn about NetApp's unique vision of how, together, we can help customers change the world with data. Become a data visionary by scheduling an in-person Lunch & Learn or by taking the 25-minute Telling the NetApp Story web-based training course.

- ☐ Review individual Learning Paths on the Field Portal (partner, role-specific, specializations, and so on) through NetApp University and map out plans for **required** and **recommended** training based on your role.

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NetApp Strategy

Digital Transformation: Empowering Our Customers to Change the World with Data

ENABLE new touchpoints for your customers.
CREATE innovative business opportunities.
OPTIMIZE operations.

Enablement Resources
NetApp® GetSuccessful™ Lunch & Learns
Telling the NetApp Story web-based training
Marketing Kits
NetApp Strategy & Story Partner Kit
NetApp Brand Partner Kit

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| Business | Technical |

📊 BUSINESS

Click a category to select your role.

Executives. As an executive of a NetApp partner, you can access our product information, training, executive event information, partner development tools, promotions, and more to help your organization be successful with NetApp.

Marketing. Our goal is to provide useful tools and best practices to help you market your organization. Here you will find links to collateral, videos, campaigns, training, and much more.

Sales. We do our best to make it easy to sell NetApp technology to your customers. Training, product information, webcasts, events, promotions, and more are available here.

Learn more about partner training on the Field Portal.

PartnerEnablement@NetApp.com

| Business | Technical |

TECHNICAL

Click a category to select your role.

Systems Engineer. As an engineer who focuses on presales, system configuration, and design for selling NetApp solutions and professional services, you will find helpful information, webcasts, and training in this section. You will also find requirements for accreditations and certifications.

Professional Services Consultant. In this role, your job might be installation and implementation of NetApp hardware and software, consultation, assessment, and planning of NetApp solutions for your customers. Find product information, training, certification information, and much more here.

Support Engineer. As a support engineer, you address customer questions and concerns about NetApp solutions, and you help your customers troubleshoot technical issues. Find helpful information and links to a curriculum for becoming an expert on NetApp products here.

Learn more about partner training on the Field Portal.

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

Clickable navigation
provides easy access to
the solution that you want.

Executives

As an executive of a NetApp partner, you can access our product information, training, executive event information, partner development tools, promotions, and more to help your organization be successful with NetApp.

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| AFF & EF Series | SolidFire |

Get Started

Selling Flash Solutions

Complete this web-based course to learn about the three systems in the NetApp flash portfolio—All Flash FAS, EF-Series, and SolidFire® storage—and how to articulate the superior value of each. *(30 minutes)*

Selling Flash Systems and ONTAP Software

Complete this web-based course to learn about the challenges that customers face as they update and transform their data centers and how NetApp ONTAP-powered hardware and software solutions address these challenges.
(45 minutes) / Localized: Chinese and Japanese

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Get Started (continued)

Selling Third Platform Data Analytics Solutions

Complete this web-based course to learn about the challenges that customers face as they update and transform their data centers to implement Third Platform data analytic applications and how the NetApp portfolio can address these challenges.
(30 minutes) / Localized: Chinese and Japanese

Flash Partner Enablement Resources

This presentation presentation includes flash partner promotions, incentives, enablement, and training to help partners grow their flash business - all designed to help identify sale opportunities, simplify processes, and accelerate their growth and profitability.

- Americas
- EMEA
- APAC

PartnerEnablement@NetApp.com

Stay Informed

Partner Newsletters

Subscribe to regular communications such as the Americas Partner Profit Newsletter and your partner newsletter for EMEA.

Partner New Course List

Stay on top of the latest training that is available for you. Bookmark the Partner New Course List to view all the partner trainings that were released in the most recent 90-day period.

Partner Executive Briefing Centers (EBCs)

For information about EBCs, contact your channel development manager (CDM).

Partner Summits

To learn about Partner Summits, contact your CDM.

PartnerEnablement@NetApp.com

Earn Incentives

Run to NetApp (R2N)

Your company can earn up to US$120,000 in rebates for migration services when your customers move from EMC, IBM, or HPE to NetApp flash.

Converged Systems Incentive

Take advantage of the bonus payout for qualified partners to capture your share in this expanding market.

Incentives by Region

Find information about available financial incentives:

- Americas and USPS
- EMEA
- APAC
- Services Certified Partners

PartnerEnablement@NetApp.com

Leverage Bundles and Promotions

[NetApp FlashAdvantage](#)

Help your customers move to flash with confidence by offering them five easy ways to get started: our Storage Efficiency Guarantee, a risk-free evaluation, the NetApp NextCredit program, an extended warranty, and our All-Flash Storage Efficiency Guarantee.

[Sales Simplification with Express Pack Bundles](#)
Win faster by quoting faster with our Express Pack bundles.

PartnerEnablement@NetApp.com

Use Partner Development Tools

[Partner Directory](#)

Promote your company online to the 20,000+ customers who visit this site every quarter.

[Partner Program Training Requirements](#)

For information about training requirements, see your Partner Program Guide:

- [Americas and USPS](#)
- [EMEA](#)
- [APAC](#)
- [Services Certified Partners](#)

[Flash Enablement and Education for Partners One-Pager](#)

This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

PartnerEnablement@NetApp.com

Get Started

[Selling Flash Solutions](#)

Complete this web-based course to learn about the three systems in the NetApp flash portfolio—All Flash FAS, EF-Series, and SolidFire—and how to articulate the superior value of each. *(30 minutes)*

[Capturing SolidFire Opportunities for Enterprise Customers](#)
Complete this web-based course to learn about how SolidFire solutions can help your customers wanting to take advantage of the functions of the next generation data center and SolidFire core capabilities and the buyer types.
(90 minutes) / Localized: Chinese and Japanese

[Capturing SolidFire Opportunities for SaaS and Service Provider Customers](#)
Complete this web-based course to learn about how SolidFire solutions can help your SaaS and Service Provider customers needing to take advantage of the functions of the next generation data center.
(45 minutes)

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Stay Informed

Partner Newsletters

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Partner Executive Briefing Centers (EBCs)
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Partner Summits
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Earn Incentives

[Incentives by Region](#)

Find information about available financial incentives:

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- [EMEA](#)
- [APAC](#)
- [Services Certified Partners](#)

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[Partner Program Training Requirements](#)

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- [Americas and USPS](#)
- [EMEA](#)
- [APAC](#)
- [Services Certified Partners](#)

[SolidFire Enablement and Education for Partners One-Pager](#)

This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Get Started

[Selling FlexPod Solutions](#)

Complete this course to understand the customer challenges and the market trends that a FlexPod® solution can address. You will learn about the FlexPod solution portfolio and the value of converged infrastructure. *(40 minutes)*

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Stay Informed

Partner Newsletters

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Partner Executive Briefing Centers EBCs

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Partner Summits

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FlexPod Newsletter

In the Americas, subscribe to and read our FlexPod communication where FlexPod partners get their news.

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| FlexPod & FlexPod SF | HCI |

Earn Incentives

NetApp Partner Rewards (APAC)

Sales and systems engineers can earn points for completed sales orders* for certain NetApp products, as announced quarterly by NetApp, and can then redeem those points from the reward catalog.

* Restrictions apply.

FlexPod Specialization Enablement Incentive

Your company can earn a US$5,000 rebate by completing the Data Center—FlexPod Specialization between 29 July 2017 and 27 July 2018.

Converged Systems Incentive

Take advantage of the bonus payout for qualified partners to capture your share in this expanding market.

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| FlexPod & FlexPod SF | HCI |

Earn Incentives (continued)

Incentives by Region

Find information about available financial incentives:

- Americas and USPS
- EMEA
- APAC
- Services Certified Partners

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Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

FlexPod & FlexPod SF	HCI

Leverage Bundles and Promotions

[NetApp FlashAdvantage](#)

Help your customers move to flash with confidence by offering them five easy ways to get started: our Storage Efficiency Guarantee, a risk-free evaluation, the NetApp NextCredit program, an extended warranty, and our All-Flash Storage Efficiency Guarantee.

[Run to NetApp (R2N)](#)

Your company can earn up to US$120,000 in rebates for migration services when your customers move from EMC, IBM, or HPE to NetApp flash.

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Use Partner Development Tools

Partner Program Training Requirements

For information about training requirements, see your Partner Program Guide:

- Americas and USPS
- EMEA
- APAC
- Services Certified Partners

Cisco and NetApp Alliance Portal

Log in to get access to FlexPod resources to support your success.

Partner Directory

Promote your company online to the 20,000+ customers who visit this site every quarter.

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Get Started

Understanding NetApp HCI

Watch this short, on-demand GetSuccessful video to learn how to increase market opportunity and differentiation by selling a mixed-workload, enterprise-scale hyper converged infrastructure (HCI) into the most demanding data centers. *(5 minutes)*

HCI Fundamentals

Complete this web-based course to learn about HCI fundamentals and foundational concepts and the terms that relate to HCI. *(30 minutes)*

Selling NetApp HCI

Complete this web-based course to go after market opportunities that result when new and existing customers evolve their data center to HCI. *(45 minutes)*

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Stay Informed

Partner Newsletters

Subscribe to regular communications such as the Americas Partner Profit Newsletter and your partner newsletter for EMEA.

Partner Executive Briefing Centers (EBCs)

For information about EBCs, contact your channel development manager (CDM).

Partner Summits

To learn about Partner Summits, contact your CDM.

NetApp Partner Academy

Join your local Partner Academy for an engaging event for sales and technical enablement to share new ideas, products, and solutions and to provide the opportunity to develop valuable connections. *(1/2 day)*

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Earn Incentives

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Converged Systems Incentive

Take advantage of the bonus payout for qualified partners to capture your share in this expanding market.

Incentives by Region

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- Americas and USPS
- EMEA
- APAC
- Services Certified Partners

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Use Partner Development Tools

Partner Program Training Requirements

For information about training requirements, see your Partner Program Guide:

- Americas and USPS
- EMEA
- APAC
- Services Certified Partners

Partner Directory
Promote your company online to the 20,000+ customers who visit this site every quarter.

HCI Enablement and Education for Partners One-Pager
This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

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Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

Get Started

Selling Hybrid Cloud

Complete this web-based course to learn about customer challenges in adopting a cloud strategy. You will also learn about NetApp hybrid cloud products and services and how to position the appropriate deployment model and solution for three customer scenarios. *(1 hour)*

Stay Informed

Partner Newsletters

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Partner Executive Briefing Centers (EBCs)

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Partner Summits

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Earn Incentives

Incentives by Region

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- EMEA
- APAC
- Services Certified Partners

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Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

Use Partner Development Tools

Partner Program Training Requirements

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- Americas and USPS
- EMEA
- APAC
- Services Certified Partners

Partner Directory
Promote your company online to the 20,000+ customers who visit this site every quarter.

Hybrid Cloud Enablement and Education for Partners One-Pager
This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

Get Started

[ONTAP Partner Sales Professional](#)

Complete this on-demand web training to learn about the benefits of selling NetApp ONTAP® software, the business value of ONTAP, its features and deployment options, and additional resources to help you sell ONTAP. *(30 minutes)*
Completion satisfies a Partner Program compliance requirement.

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Stay Informed

Partner Newsletters

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Partner Executive Briefing Centers (EBCs)
For information about EBCs, contact your channel development manager (CDM).

Partner Summits
To learn about Partner Summits, contact your CDM.

PartnerEnablement@NetApp.com

Earn Incentives

Incentives by Region

Find information about available financial incentives:

- Americas and USPS
- EMEA
- APAC
- Services Certified Partners

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Use Partner Development Tools

Partner Directory

Promote your company online to the 20,000+ customers who visit this site every quarter.

Partner Program Training Requirements

For information about training requirements, see your Partner Program Guide:

- Americas and USPS
- EMEA
- APAC
- Services Certified Partners

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Get Started

[ABCs of E-Series and EF-Series](#)

Complete this course to get an overview of the NetApp E-Series and EF-Series. *(15 minutes)*

[Selling Third Platform Data Analytics Solutions](#)

Complete this course to learn how to identify target workloads, key contacts, and questions to ask to qualify your data analytics deals. *(30 minutes)*

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Stay Informed

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Partner Executive Briefing Centers (EBCs)
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Partner Summits
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Earn Incentives

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Incentives by Region

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- EMEA
- APAC
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Leverage Bundles and Promotions

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[Sales Simplification with Express Pack Bundles](#)
Win faster by quoting faster with our Express Pack bundles.

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Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

Use Partner Development Tools

Partner Program Training Requirements

For information about training requirements, see your Partner Program Guide:

- Americas and USPS
- EMEA
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- Services Certified Partners

Partner Directory
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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

Clickable navigation provides easy access to the solution that you want.

