

NetApp Services delivered by Tech Data



Selling and delivering over \$1B in NetApp product and services

If you're focused on the commercial segment, not being a professional services certified partner can seem limiting to your opportunities. But you don't have to have the certifications—you just need the right partner. Tech Data is currently NetApp's largest professional services delivery partner in North America. For more than 10 years, we have been performing installation and professional services through and on behalf of NetApp, delivering end-to-end product coordination and out-of-the box solutions to customers.

Improve time to market with installation services

With a broad expertise of NetApp products and technologies, Tech Data's certified technicians can install and activate your customers' IT solutions nationwide. We provide them with a fully functional system that is ready for data migration or software configuration—resulting in improved time to market and faster time to value.

Installation services for but not limited to:

- NetApp Enterprise-Scale Hyper Converged Infrastructure (HCI)
- FAS/AFF CDOT installation, configuration and testing services
- E Series installation and advanced configuration
- SolidFire Jumpstart service
- Cloud Storage (formerly AltaVault) Jumpstart services

Turnkey solutions through advanced configuration and migration services

With Tech Data, it's easier than ever to deliver professional services—from quote to custom SOW options. You can provide your customers with turnkey solutions and a coordination team dedicated to them for the entire engagement, ensuring they are comfortable and confident with those solutions.

When NetApp services are delivered by Tech Data, your customers will:

- Transition to Clustered Data ONTAP as a turnkey solution
- Align directly with NetApp cTAP incentive program
- Receive custom SOWs

Certified engineers when and where you need them most

Our team of experts is here to give your customers the best experience possible. We function as a part of your team, so you can keep your IT staff focused on business critical projects and daily operations.

Tech Data engineers are certified in:

- Sales return authorization (SRA)
- High-velocity technology refresh (CDOT)
- Root cause analysis (RCA)
- Service support (SSC)

Consultant-level resources are available to ensure remote projects are managed efficiently and effectively. With our broad coverage, you can trust Tech Data will be available when your customers need it most.

Authorized to configure and deploy FlexPod

We will take your customers' most advanced FlexPod configurations and easily turn them into ready-to-use, realized solutions. Our FlexPod services have been vetted by solution architects, so you have peace of mind knowing that experts are handling your customers' equipment.

Tech Data's Global Lifecycle Management gives our customers the freedom to focus on the road ahead.

Do what you do best, and let us do what we do best, under your badge or ours. You can take on more projects and satisfy more customers when you partner with Tech Data, using our global lifecycle management services.

For more information, visit:

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