

# New to NetApp Checklist



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

- 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, view 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 \(NASP\)](#). 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 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 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.

## For more information

Contact your local NetApp channel manager or Distribution account representative. Or call the Partner Solution Center at 1-877-NetApp-0 (1-877-638-2770). Outside the North America, call 1-801-786-5996 or visit the [Partner Solution Center](#) to locate the contact information for your region.