Marketing
Our goal is to provide useful tools and best practices to help you market your organization. Here you will find links to collateral, videos, campaigns, training, and much more.

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| AFF & EF Series | SolidFire |

Get Started

Introduction to NetApp Products

Complete this web-based course to learn about the portfolio of NetApp products and NetApp data management software. *(30 minutes)*

Flash Partner Enablement Resources

This presentation presentation includes flash partner promotions, incentives, enablement, and training to help partners grow their flash business - all designed to help identify sale opportunities, simplify processes, and accelerate their growth and profitability.

- Americas
- EMEA
- APAC

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Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

AFF & EF Series	SolidFire

Stay Informed

Partner Newsletters

Subscribe to regular communications such as the Americas Partner Profit Newsletter and your partner newsletter for EMEA.

EMEA Partner Marketing Portal

Visit this one-stop shop to get all the NetApp marketing and sales information that you need to create demand and to support your communication strategy with customers and prospects.

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| AFF & EF Series | SolidFire |

Drive Demand

Campaigns-2-Go: Flash—Your Data Demands More

Build your own campaign and get consistent solution messages to market quickly with downloadable prebuilt copy and creative materials.

- All Flash FAS
- Flash: Your Data Demand More

Campaign Express

Turn-key, customizable, automated, digital Grid campaigns, with full Concierge support, help you drive demand for Flash solutions.

- All Flash FAS (recently updated)
- Flash: Your Data Demand More
- Third Platform Data Analytics

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Drive Demand (continued)

Content Syndication

Automatically embed the most up-to-date NetApp solution information within your company website.

Search Engine Optimization

Elevate your web content to the top of search engines, increasing web traffic flow and efficiency.

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Use Marketing Tools

Channel Funds Manager

Qualified partners can use this online tool to manage NetApp market development funds (MDF) for marketing and sales initiatives.

Flash Solution One-Pager

Review this summary of the marketing assets for NetApp flash, including demand generation, content syndication, and promotions.

Use Marketing Tools (continued)

Partner Marketing Catalog

Use this comprehensive resource to get access to the materials that you need to develop joint messaging, to build sales resources, and to construct integrated awareness and demand-generation campaigns.

EF570 and E5700 Partner Collection

Refer to this collection for a comprehensive list of partner marketing assets for EF570 and E5700.

Flash Enablement and Education for Partners One-Pager

This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

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Get Started

[Introduction to NetApp Products](#)

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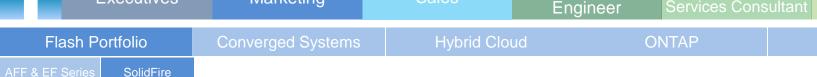
Stay Informed

[Partner Newsletters](#)

[Subscribe](#) to regular communications such as the [Americas Partner Profit Newsletter](#) and your partner newsletter for [EMEA](#).

[EMEA Partner Marketing Portal](#)
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Drive Demand

[Content Syndication](#)

Automatically embed the most up-to-date NetApp solution information within your company website.

[Search Engine Optimization](#)

Elevate your web content to the top of search engines, increasing web traffic flow and efficiency.

[Drive Demand with NetApp](#)

Get fast, easy access to all the information and materials that you need with NetApp's partner-ready marketing programs.

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| AFF & EF Series | SolidFire |

Drive Demand (continued)

Campaigns-2-Go

Build your own campaigns, and get consistent solution messages to market quickly, with downloadable prebuilt copy and creative materials.

- SolidFire: Designing the Next Gen DC
- SolidFire: Next Gen You
- SolidFire: Code On. (SaaS)

Campaign Express

Turn-key, customizable, automated, digital Grid campaigns, with full Concierge support, help you drive demand for SolidFire solutions.

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- SolidFire: Code On. (SaaS)

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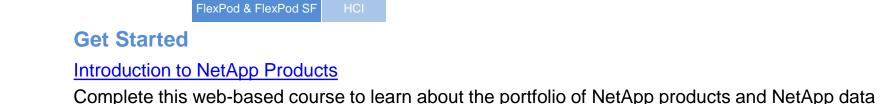
Partner Marketing Catalog

Use this comprehensive resource to get access to the materials that you need to develop joint messaging, to build sales resources, and to construct integrated awareness and demand-generation campaigns.

SolidFire Partner Collection

Refer to this collection for a comprehensive list of partner marketing assets for SolidFire.

SolidFire Enablement and Education for Partners One-Pager

This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

PartnerEnablement@NetApp.com

Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

FlexPod & FlexPod SF	HCI

Get Started

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FlexPod Newsletter

Subscribe to our communications in the Americas, where FlexPod partners get their news.

EMEA Partner Marketing Portal

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Drive Demand

Campaigns-2-Go

Build your own campaigns, and get consistent solution messages to market quickly, with downloadable prebuilt copy and creative materials.

- FlexPod: Modernize Your Data Center
- FlexPod SF

Campaign Express

Turn-key, customizable, automated, digital Grid campaigns, with full Concierge support, help you drive demand for converged Infrastructure solutions.

- FlexPod: Modernize Your Data Center
- FlexPod SF

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FlexPod & FlexPod SF | HCI

Drive Demand (continued)

Search Engine Optimization

Elevate your web content to the top of search engines, increasing web traffic flow and efficiency.

Drive Demand with NetApp

Get fast, easy access to all the information and materials that you need with NetApp's partner-ready marketing programs.

Use Marketing Tools

Cisco and NetApp Alliance Portal

Log in to get access to FlexPod resources to support your success.

PartnerEnablement@NetApp.com

Use Marketing Tools (continued)

Partner Marketing Catalog

Use this comprehensive resource to get access to the materials that you need to develop joint messaging, to build sales resources, and to construct integrated awareness and demand-generation campaigns.

Channel Funds Manager

Qualified partners can use this online tool to manage NetApp market development funds (MDF) for marketing and sales initiatives.

FlexPod SF Partner Collection

Access this collection of assets to market the FlexPod SF solution.

Converged Systems Advisor Partner Collection

Refer to this collection for a comprehensive list of partner marketing assets for converged systems advisor.

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Get Started

Understanding NetApp HCI

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HCI Fundamentals
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Selling NetApp HCI
Complete this web-based course to go after market opportunities that result when new and existing customers evolve their data center to HCI. *(45 minutes)*

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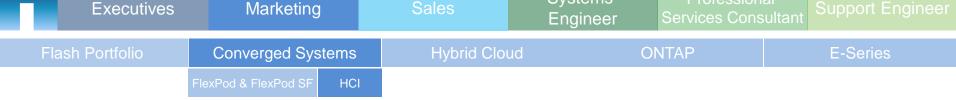
Drive Demand

Campaigns-2-Go

Build your own campaigns, and get consistent solution messages to market quickly, with downloadable prebuilt copy and creative materials.

- HCI. Ready for Next

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Drive Demand (continued)

[Campaign Express](#)

Turn-key, customizable, automated, digital Grid campaigns, with full Concierge support, help you drive demand for converged Infrastructure solutions.

- [HCI. Ready for Next](#)

[NetApp HCI Partner Activation Kit](#)
This kit includes all the resources needed for partners to create awareness and drive demand for NetApp HCI in one package

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Use Marketing Tools

Partner Marketing Catalog

Use this comprehensive resource to get access to the materials that you need to develop joint messaging, to build sales resources, and to construct integrated awareness and demand-generation campaigns.

NetApp HCI Partner Collection

Refer to this collection for a comprehensive list of partner marketing assets for NetApp HCI.

Channel Funds Manager

Qualified partners can use this online tool to manage NetApp market development funds (MDF) for marketing and sales initiatives.

HCI Enablement and Education for Partners One-Pager

This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

PartnerEnablement@NetApp.com

Get Started

Selling Hybrid Cloud

Complete this web-based course to learn about customer challenges in adopting a cloud strategy. You will also learn about NetApp hybrid cloud products and services and how to position the appropriate deployment model and solution for three customer scenarios. *(1 hour)*

Stay Informed

Partner Newsletters

Subscribe to regular communications such as the Americas Partner Profit Newsletter and your partner newsletter for EMEA.

EMEA Partner Marketing Portal

Visit this one-stop shop to get all the NetApp marketing and sales information that you need to create demand and to support your communication strategy with customers and prospects.

PartnerEnablement@NetApp.com

Drive Demand

[Campaigns-2-Go](#)

Build your own campaigns, and get consistent solution messages to market quickly, with downloadable prebuilt copy and creative materials.

- [Protect Your Data, Wherever It Goes](#)

[Content Syndication](#)

Automatically embed the most up-to-date NetApp solution information within your company website.

[Search Engine Optimization](#)

Elevate your web content to the top of search engines, increasing web traffic flow and efficiency.

[Drive Demand with NetApp](#)

Get fast, easy access to all the information and materials that you need with NetApp's partner-ready marketing programs.

PartnerEnablement@NetApp.com

Drive Demand (continued)

[Campaign Express](#)

Turn-key, customizable, automated, digital Grid campaigns, with full Concierge support, help you drive demand for converged Infrastructure solutions.

- [Protect Your Data, Wherever It Goes](#)

Use Marketing Tools

[Hybrid Cloud on the Field Portal](#)

Log in to the Field Portal to get access to the latest hybrid cloud content.

[Hybrid Cloud Partner Collection](#)

Refer to this collection for a comprehensive list of partner marketing assets for hybrid cloud

PartnerEnablement@NetApp.com

Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

Use Marketing Tools (continued)

Hybrid Cloud One-Pager

Review this summary of the marketing assets for NetApp hybrid cloud, including demand generation, content syndication, and promotions.

Channel Funds Manager

Qualified partners can use this online tool to manage NetApp market development funds (MDF) for marketing and sales initiatives.

Partner Marketing Catalog

Use this comprehensive resource to get access to the materials that you need to develop joint messaging, to build sales resources, and to construct integrated awareness and demand-generation campaigns.

Hybrid Cloud Enablement and Education for Partners One-Pager

This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

PartnerEnablement@NetApp.com

Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

Get Started

ABCs of ONTAP

Complete this web-based course to learn about the latest enhancements to and the benefits of NetApp ONTAP software and how to sell ONTAP to your customers. *(15 minutes)*

Stay Informed

Partner Newsletters

Subscribe to regular communications such as the Americas Partner Profit Newsletter and your partner newsletter for EMEA.

EMEA Partner Marketing Portal

Visit this one-stop shop to get all the NetApp marketing and sales information that you need to create demand and to support your communication strategy with customers and prospects.

PartnerEnablement@NetApp.com

Drive Demand

Search Engine Optimization

Elevate your web content to the top of search engines, increasing web traffic flow and efficiency.

Drive Demand with NetApp

Get fast, easy access to all the information and materials that you need with NetApp's partner-ready marketing programs.

PartnerEnablement@NetApp.com

Use Marketing Tools

Channel Funds Manager

Qualified partners can use this online tool to manage NetApp market development funds (MDF) for marketing and sales initiatives.

Channel ONTAP Acceleration Quick Reference Guide

Read this external quick reference guide to get a view into all the sales and marketing resources, installed-base assets, transition assessments, tools, and resources that you need to help accelerate your tech refresh sales.

Partner Marketing Catalog

Use this comprehensive resource to get access to the materials that you need to develop joint messaging, to build sales resources, and to construct integrated awareness and demand-generation campaigns.

ONTAP 9 Partner Collection

Refer to this collection for a comprehensive list of partner marketing assets for ONTAP.

PartnerEnablement@NetApp.com

Get Started

ABCs of E-Series and EF-Series

Complete this web-based course to get an overview of the NetApp E-Series and EF-Series systems. *(15 minutes)*

Stay Informed

Partner Newsletters

Subscribe to regular communications such as the Americas Partner Profit Newsletter and your partner newsletter for EMEA.

EMEA Partner Marketing Portal

Visit this one-stop shop to get all the NetApp marketing and sales information that you need to create demand and to support your communication strategy with customers and prospects.

PartnerEnablement@NetApp.com

Drive Demand

Grid Campaign: Third Platform Data Analytics (Big Data)

Run an E-Series campaign to show customers how they can leverage enterprise storage that offers faster performance, better total cost of ownership (TCO), and improved reliability for big data analytics.

Content Syndication
Automatically embed the most up-to-date NetApp solution information within your company website.

Search Engine Optimization
Elevate your web content to the top of search engines, increasing web traffic flow and efficiency.

Drive Demand with NetApp
Get fast, easy access to all the information and materials that you need with NetApp's partner-ready marketing programs.

