NetApp

NetApp offers a unified platform, unmatched cloud integration and a rich set of data services to unify on-premises and cloud with a common hybrid infrastructure.

DICKER DATA

- Tier 1 data storage, data management solutions and services vendor.

- Leader in the Gartner Magic Quadrant for Primary Storage for the fifth consecutive year.

- Enable seamless storage, effortless data management and unparalleled data protection.

- Complete family of storage arrays all sharing a single operating system, enabling a unified data fabric, managed from a web hosted control plane, which can support any protocol any workload and any cloud platform.

⊓ NetApp

Distributor Partner

PROGRAMS & GUARANTEES

Storage Lifecycle Program with Cloud Advantage

Eliminate painful and costly refresh. Scale out to the cloud to meet changing business needs*

Predictable Support Pricing

No budget surprises with flat rate, predictable support pricing across the lifecycle of ASA, AFF, or FAS systems*

Ransomware Recovery Guarantee

Data loss from ransomware avoided or minimised*

Storage Efficiency Guarantee

4:1 efficiency for SAN workloads on AFF and ASA*

6 Nines Data Availability Guarantee

The storage that runs a business will always keep running*

Matched Capacity Add-On Pricing

Never worry about exorbitant Add-On capacity pricing. Add-on capacity price matched to the $/TB price point when the customer purchased the solution*

WHAT'S IN IT FOR PARTNERS?

Channel First Business Model with Partner Profitability Front of Mind

- $500.00 voucher for partner sellers per net new customer meeting*
- Bonus 10% margin for partner sellers on eligible net new flash wins*

- 10% margin protection via Deal Registration*
- Up to 17.5% back-end rebates for eligible opportunities*
- Up to $141K payment for competitive take outs (stackable with above rebate!)*
- Comprehensive MDF program*

Dedicated NetApp Team

Sales, Business Development, Technical Presales, Solution Architect and Product Management Resources.

What can we help you with?

Demand Generation, Sales Enablement, Technical Training, Deal Registration, Solution Design, Configuration, Quoting and much more.

Simply send a request with your requirements to our team
netapp.sales@dickerdata.co.nz

* Terms and Conditions Apply