

NEW TO NETAPP CHECKLIST

Use our checklist as your guide to getting 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 registering as a partner, view page 8 of the [User Registration Guide](#).

Get to know your Partner Management Team – NetApp Channel Manager and Technical Partner Manager and/or your Distribution Account Rep.

Read [NetApp's Rules of Engagement](#) policy or [overview](#) to understand the responsibilities we must honor as we work with you through the sales cycle to ensure mutual success based on consistency, openness and fairness.

Submit [PartnerEdge Request Form](#) to obtain access to NetApp's opportunity registration, quoting and configuration site (Support Site Account ID needed).

Manage partner individual contacts in [PartnerEdge Powered by SFDC](#) – self-manage worldwide partner contact data and office locations to maintain accuracy. For instructions on how to self-manage your contacts, view the [Partner Contacts Management QRG](#).

Download and review the [NetApp Unified Partner Program Guide](#) – this guide will provide you an overview of all the valuable resources available to you along with the wide range of benefits that reward your organization for the commitments you have made to NetApp.

Complete the [NetApp Accredited Sales Professional \(NASP\) 101](#) – this 15-min web-based training course will get you started on the road to successful selling with NetApp.

Login to the [NetApp Field Portal](#) – your go-to source for the latest sales, marketing, technical, training and enablement resources. For help on how to navigate, search and subscribe to interests in the portal, view [Field Portal](#) 1-Minute Tour.

Update your Partner Profile and Communication Preferences so NetApp can communicate more effectively. Login to the [NetApp Field Portal](#) and click on the “Partner Profile Update” tile at the top of the home page.

Review individual [Learning Journeys](#) (partner, role-specific, specializations, etc.) 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 Interdist Alliances. Or call the Partner Solution Center at 1-877-NetApp-0 (US). Outside the US, visit the [Partner Solution Center](#) to locate the contact info for your region.