PartnerEnablement@NetApp.com

Use Marketing Tools

EF570 and E5700 Partner Collection

Refer to this collection for a comprehensive list of partner marketing assets for EF570 and E5700.

Third Platform Analytics and E-Series on the Field Portal

Log in to the Field Portal to get the latest content on E-Series for the third platform.

Channel Funds Manager

Qualified partners can use this online tool to manage NetApp market development funds (MDF) for marketing and sales initiatives.

Partner Marketing Catalog

Use this comprehensive resource to get access to the materials that you need to develop joint messaging, to build sales resources, and to construct integrated awareness and demand-generation campaigns.

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

Clickable navigation provides easy access to the solution that you want.

Sales

We do our best to make it easy to sell NetApp technology to your customers. Training, product information, webcasts, events, promotions, and more are available here.

Partner Sales Training

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

AFF & EF Series | SolidFire

Get Started

[Selling Flash Solutions](#)

Complete this web-based course to learn about the three systems in the NetApp flash portfolio—All Flash FAS, EF-Series, and SolidFire—and how to articulate the superior value of each. *(30 minutes)*

[Selling Flash Systems and ONTAP Software](#)

Complete this web-based course to understand customer challenges, how NetApp ONTAP powered hardware and software solutions address those challenges, and how to identify target workloads and contacts. *(45 minutes)*

[Partner Webcast Collection](#)

Watch these on-demand webcasts to learn more about our competitive advantages over EMC, HPE, and Pure. *(30–60 minutes)*

PartnerEnablement@NetApp.com

Get Started (continued)

ABCs of All Flash FAS

Complete this web-based course to learn how to identify all of the products within the AFF family, understand the value proposition and competitive positioning. (15 minutes)

Flash Partner Enablement Resources

This presentation presentation includes flash partner promotions, incentives, enablement, and training to help partners grow their flash business - all designed to help identify sale opportunities, simplify processes, and accelerate their growth and profitability.

- Americas
- EMEA
- APAC

PartnerEnablement@NetApp.com

Stay Informed

Partner Newsletters

Subscribe to regular communications such as the Americas Partner Profit Newsletter and your partner newsletter for EMEA.

GetSuccessful Essentials Videos

Watch these short, on-demand videos to understand the NetApp core differentiators that enable you to best position and sell NetApp products. *(5 minutes)*

NetApp Partner Academy

Join your local Partner Academy for an engaging event for sales and technical enablement to share new ideas, products, and solutions and to provide the opportunity to develop valuable connections. *(1/2 day)*

GetSuccessful with Flash Lunch & Learn

Ask your CDM or Distributor to host a Lunch & Learn to learn about NetApp's business value through short, informal training sessions. *(60–90 minutes)*

PartnerEnablement@NetApp.com

Use Sales Tools

GetSuccessful with Flash Channel Playbook

Use this interactive, easy-to-follow guide to understand the opportunity, value, and benefits of the NetApp flash portfolio for you and your customers. Also learn how to position and sell our flash portfolio.

ProposalCenter

Find the proposal materials that you need to deliver unsolicited proposals and respond to RFPs or to request a custom (unsolicited) proposal for your customer or prospect.

Flash Enablement and Education for Partners One-Pager

This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

PartnerEnablement@NetApp.com

Use Sales Tools (continued)

[Competitive Information on the NetApp Field Portal](#)

Log in to the Field Portal to get competitive information.

[FAQ Library on the Field Portal](#)
Log in to the Field Portal to get the latest FAQs.

[Services for Flash Systems](#)
Access resources about services to help customers plan and implement flash successfully.

[Ascend](#)
Register, view, and manage your deals, opportunities, accounts, etc.

PartnerEnablement@NetApp.com

Earn Incentives

Converged Systems Incentive

Take advantage of the bonus payout for qualified partners to capture your share in this expanding market.

Run to NetApp (R2N)

Your company can earn up to US$120,000 in rebates for migration services when your customers move from EMC, IBM, or HPE to NetApp flash.

Incentives by Region

Find information about available financial incentives:

- Americas and USPS
- EMEA
- APAC
- Services Certified Partners

PartnerEnablement@NetApp.com

Leverage Bundles and Promotions
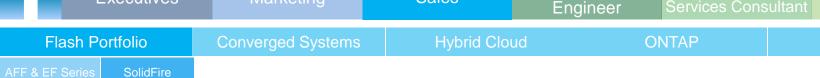
[NetApp FlashAdvantage](#)

Help your customers move to flash with confidence by offering them five easy ways to get started: our Storage Efficiency Guarantee, a risk-free evaluation, the NetApp NextCredit program, an extended warranty, and our All-Flash Storage Efficiency Guarantee.

[Sales Simplification with Express Pack Bundles](#)
Win faster by quoting faster with our Express Pack bundles.

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| AFF & EF Series | SolidFire |

Get Started

Selling Flash Solutions

Complete this web-based course to learn about the three systems in the NetApp flash portfolio—All Flash FAS, EF-Series, and SolidFire—and how to articulate the superior value of each. *(30 minutes)*

SolidFire Training for Partner Sales Representatives and Systems Engineers
Complete this training for your company to become eligible for additional SolidFire incentives.

Capturing SolidFire Opportunities for Enterprise Customers
Complete this web-based course to learn about how SolidFire solutions can help your SaaS and Service Provider customers needing to take advantage of the functions of the next generation data center. *(90 minutes)* / Localized: Chinese and Japanese

Selling NetApp Solutions in OpenStack Environments
Complete this web-based course to get an introduction to the NetApp products and solutions that can help your customers with their OpenStack environments. *(30 minutes)*

PartnerEnablement@NetApp.com

Stay Informed

Partner Newsletters

Subscribe to regular communications such as the Americas Partner Profit Newsletter and your partner newsletter for EMEA.

GetSuccessful Essentials Videos

Watch these short, on-demand videos to understand the NetApp core differentiators that enable you to best position and sell NetApp products. *(5 minutes)*

NetApp Partner Academy

Join your local Partner Academy for an engaging event for sales and technical enablement to share new ideas, products, and solutions and to provide the opportunity to develop valuable connections. *(1/2 day)*

GetSuccessful with SolidFire Lunch & Learn

Ask your CDM or Distributor to host a Lunch & Learn session to learn about NetApp's business value through short, informal training sessions. *(60–90 minutes)*

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| AFF & EF Series | SolidFire |

Use Sales Tools

GetSuccessful with Flash Channel Playbook

Use this interactive, easy-to-follow guide to understand the opportunity, value, and benefits of the NetApp flash portfolio for you and your customers. Also learn how to position and sell our flash portfolio.

SolidFire Product Datasheet
Read this two-page handout for a list of SolidFire features.

SolidFire Enablement and Education for Partners One-Pager
This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

PartnerEnablement@NetApp.com

Use Sales Tools (continued)

NetApp SolidFire Playbooks

Review these dynamic and comprehensive guides to learn how best to sell SolidFire in the target markets and solution areas.
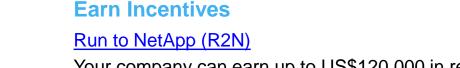
ProposalCenter

Find the proposal materials that you need to deliver unsolicited proposals and respond to RFPs or to request a custom (unsolicited) proposal for your customer or prospect.

SolidFire Product Sales Collateral and Training

Log in to the Field Portal to get the latest information and sales and marketing resources for SolidFire.

Ascend

Register, view, and manage your deals, opportunities, accounts, etc.

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| AFF & EF Series | SolidFire |

Earn Incentives

[Run to NetApp (R2N)](#)

Your company can earn up to US$120,000 in rebates for migration services when your customers move from EMC, IBM, or HPE to NetApp flash.

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

FlexPod & FlexPod SF | HCI

Get Started

Selling FlexPod Solutions

Complete this web-based course to understand the customer challenges and market trends that a FlexPod solution can address. You will learn about the FlexPod solution portfolio and the value of converged infrastructure. *(40 minutes)*

Become an Expert

Data Center—FlexPod Sales Specialization

Complete this training and exam to effectively sell the FlexPod solution portfolio to your customers. This training includes learning about FlexPod components and how the solution works with cloud deployments, as well as the supported workloads. *(2 hours)*

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Stay Informed

Partner Newsletters

Subscribe to regular communications such as the Americas Partner Profit Newsletter and your partner newsletter for EMEA.

FlexPod Newsletter

Subscribe to our communications in the Americas, where FlexPod partners get their news.

GetSuccessful Essentials Videos

Watch these short, on-demand videos to understand the NetApp core differentiators that enable you to best position and sell NetApp products. *(5 minutes)*

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Stay Informed (continued)

Winning Together Webcasts

Join us every two weeks to learn about Cisco and NetApp topics and programs that help our FlexPod channel partners win in the market. *(1 hour)*

NetApp Partner Academy

Join your local Partner Academy for an engaging event for sales and technical enablement to share new ideas, products, and solutions and to provide the opportunity to develop valuable connections. *(1/2 day)*

GetSuccessful with FlexPod Lunch & Learn

Ask your CDM or Distributor to host a Lunch & Learn to learn about NetApp's business value through short, informal training sessions. *(60–90 minutes)*

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Use Sales Tools

FlexPod Sales Desk

Contact the FlexPod Sales Desk to make your selling experience easier. Whether you are a NetApp or Cisco sales representative or a partner, the FlexPod Sales Desk can help you answer common questions or configure a FlexPod solution for your customer.

GetSuccessful with FlexPod Channel Playbook

Review this interactive, easy-to-follow guide to understand the opportunity, value, and benefits of FlexPod for you and your customers. You will also learn how to position and sell FlexPod.

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Use Sales Tools (continued)

[GetSuccessful with FlexPod for Healthcare Channel Playbook](#)

Use this interactive, easy-to-follow guide to quickly understand the FlexPod system from Cisco and NetApp for electronic health record (EHR) workloads.

[Competitive Selling Guides](#)
Review these guides for competitive information about FlexPod versus EMC, Dell, and HPE.

[Cisco and NetApp Alliance Portal](#)
Log in to get access to FlexPod resources to support your success.

PartnerEnablement@NetApp.com

FlexPod & FlexPod SF   HCI

Use Sales Tools (continued)

ProposalCenter

Find the proposal materials that you need to deliver unsolicited proposals and respond to RFPs or to request a custom (unsolicited) proposal for your customer or prospect.

Competitive Information on the Field Portal

Log in to the Field Portal to get competitive information.

FAQ Library on the Field Portal

Log in to the Field Portal to get the latest FAQs.

Ascend

Register, view, and manage your deals, opportunities, accounts, etc.

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Earn Incentives

FlexPod Specialization Enablement Incentive

Your company can earn a US$5,000 rebate by completing the Data Center—FlexPod Specialization between 29 July 2017 and 27 July 2018.

Converged Systems Incentive

Take advantage of the bonus payout for qualified partners to capture your share in this expanding market.

Incentives by Region

Find information about available financial incentives:

- Americas and USPS
- EMEA
- APAC
- Services Certified Partners

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Leverage Bundles and New FlexPod Promotions

NetApp FlashAdvantage

Help your customers move to flash with confidence by offering them five easy ways to get started: our Storage Efficiency Guarantee, a risk-free evaluation, the NetApp NextCredit program, an extended warranty, and our All-Flash Storage Efficiency Guarantee.

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Get Started

Understanding NetApp HCI

Watch this short, on-demand GetSuccessful video to learn how to increase market opportunity and differentiation by selling a mixed-workload, enterprise-scale hyper converged infrastructure (HCI) into the most demanding data centers. *(5 minutes)*

HCI Fundamentals

Complete this web-based course to learn about HCI fundamentals and foundational concepts and the terms that relate to HCI. *(30 minutes)*

Selling NetApp HCI

Complete this web-based course to go after market opportunities that result when new and existing customers evolve their data center to HCI. *(45 minutes)*

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Stay Informed

GetSuccessful with HCI Lunch & Learn

Ask your CDM or Distributor to host a Lunch & Learn to learn about NetApp's business value through short, informal training sessions. *(60–90 minutes)*

Partner Newsletters
Subscribe to regular communications such as the Americas Partner Profit Newsletter and your partner newsletter for EMEA.

NetApp Partner Academy
Join your local Partner Academy for an engaging event for sales and technical enablement to share new ideas, products, and solutions and to provide the opportunity to develop valuable connections. *(1/2 day)*

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Use Sales Tools

HCI Sales Playbook

The NetApp HCI Sales Playbook is a comprehensive multimedia tool for sales preparation and presentation. You can view this app online for the latest updates, and you can view it offline while you are traveling.

HCI Partner Collection

Access a collection of assets to market the NetApp HCI solution.

