

SANS TECHNOLOGY PARTNER NETWORK

Unlock New Unified Storage Business Opportunities with Syneto Series

The SANS Technology Partner Network offers the support and resources to develop your sales and technical skills to position, sell and implement SANS Technology solutions to organizations. The Partner Network helps your discover opportunities and grow your business by taking advantage of the following benefits:

Data Insights for Your Customers and New Opportunities for Your Business

The Syneto Series, the industry's revolutionary unified storage platform, gives your customers unprecedented insight into their unstructured data. Syneto offers a fully integrated solution delivering storage, data protection, data governance as well as search and discovery managed from a single, intuitive interface. Syneto allows your organization the opportunity to capitalize on the data-driven nature of business today and empower your customers to make informed business decisions guided by you as their trusted advice.

Comprehensive Partner Support and Resources

As a SANS Technology partner, you have access to deal registrations, sales incentive programs, marketing and sales support to create new opportunities.

Options that are Right for Your Business

The SANS Technology Partner Network supports multiple levels of engagement with parnters that resell our products and services.

PROGRAM OVERVIEW AT A GLANCE

BENEFITS	
Product Discount	
Opportunity Registration & Protection	
NFR Equipment	Discount NFR equipment for Demo, lab, & internal IT use
Maintenance & Support Renewal	
Sales Support	Channel Manager
Proposal-based MDF Available	
Co-op Funds	3% Co-op
Qualified Sales Leads	
Pre-Release Product Briefings	
REQUIREMENTS	
Marketing Activities Required	Complete 2 sales or marketing events per year
Sales and Technical Training	1 accredited Sales professional and 1 accredited Technical professional
Revenue Threshold	Minimum bookings goal
Joint Business Success Reviews	Participate in quarterly business reviews and joint forecast reporting

To learn more about regional benefits or requirements, e-mail the SANS Technology Sales Team at: sales@sanstechnology.com