How to Submit Partner Registration via Dell EMC Partner Portal

Please select your country

- Applicants should click on www.dellemc.com/partner
- Select your “Country”
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Partner Sign In

Sign in to your partner account or join the Dell EMC Partner Program for a truly extraordinary experience that is Simple, Predictable, Profitable.

SIGN IN

BECOME A PARTNER

Find a Partner

Dell EMC Partners are technology experts who help understand and solve your business problems and drive your business to even greater success. Use this easy-to-use graphic search engine to identify and connect with a Partner by geography, type and/or completed competency.

FIND A PARTNER NOW
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- Partner Vetting ➔ Sponsoring Distributor as requested by the applicant.

Dell EMC Partner Program Guide
Our valued Partners have access to the industry’s most comprehensive portfolio and truly extraordinary, world-class partner programs.

If you would like to participate in Dell EMC Partner Program, you will need to fill out the below registration form.

In your application, we request that you name a sponsoring distributor for approval. When choosing a sponsoring distributor, please ensure that you already have a working relationship with them so that they can ensure our high standards of excellence are maintained and confirm your compliance in the Dell EMC Partner Program. Your application will be forwarded to the named sponsoring distributor. If they do not approve, then unfortunately we will not be able to proceed with your application. You will receive a notification if your membership is approved or declined.

Steps to complete:
1. Please fill out the form below.
2. Your application will be reviewed by our internal teams.
3. Once your application is fully processed, you will receive login credentials and granted access to your Dell EMC Partner Portal.

In some instances, more information may be required to meet the compliance requirements for the Dell EMC Partner Program. In this case we will contact you to make further arrangements.

Important Note:
*Please use your company domain e-mail address for your registration. Registrations with non-corporate domains (such as: Gmail/Hotmail/Yahoo for example) may be rejected.

By registering, you agree to receive information (by email, phone and post) regarding your Dell EMC Program relationship.

For assistance with your registration, please contact APJ.DellEMC.PartnerOnboarding@dell.com
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Select the Business relationship that applicant would like to have with Dell EMC.

- **Solution Provider**: Should be selected by IT experts that resell products and services to the overall market.
- **Distributor**: Dell EMC Distribution program is by invitation only. The Dell EMC distributors resells the Dell EMC product to our solution provider community. Most distributors provide strong manpower and cash support to the supplier or manufacturer's promotional efforts. In addition, they also provide a range of services (such as product information, estimates, technical support, after-sales services, credit) to their customers. If you register as a distributor, please select Solution Provider in your form for your initial status.
- **OEM Partner**: For partners who offers Original Equipment Manufacturers (OEMs) a comprehensive program to embed, attach, or integrate information management and protection, data security, and other IT solutions into their designs to deliver technology solutions to OEM customers.
- **Systems Integrator (SI)**: Currently not accepting applications. This is a program to influence or co-sell products, services, and support as part of a solution sell – including consulting, design, testing, installation and maintenance.
- **Cloud Service Provider**: Pick this option if you offer cloud services and other as-a-service solutions, with some also providing and managing a product or an entire IT environment for an end customer, often off premises.
- **Technology Partner (Independent Software Provider)**: Choose this option if you are an ISVs (independent software vendor) who make and sell software products that run on one or more computer hardware or operating system platforms.
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- Applicant are required to select the Sponsoring Distributor of their choice from the drop down menu.
- Click “Continue” after detail completed.
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- (1) “Contact” Fill in mandatory field.
- Click on Continue after the details updated.

If Applicant is not primary contact, select ‘No’ and fill in Primary contact information. Your primary contact will be able to add further users to your account later.
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- Fill in ‘Company’ tab with mandatory information.
- Click on Continue after the details been completed.
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- Fill in ‘Focus’ tab with mandatory information related.
- Upload the company documents (Reseller Tax ID /VAT ID / ABN/ Company Registration No.)
- Click on “Continue” after the details have been completed.
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- Fill in ‘Segment’ tab with mandatory information
- Click check box with agree Terms and Conditions.
- Click “Continue”.

![Screenshot of Dell EMC Partner Portal showing the Segment tab and the Agree to Export Compliance section.](image-url)
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- 5) Services, chosen one of best description of Application Company.
- Click on “Submit Registration”.

![Diagram showing the Dell EMC Partner Portal registration page with options for services and submission button highlighted.](image-url)
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- After complete with Partner Application, a Partner Registration Number will be auto generated and show on below.

Thank you for submitting your application to participate in the Dell EMC Partner Program. Your Registration Number is: PR003022614

An email confirming receipt of your application will be sent to the email address provided in the application. The email will come from the following email address: india_partner_registration@dell.com. Please add this email address to your “safe senders” list in your address book.

Thank you for choosing Dell EMC!

Sincerely,

Dell EMC Partner Program Administrative Team