HCI Enablement and Education for Partners One-Pager

This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

PartnerEnablement@NetApp.com

Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

FlexPod & FlexPod SF	HCI

Earn Incentives

[Incentives by Region](#)

Find information about available financial incentives:

- [Americas and USPS](#)
- [EMEA](#)
- [APAC](#)
- [Services Certified Partners](#)

PartnerEnablement@NetApp.com

Get Started

Selling Hybrid Cloud

Complete this web-based course to learn about customer challenges in adopting a cloud strategy. You will also learn about NetApp hybrid cloud products and services and how to position the appropriate deployment model and solution for three customer scenarios. *(1 hour)*

Stay Informed

Partner Newsletters

Subscribe to regular communications such as the Americas Partner Profit Newsletter and your partner newsletter for EMEA.

GetSuccessful Essentials Videos

Watch these short, on-demand videos to understand the NetApp core differentiators that enable you to best position and sell NetApp products. *(5 minutes)*

PartnerEnablement@NetApp.com

Stay Informed (continued)

NetApp Partner Academy

Join your local Partner Academy for an engaging event for sales and technical enablement to share new ideas, products, and solutions and to provide the opportunity to develop valuable connections. *(1/2 day)*

GetSuccessful with Hybrid Cloud Lunch & Learn

Ask your CDM or Distributor to host a Lunch & Learn to learn about NetApp's business value through short, informal training sessions. *(60–90 minutes)*

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

Use Sales Tools

GetSuccessful with Hybrid Cloud Channel Playbook

Review this interactive, easy-to-follow guide to understand how to help customers manage and maintain control of their data across multiple cloud resources.

ProposalCenter

Find the proposal materials that you need to deliver unsolicited proposals and respond to RFPs or to request a custom (unsolicited) proposal for your customer or prospect.

Hybrid Cloud Enablement and Education for Partners One-Pager

This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

PartnerEnablement@NetApp.com

Use Sales Tools (continued)

FAQ Library on the Field Portal

Log in to the Field Portal to get the latest FAQs.

Hybrid Cloud on the Field Portal

Log in to the Field Portal to get access to the latest hybrid cloud information.

Competitive Information on the Field Portal

Log in to the Field Portal to get competitive information.

Ascend

Register, view, and manage your deals, opportunities, accounts, etc.

PartnerEnablement@NetApp.com

Earn Incentives

Specialization Enablement Incentive

Your company can earn a US$5,000 rebate by completing the Data Center—FlexPod Specialization between 29 July 2017 and 27 July 2018.

Incentives by Region

Find information about available financial incentives:

- Americas and USPS
- EMEA
- APAC
- Services Certified Partners

PartnerEnablement@NetApp.com

Leverage Bundles and Promotions

NetApp FlashAdvantage

Help your customers move to flash with confidence by offering them five easy ways to get started: our Storage Efficiency Guarantee, a risk-free evaluation, the NetApp NextCredit program, an extended warranty, and our All-Flash Storage Efficiency Guarantee.

PartnerEnablement@NetApp.com

Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

Get Started

ABCs of ONTAP

Complete this web-based course to learn about the latest enhancements and the benefits of ONTAP software and how to sell ONTAP to your customers. *(15 minutes)*

ONTAP Partner Sales Professional

Complete this training to become a NetApp Accredited Technical Sales Professional who can qualify and pitch ONTAP solutions, use best practice presales tools, and cite the key benefits of ONTAP. *(30 minutes)*
Completion satisfies a Partner Program compliance requirement.

PartnerEnablement@NetApp.com

Stay Informed

Partner Newsletters

Subscribe to regular communications such as the Americas Partner Profit Newsletter and your partner newsletter for EMEA.

GetSuccessful Essentials Videos

Watch these short, on-demand videos to understand the NetApp core differentiators that enable you to best position and sell NetApp products. *(5 minutes)*

PartnerEnablement@NetApp.com

Stay Informed (continued)

NetApp Partner Academy

Join your local Partner Academy for an engaging event for sales and technical enablement to share new ideas, products, and solutions and to provide the opportunity to develop valuable connections. *(1/2 day)*

GetSuccessful with ONTAP Lunch & Learn

Ask your CDM or Distributor to host a Lunch & Learn to learn about NetApp's business value through short, informal training sessions. *(60–90 minutes)*

PartnerEnablement@NetApp.com

Use Sales Tools

Channel Tech Refresh How-To Guide

This short instructional presentation guides you through the process for accessing installed-base assets, identifying tagged assets for current sales opportunities, and maintaining these assets for sales opportunities.

ProposalCenter

Find the proposal materials that you need to deliver unsolicited proposals and respond to RFPs or to request a custom (unsolicited) proposal for your customer or prospect.

PartnerEnablement@NetApp.com

Use Sales Tools (continued)

[FAQ Library on the Field Portal](#)

Log in to the Field Portal to get the latest FAQs.

[ONTAP 9 on the Field Portal](#)

Log in to the Field Portal to get the latest information about ONTAP 9.

[Competitive Information on the Field Portal](#)

Log in to the Field Portal to get competitive information.

[Ascend](#)

Register, view, and manage your deals, opportunities, accounts, etc.

PartnerEnablement@NetApp.com

Get Started

ABCs of E-Series and EF-Series

Complete this web-based course to get an overview of NetApp E-Series and EF-Series systems. *(15 minutes)*

Selling Flash Solutions

Complete this web-based course to learn about the three systems in the NetApp flash portfolio—All Flash FAS, EF-Series, and SolidFire—and how to articulate the superior value of each. *(30 minutes)*

Selling Third Platform Data Analytics Solutions

Complete this web-based course to learn how to identify target workloads, key contacts, and questions to ask to qualify your data analytics deals. *(30 minutes)*

PartnerEnablement@NetApp.com

Stay Informed

Partner Newsletters

Subscribe to regular communications such as the Americas Partner Profit Newsletter and your partner newsletter for EMEA.
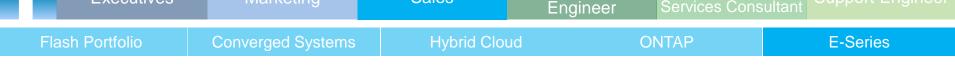
GetSuccessful Essentials Videos

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NetApp Partner Academy

Join your local Partner Academy for an engaging event for sales and technical enablement to share new ideas, products, and solutions and to provide the opportunity to develop valuable connections. *(1/2 day)*

GetSuccessful with E-Series Lunch & Learn

Ask your CDM or Distributor to host a Lunch & Learn to learn about NetApp's business value through short, informal training sessions. *(60–90 minutes)*

PartnerEnablement@NetApp.com

Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

Use Sales Tools

[ProposalCenter](#)

Find the proposal materials that you need to deliver unsolicited proposals and respond to RFPs or to request a custom (unsolicited) proposal for your customer or prospect.

PartnerEnablement@NetApp.com

Use Sales Tools (continued)

E-Series Systems on the Field Portal

Log in to the Field Portal to get the latest E-Series and EF-Series information.

Competitive Information on the Field Portal

Log in to the Field Portal to get competitive information.

FAQ Library on the Field Portal

Log in to the Field Portal to get the latest FAQs.

Ascend

Register, view, and manage your deals, opportunities, accounts, etc.

PartnerEnablement@NetApp.com

Earn Incentives

Run to NetApp (R2N)

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Incentives by Region

Find information about available financial incentives:

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- Services Certified Partners

PartnerEnablement@NetApp.com

Leverage Bundles and Promotions

Sales Simplification with Express Pack Bundles

Win faster by quoting faster with our Express Pack bundles.

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PartnerEnablement@NetApp.com

Clickable navigation
provides easy access to
the solution that you want.

Systems Engineer

As an engineer who focuses on presales, system configuration, and design for selling NetApp solutions and professional services, you will find helpful information, webcasts, and training in this section. You will also find requirements for accreditations and certifications.

Partner Systems Engineer Training

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| AFF & EF Series | SolidFire |

Get Started

NetApp Accredited Technical Sales Professional 100

This onboarding program, required for all Gold, Platinum, and Star Partners, covers everything that you need to know in your role.
Completion satisfies a Partner Program compliance requirement.

NetApp Accredited Technical Sales Professional, Flash

Complete this training to be able to qualify for and pitch NetApp flash solutions and cite the key benefits of NetApp flash systems for specific customer environments.
 Completion satisfies a Partner Program compliance requirement.

PartnerEnablement@NetApp.com

Get Started (continued)

Solutions Insight Webcast: ONTAP 9.2—What's New

Watch this webcast to learn about the recent feature enhancements in NetApp ONTAP 9.2. Learn about the new and expanded programs and tools for winning with ONTAP, the new use cases and extended business value, and key competitive insights.

Flash Partner Enablement Resources

This presentation presentation includes flash partner promotions, incentives, enablement, and training to help partners grow their flash business - all designed to help identify sale opportunities, simplify processes, and accelerate their growth and profitability.

- Americas
- EMEA
- APAC

PartnerEnablement@NetApp.com

Stay Informed

[Partner Webcast Collection](#)

Watch these on-demand webcasts to learn more about our competitive advantages over EMC, HPE, and Pure. *(30–60 minutes)*

[Driving NetApp Sales: Flash Portfolio Technical Training](#)
This full-day course offers lecture and activity sessions that equip each participant with a well-rounded understanding of the NetApp flash portfolio.

Partner Newsletters
[Subscribe](#) to regular communications such as the [Americas Partner Profit Newsletter](#) and your partner newsletter for [EMEA](#).

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Stay Informed (continued)

Solutions Insight Webcasts
Get updated on the latest NetApp innovations by joining our webcast on the second Wednesday of each month, produced especially for presales and postsales technical staff. *(1 hour)*

Tech Team Deep-Dive Webcasts
Hear from NetApp field subject-matter experts as they share best practices, known challenges, and tribal knowledge. Join our webcast on the first Monday of every month, produced for and valued by systems engineers and NetApp Professional Services. *(1 hour)*

NetApp Partner Academy
Join your local Partner Academy for an engaging event for sales and technical enablement to share new ideas, products, and solutions and to provide the opportunity to develop valuable connections. *(1/2 day)*

NetApp Insight
Attend the annual NetApp Insight™ technical conference and choose from nearly 300 technical sessions. You can also participate in the self-paced hands-on lab, earn NetApp Certifications at no cost, and see exciting new technology in action at the Solutions Expo. *(3–4 days)*

PartnerEnablement@NetApp.com

Use Systems Engineer Productivity Tools and Services

Partner Solution Center
Contact this free service in your region for presales and postsales support.

NetApp Tools Community
Get access to NetApp Simulate ONTAP, Synergy, Lab on Demand, the NetApp Hardware Universe, and more.

Flash Enablement and Education for Partners One-Pager
This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

PartnerEnablement@NetApp.com

Use Systems Engineer Productivity Tools and Services (continued)

Tools on the Field Portal

Log in to the Field Portal to view the recommended tools by workflow.

Assessment Tools Portal

Analyze a customer configuration during the presales proposal-generation process to get comprehensive installed-base reports on customer sites. Get reports on infrastructure, performance, capacity, networks, firmware, storage efficiency, at-risk flags, and end-of-life gear.

Lab on Demand

A Lab on Demand is a centrally hosted, externally accessible lab facility. It is designed to enable NetApp and partner systems engineers to perform compelling live customer demonstrations. It can also be used to conduct functional testing and training.

PartnerEnablement@NetApp.com

Use Systems Engineer Productivity Tools and Services (continued)
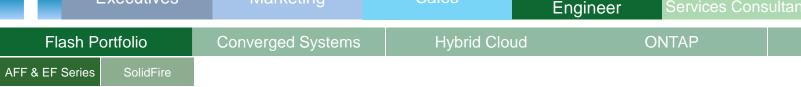
Tech Refresh Tool (TRT)

TRT simplifies tech refresh assessments of an existing installed base by automating the collection and analysis of capacity and workload details and sizing. It also recommends replacement solutions and provides a comparison between the existing and replacement systems, including diagrams.

Interoperability Matrix Tool (IMT)

Use this tool to find out "what works with what" for NetApp products and solutions.

Hardware Universe

The Hardware Universe provides product specifications and hardware compatibility information across the complete NetApp product portfolio.

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Use Systems Engineer Productivity Tools and Services (continued)

[Synergy](#)

NetApp Synergy helps employees and partners design and model NetApp storage systems and determine system capacity and environmental information. You can also use Synergy to produce technical reports and system diagrams.

[ConfigEdge Standalone Configurator](#)
Use this tool to model and manage valid and orderable configurations.

PartnerEnablement@NetApp.com

Use Systems Engineer Productivity Tools and Services (continued)

Technical Product Documentation on the NetApp Support Site

Connect to the Support site to find the official product documentation.

Technical Presentation Library on the Field Portal

Log in to the Field Portal to access the latest technical presentations.

Technical Report Library on the Field Portal

Log in to the Field Portal to get the latest technical reports.

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Use Systems Engineer Productivity Tools and Services (continued)

[Technical White Paper Library on the Field Portal](#)

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[FAQ Library on the Field Portal](#)
Log in to the Field Portal to get the latest FAQs.

[Competitive Information on the Field Portal](#)
Log in to the Field Portal to get competitive information.

[Partner Directory](#)
Search online for partner capabilities, interoperability, and more.

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Get Started

[NetApp Accredited Technical Sales Professional 100](#)

This onboarding program, required for all Gold, Platinum, and Star Partners, covers everything that you need to know in your role. ****Completion satisfies a Partner Program compliance requirement.****

[SolidFire Training for Partner Sales Representatives and Systems Engineers](#)
Complete this training for your company to become eligible for additional SolidFire incentives.

[Making SolidFire Invisible in Your VMware Environment](#)
Watch this session, presented by Josh Atwell at VMworld, to learn how customers use SolidFire in VMware environments. *(1 hour)*

[Solutions Insight Webcast (SIW): Next-Generation Data Center, OpenStack, and Containers](#)
Watch this on-demand webcast, presented by Seth Forgosh and Andrew Sullivan, to learn about NetApp integration with OpenStack. Learn how OpenStack plays well with the NetApp Data Fabric, particularly with NetApp ONTAP, E-Series, StorageGRID®, and SolidFire systems. *(1 hour)*

[SolidFire Acceleration for Partner SEs](#)
Build your SolidFire knowledge with videos from the experts. *(Requires Flash)*

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| AFF & EF Series | SolidFire |

Get Started (continued)

[SIW: Changing the Economics of the Data Center with SolidFire](#)

Watch this webcast to learn about SolidFire array-sharing use cases and to hear a deep technical discussion about the architecture behind SolidFire. We also explain how SolidFire can unlock a different consumption model for your customers. *(90 minutes)*

[SIW: How DevOps Is Changing the Storage Game](#)

Watch this on-demand webcast, presented by Michael Elliott, Bikash Roy Choudhury, and Michael Johnson, to learn about developers as the new decision makers. This role shift has changed to whom we sell; how we sell; and the products we offer that are related to developer-focused hackathons, cloud initiatives, containers (Docker), and OpenStack. *(1 hour)*

[NetApp Weekly Demonstration Series—SolidFire Overview](#)

Download and watch this Weekly Demonstration Series topic that covers SolidFire.

PartnerEnablement@NetApp.com

Become an Expert

[Cloud Builder Systems Engineer (CBSE) Networking 101](#)
Complete this web-based course to understand how the SolidFire networking environment works. *(30 minutes)*

[CBSE Performance Troubleshooting](#)
Complete this web-based course for a deeper dive into SolidFire performance tuning and performance troubleshooting. NetApp recommends this course for technical personnel who are already familiar with the SolidFire architecture and with the Linux or Microsoft Windows operating system. *(35 minutes)*

[SolidFire CBSE Whiteboard](#)
Watch Derek Leslie, Principal Product Manager at SolidFire, demonstrate how SolidFire mixed-node cluster capabilities enable IT managers to add new storage nodes to a cluster as the nodes become available, regardless of type. *(2 minutes)*

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Stay Informed

Tech Team Deep-Dive Webcasts

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NetApp Partner Academy

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Driving NetApp Sales: SolidFire Presales Technical Training

This course offers lecture and activity sessions that equip each participant with a well-rounded understanding of SolidFire. *(3–4 days)*

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Stay Informed (continued)

NetApp Insight

Attend the annual NetApp Insight technical conference and choose from nearly 300 technical sessions. You can also participate in the self-paced hands-on lab, earn NetApp Certifications at no cost, and see exciting new technology in action at the Solutions Expo. *(3–4 days)*

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Use Systems Engineer Productivity Tools and Services

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[Tools on the Field Portal](#)
Log in to the Field Portal to view the recommended tools by workflow.

[Hardware Universe](#)
The Hardware Universe provides product specifications and hardware compatibility information across the complete NetApp product portfolio.

[SolidFire Enablement and Education for Partners One-Pager](#)
This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

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Use Systems Engineer Productivity Tools and Services (continued)

FireSizer Tool

Use this performance sizing tool to help recommend SolidFire storage solutions.

Synergy

NetApp Synergy helps employees and partners design and model NetApp storage systems and determine system capacity and environmental information. You can also use Synergy to produce technical reports and system diagrams.

SolidFire Element OS 9 (Fluorine) Collection on the Field Portal

Log in to the Field Portal to view useful NetApp SolidFire Element® OS 9 documents.

OpenStack Resources

Access SolidFire and OpenStack collateral on NetApp.com.

PartnerEnablement@NetApp.com

Get Started

[NetApp Accredited Technical Sales Professional 100](#)

This onboarding program, required for all Gold, Platinum, and Star Partners, covers everything that you need to know in your role.

Completion satisfies a Partner Program compliance requirement.

Become an Expert

[Data Center—FlexPod Specialization Version 2: Systems Engineer](#)

Complete the training and certification requirements to become a Cisco and NetApp FlexPod Design Specialist. Gain knowledge about the FlexPod solution, the tools and standards for assessing computing solution performance characteristics and requirements, and the process for selecting the proper FlexPod hardware for a given set of requirements. *(2 days)*

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

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Partner Newsletters

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FlexPod Newsletter

Subscribe to our communications in the Americas, where FlexPod partners get their news.

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Stay Informed (continued)

[NetApp Partner Academy](#)

Join your local Partner Academy for an engaging event for sales and technical enablement to share new ideas, products, and solutions and to provide the opportunity to develop valuable connections. *(1/2 day)*

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| FlexPod & FlexPod SF | HCI |

Use Systems Engineer Productivity Tools and Services

Cisco and NetApp Alliance Portal

Log in to get access to FlexPod resources to support your success.

Partner Solution Center

Contact this free service in your region for presales and postsales support.

NetApp Tools Community

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Tools on the Field Portal

Log in to the Field Portal to view the recommended tools by workflow.

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| FlexPod & FlexPod SF | HCI |

Use Systems Engineer Productivity Tools and Services (continued)

[FlexPod Design Automation Presales Tool](#)

Use this single, unified tool to assess, design, size, and price a FlexPod solution. Get an overview of the tool and a step-by-step demonstration on how to use it.

[Assessment Tools Portal](#)

Analyze a customer configuration during the presales proposal-generation process to get comprehensive installed-base reports on customer sites. Get reports on infrastructure, performance, capacity, networks, firmware, storage efficiency, at-risk flags, and end-of-life gear.

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Use Systems Engineer Productivity Tools and Services (continued)

Lab on Demand

A Lab on Demand is a centrally hosted, externally accessible lab facility. It is designed to enable NetApp and partner systems engineers to perform compelling live customer demonstrations. It can also be used to conduct functional testing and training.

Interoperability Matrix Tool (IMT)

Use this tool to find out "what works with what" for NetApp products and solutions.

Hardware Universe

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Use Systems Engineer Productivity Tools and Services (continued)

[ConfigEdge Standalone Configurator](#)

Use this tool to model and manage valid and orderable configurations.

[Technical Product Documentation on the NetApp Support Site](#)

Connect to the Support site to find the official product documentation.

[Technical Presentation Library on the Field Portal](#)

Log in to the Field Portal to access the latest technical presentations.

PartnerEnablement@NetApp.com

Use Systems Engineer Productivity Tools and Services (continued)

Technical Report Library on the Field Portal

Log in to the Field Portal to get the latest technical reports.

Technical White Paper Library on the Field Portal
Log in to the Field Portal to get the latest technical white papers.

Partner Directory
Search online for partner capabilities, interoperability, and more.

Earn Incentives

FlexPod Specialization Enablement Incentive
Your company can earn a US$5,000 rebate by completing the Data Center—FlexPod Specialization between 29 July 2017 and 27 July 2018.

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Get Started

NetApp Accredited Technical Sales Professional 100

This onboarding program, required for all Gold, Platinum, and Star Partners, covers everything that you need to know in your role.
Completion satisfies a Partner Program compliance requirement.

HCI Fundamentals

Complete this web-based course to learn about hyper converged infrastructure (HCI) fundamentals and foundational concepts and the terms that relate to HCI. *(30 minutes)*

Selling NetApp HCI

Complete this web-based course to go after market opportunities that result when new and existing customers evolve their data center to HCI. *(45 minutes)*

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

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Tech Team Deep-Dive Webcasts

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Partner Newsletters

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Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

FlexPod & FlexPod SF	HCI

Stay Informed (continued)

[NetApp Partner Academy](#)

Join your local Partner Academy for an engaging event for sales and technical enablement to share new ideas, products, and solutions and to provide the opportunity to develop valuable connections. *(1/2 day)*

[NetApp Insight](#)

Attend the annual NetApp Insight technical conference and choose from nearly 300 technical sessions. You can also participate in the self-paced hands-on lab, earn NetApp Certifications at no cost, and see exciting new technology in action at the Solutions Expo. *(3–4 days)*

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| FlexPod & FlexPod SF | HCI |

Use Systems Engineer Productivity Tools and Services

Partner Solution Center

Contact this free service in your region for presales and postsales support.

HCI Enablement and Education for Partners One-Pager

This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

NetApp Tools Community

Get access to NetApp Simulate ONTAP, Synergy, Lab on Demand, the NetApp Hardware Universe, and more.

Assessment Tools Portal

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FlexPod & FlexPod SF | HCI

Use Systems Engineer Productivity Tools and Services (continued)

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Use Systems Engineer Productivity Tools and Services (continued)

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[Technical Presentation Library on the Field Portal](#)
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[Technical Report Library on the Field Portal](#)
Log in to the Field Portal to get the latest technical reports.

[Technical White Paper Library on the Field Portal](#)
Log in to the Field Portal to get the latest technical white papers.

PartnerEnablement@NetApp.com

Get Started

[NetApp Accredited Technical Sales Professional 100](#)

Accredited Technical Sales Professional 100 is the on-boarding program and Partner Program requirement for partner Systems Engineers
Completion satisfies a Partner Program compliance requirement.

[NetApp Accredited Technical Sales Professional 200, Cloud](#)
Complete this program to enable you to qualify and pitch NetApp cloud solutions and cite their key benefits for specific customer requirements.

[Selling Hybrid Cloud](#)
Complete this web-based course to learn about customer challenges in adopting a cloud strategy. You will also learn about NetApp hybrid cloud products and services and how to position the appropriate deployment model and solution for three customer scenarios. *(1 hour)*

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Stay Informed (continued)

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Driving NetApp Sales: Hybrid Cloud Portfolio Technical Training

This full-day course offers lecture and activity sessions that equip each participant with a well-rounded understanding of the NetApp hybrid cloud portfolio.

PartnerEnablement@NetApp.com

Become an Expert

[NetApp Accredited Technical Sales Specialist 300, Hybrid Cloud](#)

The NetApp Accredited Technical Sales Specialist Hybrid Cloud program prepares presales engineers to perform hands-on demonstrations of NetApp hybrid cloud technologies. Accredited engineers can also propose NetApp hybrid cloud solutions and respond to customer concerns about a hybrid cloud proposal.

PartnerEnablement@NetApp.com

Use Systems Engineer Productivity Tools and Services

Partner Solution Center
Contact this free service in your region for presales and postsales support.

Hybrid Cloud Enablement and Education for Partners One-Pager
This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

NetApp Tools Community
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Tools on the Field Portal
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Use Systems Engineer Productivity Tools and Services (continued)

[Assessment Tools Portal](#)

Analyze a customer configuration during the presales proposal-generation process to get comprehensive installed-base reports on customer sites. Get reports on infrastructure, performance, capacity, networks, firmware, storage efficiency, at-risk flags, and end-of-life gear.

[NetApp Lanamark One Tool](#)
This tool helps NetApp and partner systems engineers remotely collect performance information from Windows and Linux servers on a customer's premises.

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Use Systems Engineer Productivity Tools and Services (continued)

Lab on Demand

A Lab on Demand is a centrally hosted, externally accessible lab facility. It is designed to enable NetApp and partner systems engineers to perform compelling live customer demonstrations. It can also be used to conduct functional testing and training.

Tech Refresh Tool (TRT)

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Use Systems Engineer Productivity Tools and Services (continued)

Hardware Universe

The Hardware Universe provides product specifications and hardware compatibility information across the complete NetApp product portfolio.

System Performance Modeler (SPM) Tool

Use this performance sizing tool for NetApp controllers that run NetApp Data ONTAP® operating in 7-Mode and NetApp ONTAP. Use it in the presales workflow during the proposal development phase for both new deployments and tech refresh opportunities.

PartnerEnablement@NetApp.com

Use Systems Engineer Productivity Tools and Services (continued)

Synergy

NetApp Synergy helps employees and partners design and model NetApp storage systems and determine system capacity and environmental information. You can also use Synergy to produce technical reports and system diagrams.

NetApp Transition Solutions

Initiate and advance your customer discussions about enlisting NetApp to migrate the customer's system from NetApp Data ONTAP operating in 7-Mode to ONTAP software.

ConfigEdge Standalone Configurator

Use this tool to model and manage valid and orderable configurations.

PartnerEnablement@NetApp.com

Use Systems Engineer Productivity Tools and Services (continued)

Hybrid Cloud on the Field Portal

Log in to the Field Portal to get access to the latest hybrid cloud content.

Systems Engineer Operational Knowledge Base Tool
Search our operational knowledge base online.

Technical Product Documentation on the NetApp Support Site
Connect to the Support site to get one-stop access to official ONTAP 9 product documentation. You can find, read, and download the ONTAP 9 documentation that you need.

Technical Presentation Library on the Field Portal
Log in to the Field Portal to access the latest technical presentations.

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Use Systems Engineer Productivity Tools and Services (continued)

[Technical Report Library on the Field Portal](#)

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Log in to the Field Portal to get the latest technical white papers.

[FAQ Library on the Field Portal](#)
Log in to the Field Portal to get the latest FAQs.

[Bulletin Library on the Field Portal](#)
Log in to the Field Portal to get the latest bulletins.

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Use Systems Engineer Productivity Tools and Services (continued)

ONTAP 9 on the Field Portal

Log in to the Field Portal to get the latest information about ONTAP 9.

Proposal Documents on the Field Portal
Search lists of and leverage systems engineer proposals.

Partner Directory
Search online for partner capabilities, interoperability, and more.

PartnerEnablement@NetApp.com

Get Started

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Become an Expert

[NetApp Accredited Technical Sales Professional 200, ONTAP](#)

Complete this training to become a NetApp Accredited Technical Sales Professional (NATSP) who can qualify and pitch ONTAP solutions, use best practice presales tools, and cite the key benefits of ONTAP.
Completion satisfies a Partner Program compliance requirement.

[NetApp Accredited Technical Sales Specialist 300, ONTAP](#)

Complete this training to become a NetApp Accredited Technical Sales Specialist who can perform hands-on demonstrations of ONTAP technologies, propose ONTAP solutions, and respond to customer concerns about an ONTAP proposal. **Completion satisfies a Partner Program compliance requirement.**

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Driving NetApp Sales: ONTAP Presales Technical Training

In this virtual and in-person instructor-led training, you will explore the improvements and the enhancements that ONTAP software provides to an enterprise. With ONTAP, enterprises can quickly integrate emerging technologies, flash, the cloud, and software-defined architectures to build a Data Fabric foundation across on-premises and cloud resources.

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Stay Informed (continued)

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Use Systems Engineer Productivity Tools and Services (continued)

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Use Systems Engineer Productivity Tools and Services (continued)

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Use Systems Engineer Productivity Tools and Services (continued)

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One-Stop Access to ONTAP 9 Product Documentation
Find, read, and download ONTAP 9 product documentation.

Technical Presentation Library on the Field Portal
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Use Systems Engineer Productivity Tools and Services (continued)

Technical Report Library on the Field Portal

Log in to the Field Portal to get the latest technical reports.

Technical White Paper Library on the Field Portal

Log in to the Field Portal to get the latest technical white papers.

FAQ Library on the Field Portal

Log in to the Field Portal to get the latest FAQs.

Competitive Information on the Field Portal

Log in to the Field Portal to get competitive information.

Partner Directory

Search online for partner capabilities, interoperability, and more.

PartnerEnablement@NetApp.com

Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

Get Started

NetApp Accredited Technical Sales Professional 100

This onboarding program, required for all Gold, Platinum, and Star Partners, covers everything that you need to know in your role. **Completion satisfies a Partner Program compliance requirement.**

NetApp Accredited Technical Sales Professional 200, E-Series

The NetApp Accredited Technical Sales Professional (NATSP) 200, E-Series program is designed to validate the technical solution design and presentation skills of partner Pre-Sales Engineers through a series of online tests.

PartnerEnablement@NetApp.com

Become an Expert

NetApp Accredited Technical Sales Specialist 300, E-Series

Complete this curriculum to enable you to qualify and pitch E-Series solutions and to cite the key benefits of E-Series for specific customer environments.
Completion satisfies a Partner Program compliance requirement. *(3.5 hours)*

NetApp Accredited Technical Sales Specialist 300, E-Series
Complete this curriculum to enable you to perform hands-on demonstrations of E-Series systems, to propose E-Series solutions, and to respond to customer concerns about an E-Series proposal.
Completion satisfies a Partner Program compliance requirement. *(9 hours)*

PartnerEnablement@NetApp.com

Stay Informed

Partner Newsletters

Subscribe to regular communications such as the Americas Partner Profit Newsletter and your partner newsletter for EMEA.

Solutions Insight Webcasts

Get updated on the latest NetApp innovations by joining our webcast on the second Wednesday of each month, produced especially for presales and postsales technical staff. *(1 hour)*

Tech Team Deep-Dive Webcasts

Hear from NetApp field subject-matter experts as they share best practices, known challenges, and tribal knowledge. Join our webcast on the first Monday of every month, produced for and valued by systems engineers and NetApp Professional Services. *(1 hour)*

PartnerEnablement@NetApp.com

Stay Informed (continued)

[NetApp Partner Academy](#)

Join your local Partner Academy for an engaging event for sales and technical enablement to share new ideas, products, and solutions and to provide the opportunity to develop valuable connections. *(1/2 day)*

[NetApp Insight](#)

Attend the annual NetApp Insight technical conference and choose from nearly 300 technical sessions. You can also participate in the self-paced hands-on lab, earn NetApp Certifications at no cost, and see exciting new technology in action at the Solutions Expo. *(3–4 days)*

[Driving NetApp Sales: E-Series Technical Training](#)

This full-day course offers lecture and activity sessions that equip each participant with a well-rounded understanding of the E-Series product line.

PartnerEnablement@NetApp.com

Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

Use Systems Engineer Productivity Tools and Services

Partner Solution Center

Contact this free service in your region for presales and postsales support.

NetApp Tools Community

Get access to NetApp Simulate ONTAP, Synergy, Lab on Demand, the NetApp Hardware Universe, and more.

PartnerEnablement@NetApp.com

Use Systems Engineer Productivity Tools and Services (continued)

Tools on the Field Portal

Log in to the Field Portal to view the recommended tools by workflow.

Assessment Tools Portal

Analyze a customer configuration during the presales proposal-generation process to get comprehensive installed-base reports on customer sites. Get reports on infrastructure, performance, capacity, networks, firmware, storage efficiency, at-risk flags, and end-of-life gear.

Lab on Demand

A Lab on Demand is a centrally hosted, externally accessible lab facility. It is designed to enable NetApp and partner systems engineers to perform compelling live customer demonstrations. It can also be used to conduct functional testing and training.

PartnerEnablement@NetApp.com

Use Systems Engineer Productivity Tools and Services (continued)

Tech Refresh Tool (TRT)

TRT simplifies tech refresh assessments of an existing installed base by automating the collection and analysis of capacity and workload details and sizing. It also recommends replacement solutions and provides a comparison between the existing and replacement systems, including diagrams.

Interoperability Matrix Tool (IMT)
Use this tool to find out "what works with what" for NetApp products and solutions.

Hardware Universe
The Hardware Universe provides product specifications and hardware compatibility information across the complete NetApp product portfolio.

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Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

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Use Systems Engineer Productivity Tools and Services (continued)

E-Series Sizing Tool

Use this performance sizing tool to help recommend E-Series storage solutions.

Synergy

NetApp Synergy helps employees and partners design and model NetApp storage systems and determine system capacity and environmental information. You can also use Synergy to produce technical reports and system diagrams.

PartnerEnablement@NetApp.com

Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

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Use Systems Engineer Productivity Tools and Services (continued)

ConfigEdge Standalone Configurator
Use this tool to model and manage valid and orderable configurations.

Technical Product Documentation on the NetApp Support Site
Connect to the Support site to find the official product documentation.

Technical Presentation Library on the Field Portal
Log in to the Field Portal to access the latest technical presentations.

Technical Report Library on the Field Portal
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Use Systems Engineer Productivity Tools and Services (continued)

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Clickable navigation provides easy access to the solution that you want.

Professional Services Consultant

In this role, your job might be installation and implementation of NetApp hardware and software, consultation, assessment, and planning of NetApp solutions for your customers. Find product information, training, certification information, and much more here.

[Partner Postsales Training](#)

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| AFF & EF Series | SolidFire |

Get Started

[Recommended Professional Services Proficiencies](#)

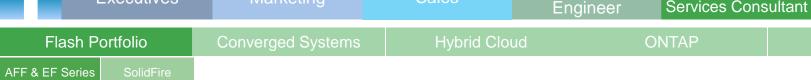Differentiate your professional services capabilities by completing the recommended curriculum.

[Flash Partner Enablement Resources](#)

This presentation presentation includes flash partner promotions, incentives, enablement, and training to help partners grow their flash business - all designed to help identify sale opportunities, simplify processes, and accelerate their growth and profitability.

- [Americas](#)
- [EMEA](#)
- [APAC](#)

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| AFF & EF Series | SolidFire |

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Solutions Insight Webcasts

Get updated on the latest NetApp innovations by joining our webcast on the second Wednesday of each month, produced especially for and valued by presales and postsales technical staff. *(1 hour)*

NetApp Insight

Attend the annual NetApp Insight technical conference and choose from nearly 300 technical sessions. You can also participate in the self-paced hands-on lab, earn NetApp Certifications at no cost, and see exciting new technology in action at the Solutions Expo. *(3–4 days)*

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Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

AFF & EF Series	SolidFire

Use Professional Services Productivity Tools

[Professional Services Flash Enablement—Partners Collection](#)
Access this collection of services resources to help you sell NetApp flash solutions.

[Partner Solution Center](#)
Contact this free service in your region for presales and postsales support.

[NetApp Tools Community](#)
Get access to NetApp Simulate ONTAP, Synergy, Lab on Demand, the NetApp Hardware Universe, and more.

[Tools on the Field Portal](#)
Log in to the Field Portal to view the recommended tools by workflow.

[Interoperability Matrix Tool (IMT)](#)
Use this tool to find out "what works with what" for NetApp products and solutions.

PartnerEnablement@NetApp.com

Use Professional Services Productivity Tools (continued)

Hardware Universe

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Synergy

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Technical Report Library on the Field Portal

Log in to the Field Portal to get the latest technical reports.

Flash Enablement and Education for Partners One-Pager

This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

PartnerEnablement@NetApp.com

Use Professional Services Productivity Tools (continued)

[Technical White Paper Library on the Field Portal](#)

Log in to the Field Portal to get the latest technical white papers.

[Services Certified Partners Resources on the Field Portal](#)
Log in to the Field Portal to get information about certification and programs for services partners.

[NetApp Services Partner Readiness Guides](#)
These guides help you as a services partner to build a more effective and more profitable support and services business. The guides share methodologies, recommended tools, and NetApp best practices.

[Technical Product Documentation on the NetApp Support Site](#)
Connect to the Support site to find the official product documentation.

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| AFF & EF Series | SolidFire |

Get Started

[Solutions Insight Webcast: Changing the Economics of the Data Center with SolidFire](#)

Watch this webcast to learn about NetApp SolidFire array-sharing use cases and to hear a deep technical discussion about the architecture behind SolidFire. We also explain how SolidFire can unlock a different consumption model for your customers. *(90 minutes)*

[Recommended Professional Services Proficiencies](#)
Differentiate your professional services capabilities by completing the recommended curriculum.

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Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

AFF & EF Series	SolidFire

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SolidFire Element OS 9 Deployment Questionnaire

Answers to this customer deployment questionnaire provide comprehensive installation and setup information for creating a SolidFire storage environment.

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Use Professional Services Productivity Tools

[SolidFire Enablement and Education for Partners One-Pager](#)

This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

[NetApp Tools Community](#)

Get access to NetApp Simulate ONTAP, Synergy, Lab on Demand, the NetApp Hardware Universe, and more.

[Tools on the Field Portal](#)

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Use Professional Services Productivity Tools (continued)

[Hardware Universe](#)

The Hardware Universe provides product specifications and hardware compatibility information across the complete NetApp product portfolio.

[FireSizer Tool](#)
Use this performance sizing tool to help recommend SolidFire storage solutions.

[Synergy](#)
NetApp Synergy helps employees and partners design and model NetApp storage systems and determine system capacity and environmental information. You can also use Synergy to produce technical reports and system diagrams.

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

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[Recommended Professional Services Proficiencies](#)

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| FlexPod & FlexPod SF | HCI |

Stay Informed (continued)

NetApp Insight

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| FlexPod & FlexPod SF | HCI |

Use Professional Services Productivity Tools

[Cisco and NetApp Alliance Portal](#)

Log in to get access to FlexPod resources to support your success.

[Partner Solution Center](#)
Contact this free service in your region for presales and postsales support.

[NetApp Tools Community](#)
Get access to NetApp Simulate ONTAP, Synergy, Lab on Demand, the NetApp Hardware Universe, and more.

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Use Professional Services Productivity Tools (continued)

Tools on the Field Portal

Log in to the Field Portal to view the recommended tools by workflow.

[Interoperability Matrix Tool (IMT)](Interoperability Matrix Tool)
Use this tool to find out "what works with what" for NetApp products and solutions.

PartnerEnablement@NetApp.com

Use Professional Services Productivity Tools (continued)

[Hardware Universe](#)

The Hardware Universe provides product specifications and hardware compatibility information across the complete NetApp product portfolio.

[Technical Report Library on the Field Portal](#)
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[Technical White Paper Library on the Field Portal](#)
Log in to the Field Portal to get the latest technical white papers.

PartnerEnablement@NetApp.com

Use Professional Services Productivity Tools (continued)

[Services Certified Partners Resources on the Field Portal](#)

Log in to the Field Portal to get information about certification and programs for services partners.

[NetApp Services Partner Readiness Guides](#)

These guides help you as a services partner to build a more effective and more profitable support and services business. The guides share methodologies, recommended tools, and NetApp best practices.

[Technical Product Documentation on the NetApp Support Site](#)

Connect to the Support site to find the official product documentation.

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

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| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Stay Informed (continued)

[NetApp Insight](#)

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PartnerEnablement@NetApp.com

Use Professional Services Productivity Tools

[HCI Enablement and Education for Partners One-Pager](#)

This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

[Partner Solution Center](#)
Contact this free service in your region for presales and postsales support.

[NetApp Tools Community](#)
Get access to NetApp Simulate ONTAP, Synergy, Lab on Demand, the NetApp Hardware Universe, and more.

  PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Use Professional Services Productivity Tools (continued)

[Tools on the Field Portal](#)

Log in to the Field Portal to view the recommended tools by workflow.

[Interoperability Matrix Tool (IMT)](#)
Use this tool to find out "what works with what" for NetApp products and solutions.

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Use Professional Services Productivity Tools (continued)

[Hardware Universe](#)

The Hardware Universe provides product specifications and hardware compatibility information across the complete NetApp product portfolio.

[Technical Report Library on the Field Portal](#)
Log in to the Field Portal to get the latest technical reports.

[Technical White Paper Library on the Field Portal](#)
Log in to the Field Portal to get the latest technical white papers.

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Use Professional Services Productivity Tools (continued)

Services Certified Partners Resources on the Field Portal

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NetApp Services Partner Readiness Guides

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Technical Product Documentation on the NetApp Support Site

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PartnerEnablement@NetApp.com

Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

Get Started

[Selling Hybrid Cloud](#)

Complete this web-based course to learn about customer challenges in adopting a cloud strategy. You will also learn about NetApp hybrid cloud products and services and how to position the appropriate deployment model and solution for three customer scenarios. *(1 hour)*

Become an Expert

[Recommended Professional Services Proficiencies](#)

Differentiate your professional services capabilities by completing the recommended curriculum.

PartnerEnablement@NetApp.com

Stay Informed

Solutions Insight Webcasts

Get updated on the latest NetApp innovations by joining our webcast on the second Wednesday of each month, produced especially for and valued by presales and postsales technical staff. *(1 hour)*

ONTAP 9.2: New Features

Complete this web-based training to learn about the new features and enhancements that were introduced with ONTAP 9.2 and the value that those features bring to customers. *(1 hour)*

ONTAP Administration: What's New in ONTAP 9.2

Complete this virtual instructor-led training to learn how to configure many of the new ONTAP features with hands-on exercises that use a lab environment. *(8 hours)*

PartnerEnablement@NetApp.com

Stay Informed (continued)

[NetApp Insight](#)

Attend the annual NetApp Insight technical conference and choose from nearly 300 technical sessions. You can also participate in the self-paced hands-on lab, earn NetApp Certifications at no cost, and see exciting new technology in action at the Solutions Expo. *(3–4 days)*

PartnerEnablement@NetApp.com

Use Professional Services Productivity Tools

Partner Solution Center

Contact this free service in your region for presales and postsales support.

Hybrid Cloud Enablement and Education for Partners One-Pager
This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

NetApp Tools Community
Get access to NetApp Simulate ONTAP, Synergy, Lab on Demand, the NetApp Hardware Universe, and more.

Tools on the Field Portal
Log in to the Field Portal to view the recommended tools by workflow.

Use Professional Services Productivity Tools (continued)

Unified Parser Tool

Collect NetApp AutoSupport® data (NetApp ASUP™ notifications) and assess it for migration considerations.

7-Mode Transition Tool

Collect information from 7-Mode source and host systems, identify dependencies, and assess compatibility.

Interoperability Matrix Tool (IMT)
Use this tool to find out "what works with what" for NetApp products and solutions.

ConfigBuilder
Use this standard configuration and validation tool for new NetApp installations.

PartnerEnablement@NetApp.com

Use Professional Services Productivity Tools (continued)

[Config Advisor](#)

Validate NetApp FAS, FlexPod, and NetApp E-Series deployments against configuration best practices.

[Technical Report Library on the Field Portal](#)
Log in to the Field Portal to get the latest technical reports.

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Use Professional Services Productivity Tools (continued)

[Technical White Paper Library on the Field Portal](#)

Log in to the Field Portal to get the latest technical white papers.

[Services Certified Partners Resources on the Field Portal](#)

Log in to the Field Portal to get information about certification and programs for services partners.

[NetApp Services Partner Readiness Guides](#)

These guides help you as a services partner to build a more effective and more profitable support and services business. The guides share methodologies, recommended tools, and NetApp best practices.

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Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

Use Professional Services Productivity Tools (continued)

NetApp Knowledgebase

The NetApp Knowledgebase portal offers numerous answers to help resolve issues quickly.

Technical Product Documentation on the NetApp Support Site
Connect to the Support site to find the official product documentation.

One-Stop Access to ONTAP 9 Product Documentation
Find, read, and download ONTAP 9 product documentation.

Hybrid Cloud on the Field Portal
Log in to the Field Portal to get access to the latest hybrid cloud content.

PartnerEnablement@NetApp.com

Get Started

NetApp Professional Services Certification, ONTAP

See section 4 of the Fiscal Year 2018 Services Certification Program Guide to learn how you can take full advantage of the current benefits of NetApp Services Certification. It also explains your commitments as a Services Certified Partner.

Become an Expert

Recommended Professional Services Proficiencies

Differentiate your professional services capabilities by completing the recommended curriculum.

FY'18 ONTAP Professional Services Specialist

Complete this compliance program to be able to plan, install, and implement infrastructures and solutions, and perform basic application integration.

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Stay Informed (continued)

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Use Professional Services Productivity Tools (continued)

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Use Professional Services Productivity Tools (continued)

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Become an Expert

[Recommended Professional Services Proficiencies](#)

Differentiate your professional services capabilities by completing the recommended curriculum.

[FY'18 E-Series Professional Services Professional](#)

Complete this curriculum to get the skills and the knowledge that you need to understand the technical differences of the E-Series storage system and to install and configure the product. ****Completion satisfies a Services Partner Program compliance requirement.****

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Use Professional Services Productivity Tools (continued)

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PartnerEnablement@NetApp.com

Clickable navigation provides easy access to the solution that you want.

Support Engineer

As a support engineer, you address customer questions and concerns about NetApp solutions, and you help your customers troubleshoot technical issues. Find helpful information and links to a curriculum for becoming an expert on NetApp products here.

[Partner Postsales Training](#)

PartnerEnablement@NetApp.com

Get Started

New to NetApp Support

Review these tips to get the most from NetApp equipment.

FY'18 ONTAP Support Professional

After you complete the FY'18 ONTAP Support Professional Engineer curriculum, you will be able to install, operate, and administer basic NetApp ONTAP implementations.
Completion satisfies a Services Partner Program compliance requirement.

Flash Partner Enablement Resources

This presentation presentation includes flash partner promotions, incentives, enablement, and training to help partners grow their flash business - all designed to help identify sale opportunities, simplify processes, and accelerate their growth and profitability.

- Americas
- EMEA
- APAC

PartnerEnablement@NetApp.com

Become an Expert

[Recommended Support Engineer Proficiencies](#)

Differentiate your support services capabilities by completing the recommended curriculum.

[FY'18 ONTAP Support Engineer Specialist](#)

This learning path gives you as a support engineer a good foundational understanding of NetApp ONTAP to help you provide technical support to your customers.
Completion satisfies a Services Partner Program compliance requirement.

PartnerEnablement@NetApp.com

Use Support Engineer Tools

Partner Solution Center

Contact this free service in your region for presales and postsales support.

NetApp Support Site

Use Guided Problem Solving to get guided technical answers or chat with an engineer instead of opening a case for issues with NetApp ONTAP, EF-Series, SolidFire FAS hardware, or E-Series hardware.

SolidFire Active Support

Contact SolidFire Active Support for expert, hands-on assistance.

Flash Enablement and Education for Partners One-Pager

This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

PartnerEnablement@NetApp.com

Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

AFF & EF Series	SolidFire

Use Support Engineer Tools (continued)

Tools on the Field Portal

Log in to the Field Portal to view the recommended tools by workflow.

Hardware Universe

The Hardware Universe provides product specifications and hardware compatibility information across the complete NetApp product portfolio.

Synergy

NetApp Synergy helps employees and partners design and model NetApp storage systems and determine system capacity and environmental information. You can also use Synergy to produce technical reports and system diagrams.

PartnerEnablement@NetApp.com

Use Support Engineer Tools (continued)

Interoperability Matrix Tool (IMT)

Use this tool to find out "what works with what" for NetApp products and solutions.

Technical Report Library on the Field Portal
Log in to the Field Portal to get the latest technical reports.

Technical White Paper Library on the Field Portal
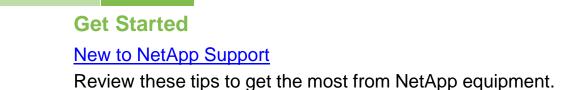Log in to the Field Portal to get the latest technical white papers.

Bulletin Library on the Field Portal
Log in to the Field Portal to get the latest bulletins.

Technical Product Documentation on the NetApp Support Site
Connect to the Support site to find the official product documentation.

PartnerEnablement@NetApp.com

Get Started

[New to NetApp Support](#)

Review these tips to get the most from NetApp equipment.

[FY'18 SolidFire Support Professional](#)

This learning path gives you as an engineer a good foundational understanding of NetApp SolidFire products to help you support customers' SolidFire storage systems.

Become an Expert

[Recommended Support Engineer Proficiencies](#)

Differentiate your support services capabilities by completing the recommended curriculum.

[CBSE Performance Troubleshooting](#)

Attend this web-based course for a deeper dive into SolidFire performance tuning and performance troubleshooting. NetApp recommends this course for technical personnel who are already familiar with the SolidFire architecture and with the Linux or Windows operating system. *(35 minutes)*

PartnerEnablement@NetApp.com

Become an Expert (continued)

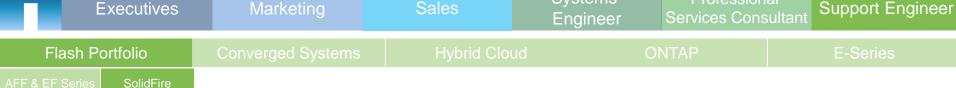[SolidFire Partner Training: Chassis Replacement Process](#)

The SolidFire chassis replacement process training is intended for Support personnel and SolidFire partners. This module covers the steps to switch out a SolidFire node chassis with a replacement unit. *(10 minutes)*

[SolidFire Partner Training: Power Supply Unit (PSU) Replacement Process](#)
The SolidFire PSU replacement process training is intended for Support personnel and SolidFire partners. This module covers the steps to switch out a SolidFire node PSU with a replacement unit. *(5 minutes)*

[SolidFire Partner Training: SSD Replacement Process](#)
The SolidFire solid-state drive (SSD) replacement process training is intended for Support personnel and SolidFire partners. This module covers the steps to switch out an SSD with a replacement unit. *(5 minutes)*

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Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

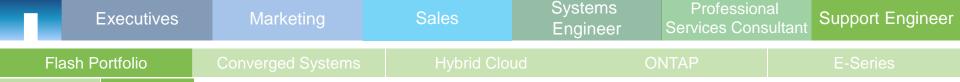| AFF & EF Series	SolidFire

Use Support Engineer Tools

NetApp Support Site

Use Guided Problem Solving to get guided technical answers or chat with an engineer instead of opening a case for issues with SolidFire.

SolidFire Active Support

Contact SolidFire Active Support for expert, hands-on assistance.

Hardware Universe

The Hardware Universe provides product specifications and hardware compatibility information across the complete NetApp product portfolio.

PartnerEnablement@NetApp.com

Use Support Engineer Tools (continued)

[Synergy](#)

NetApp Synergy helps employees and partners design and model NetApp storage systems and determine system capacity and environmental information. You can also use Synergy to produce technical reports and system diagrams.

[SolidFire Enablement and Education for Partners One-Pager](#)
This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

PartnerEnablement@NetApp.com

Get Started

[New to NetApp Support](#)

Review these tips to get the most from NetApp equipment.

Become an Expert

[Recommended Support Engineer Proficiencies](#)

Differentiate your support services capabilities by completing the recommended curriculum.

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Use Support Engineer Tools

Cisco and NetApp Alliance Portal

Log in to get access to FlexPod resources to support your success.

Partner Solution Center

Contact this free service in your region for presales and postsales support.

NetApp Support Site

Use Guided Problem Solving to get guided technical answers or chat with an engineer instead of opening a case for issues with FlexPod.

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Use Support Engineer Tools (continued)

[Tools on the Field Portal](#)

Log in to the Field Portal to view the recommended tools by workflow.

[Interoperability Matrix Tool (IMT)](#)

Use this tool to find out "what works with what" for NetApp products and solutions.

[Hardware Universe](#)

The Hardware Universe provides product specifications and hardware compatibility information across the complete NetApp product portfolio.

PartnerEnablement@NetApp.com

Use Support Engineer Tools (continued)

[Technical Report Library on the Field Portal](#)

Log in to the Field Portal to get the latest technical reports.

[Technical White Paper Library on the Field Portal](#)
Log in to the Field Portal to get the latest technical white papers.
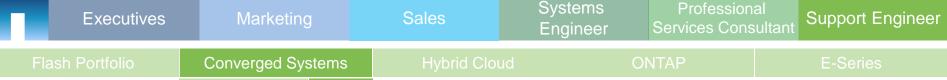
[FAQ Library on the Field Portal](#)
Log in to the Field Portal to get the latest FAQs.

[Bulletin Library on the Field Portal](#)
Log in to the Field Portal to get the latest bulletins.

[Technical Product Documentation on the NetApp Support Site](#)
Connect to the Support site to find the official product documentation.

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Get Started

[New to NetApp Support](#)

Review these tips to get the most from NetApp equipment.

Become an Expert

[Recommended Support Engineer Proficiencies](#)

Differentiate your support services capabilities by completing the recommended curriculum.

PartnerEnablement@NetApp.com

Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

FlexPod & FlexPod SF	HCI

Use Support Engineer Tools

HCI Cloud Enablement and Education for Partners One-Pager

This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

Partner Solution Center

Contact this free service in your region for presales and postsales support.

NetApp Support Site

Use Guided Problem Solving to get guided technical answers or chat with an engineer instead of opening a case for issues with FlexPod.

PartnerEnablement@NetApp.com

| Flash Portfolio | Converged Systems | Hybrid Cloud | ONTAP | E-Series |

| FlexPod & FlexPod SF | HCI |

Use Support Engineer Tools (continued)

Tools on the Field Portal

Log in to the Field Portal to view the recommended tools by workflow.

Interoperability Matrix Tool (IMT)

Use this tool to find out "what works with what" for NetApp products and solutions.

Hardware Universe

The Hardware Universe provides product specifications and hardware compatibility information across the complete NetApp product portfolio.

PartnerEnablement@NetApp.com

Use Support Engineer Tools (continued)

[Technical Report Library on the Field Portal](#)

Log in to the Field Portal to get the latest technical reports.

[Technical White Paper Library on the Field Portal](#)
Log in to the Field Portal to get the latest technical white papers.

[FAQ Library on the Field Portal](#)
Log in to the Field Portal to get the latest FAQs.

[Bulletin Library on the Field Portal](#)
Log in to the Field Portal to get the latest bulletins.

[Technical Product Documentation on the NetApp Support Site](#)
Connect to the Support site to find the official product documentation.

PartnerEnablement@NetApp.com

Get Started

[New to NetApp Support](#)

Review these tips to get the most from NetApp equipment.

[Selling Hybrid Cloud](#)

Complete this web-based course to learn about customer challenges in adopting a cloud strategy. You will also learn about NetApp hybrid cloud products and services and how to position the appropriate deployment model and solution for three customer scenarios. *(1 hour)*

Become an Expert

[Recommended Support Engineer Proficiencies](#)

Differentiate your support services capabilities by completing the recommended curriculum.

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Use Support Engineer Tools

[Partner Solution Center](#)

Contact this free service in your region for presales and postsales support.

[Hybrid Cloud Enablement and Education for Partners One-Pager](#)
This one-pager consolidates programs and training designed to help partners build predictable and profitable businesses.

[SmartSolve](#)
This web-based application helps NetApp Support Services Certified (SSC) Partners manage and accelerate troubleshooting.

[Break-Fix Knowledge Base](#)
Consult this knowledge base for break-fix-related help.

PartnerEnablement@NetApp.com

Use Support Engineer Tools (continued)

NetApp Support Site

Use Guided Problem Solving to get guided technical answers or chat with an engineer instead of opening a case for issues with a hybrid cloud solution (ONTAP, ONTAP Cloud, ONTAP Select) or with FAS hardware.

Interoperability Matrix Tool (IMT)
Use this tool to find out "what works with what" for NetApp products and solutions.

PartnerEnablement@NetApp.com

Use Support Engineer Tools (continued)

[Hybrid Cloud on the Field Portal](#)

Log in to the Field Portal to get access to the latest hybrid cloud content.

[Tools on the Field Portal](#)
Log in to the Field Portal to get the recommended tools by workflow.

[Technical Report Library on the Field Portal](#)
Log in to the Field Portal to get the latest technical reports.

[Technical White Paper Library on the Field Portal](#)
Log in to the Field Portal to get the latest technical white papers.

[Technical Product Documentation on the NetApp Support Site](#)
Connect to the Support site to get one-stop access to official ONTAP 9 product documentation. You can find, read, download the ONTAP 9 documentation that you need.

PartnerEnablement@NetApp.com

Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

Get Started

[New to NetApp Support](#)

Review these tips to get the most from NetApp equipment.

[ONTAP Support Engineer Professional](#)

The objective of this learning path is to give you as a support engineer a good foundational understanding of NetApp ONTAP to help you provide technical support to your customers. The Fiscal Year 2018 Services Certification Program Guide specifies the minimum number of engineers at your company who should complete the FY'18 ONTAP Support Professional and FY'18 ONTAP Support Specialist learning paths.

PartnerEnablement@NetApp.com

Get Started (continued)

[ONTAP Support Engineer Specialist](#)

The objective of this learning path is to give you as a support engineer a good foundational understanding of NetApp ONTAP to help you provide technical support to your customers. The [Fiscal Year 2018 Services Certification Program Guide](#) specifies the minimum number of engineers at your company who should complete the FY'18 ONTAP Support Professional and FY'18 ONTAP Support Specialist learning paths.

Become an Expert

[Recommended Support Engineer Proficiencies](#)

Differentiate your support services capabilities by completing the recommended curriculum.

PartnerEnablement@NetApp.com

Use Support Engineer Tools

Partner Solution Center

Contact this free service in your region for presales and postsales support.

SmartSolve

This web-based application helps NetApp Support Services Certified (SSC) Partners leverage, manage, and speed up troubleshooting.

Break-Fix Knowledge Base

Consult this knowledge base for break-fix-related help.

PartnerEnablement@NetApp.com

Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

Use Support Engineer Tools (continued)

NetApp Support Site

Use Guided Problem Solving to get guided technical answers or chat with an engineer instead of opening a case for issues with ONTAP.

Tools on the Field Portal
Log in to the Field Portal to view the recommended tools by workflow.

Interoperability Matrix Tool (IMT)
Use this tool to find out "what works with what" for NetApp products and solutions.

PartnerEnablement@NetApp.com

Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

Use Support Engineer Tools (continued)

Hardware Universe

The Hardware Universe provides product specifications and hardware compatibility information across the complete NetApp product portfolio.

Synergy

NetApp Synergy helps employees and partners design and model NetApp storage systems and determine system capacity and environmental information. You can also use Synergy to produce technical reports and system diagrams.

PartnerEnablement@NetApp.com

Use Support Engineer Tools (continued)

Technical Report Library on the Field Portal

Log in to the Field Portal to get the latest technical reports.

Technical White Paper Library on the Field Portal
Log in to the Field Portal to get the latest technical white papers.

Technical Product Documentation on the NetApp Support Site
Connect to the Support site to find the official product documentation.

One-Stop Access to ONTAP 9 Product Documentation
Find, read, and download ONTAP 9 product documentation.

PartnerEnablement@NetApp.com

Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

Get Started

[New to NetApp Support](#)

Review these tips to get the most from NetApp equipment.

Become an Expert

[E-Series Support Engineer Professional](#)

The objective of this learning path is to give you as an engineer a good foundational understanding of NetApp E-Series products to help you support customers' E-Series storage systems. The Fiscal Year 2018 Services Certification Program Guide specifies the minimum number of engineers at your company who should complete this learning path.

[Recommended Support Engineer Proficiencies](#)
Differentiate your support services capabilities by completing the recommended curriculum.

PartnerEnablement@NetApp.com

Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

Use Support Engineer Tools

Partner Solution Center

Contact this free service in your region for presales and postsales support.

NetApp Support Site

Use Guided Problem Solving to get guided technical answers or chat with an engineer instead of opening a case for issues with E-Series or EF-Series operating systems and E-Series hardware.

SolidFire Active Support

Contact SolidFire Active Support for expert, hands-on assistance.

PartnerEnablement@NetApp.com

Use Support Engineer Tools (continued)

Tools on the Field Portal

Log in to the Field Portal to view the recommended tools by workflow.

Interoperability Matrix Tool (IMT)

Use this tool to find out "what works with what" for NetApp products and solutions.

Hardware Universe

The Hardware Universe provides product specifications and hardware compatibility information across the complete NetApp product portfolio.

PartnerEnablement@NetApp.com

Use Support Engineer Tools (continued)

E-Series Sizing Tool

Use this performance sizing tool to help recommend E-Series storage solutions.

Synergy

NetApp Synergy helps employees and partners design and model NetApp storage systems and determine system capacity and environmental information. You can also use Synergy to produce technical reports and system diagrams.

PartnerEnablement@NetApp.com

Executives	Marketing	Sales	Systems Engineer	Professional Services Consultant	Support Engineer

Flash Portfolio	Converged Systems	Hybrid Cloud	ONTAP	E-Series

Use Support Engineer Tools (continued)

[Technical Report Library on the Field Portal](#)

Log in to the Field Portal to get the latest technical reports.

[Technical White Paper Library on the Field Portal](#)
Log in to the Field Portal to get the latest technical white papers.

[Bulletin Library on the Field Portal](#)
Log in to the Field Portal to get the latest bulletins.

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Use Support Engineer Tools (continued)

[Technical Product Documentation on the NetApp Support Site](#)

Connect to the Support site to find the official product documentation.

[E-Series Systems on the Field Portal](#)
Log in to the Field Portal to get the latest content on E-Series and EF-Series systems.

PartnerEnablement@NetApp.com

Refer [GA1] to the Interoperability Matrix Tool (IMT) on the NetApp Support site to validate that the exact product and feature versions described in this document are supported for your specific environment. The NetApp IMT defines the product components and versions that can be used to construct configurations that are supported by NetApp. Specific results depend on each customer's installation in accordance with published specifications.

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