

# We want to make it easy for you to work with Dell.



## Learn more about the Dell Technology Partner Program.

This program expands our partner ecosystem by centralizing, optimizing and streamlining the onboarding and certification process for ISV, IHV, SI, VAR and Solution Provider partnerships. A consistent approach and well-defined three tiered certification processes make it easy to enroll as new partners. TPP is a global program offered in the Americas, EMEA and APJ.

### Leverage Dell Technology Partners Program:

- Open doors with new customers and enhance sales across markets, industries and regions.
- Reduce risk and accelerate deployment with pre-certified solutions on Dell technology.
- Deliver joint go-to-market strategies that combine Dell's technology and reach with partner innovation and relationships.

Join today to enjoy a lasting and mutually beneficial relationship with Dell that's focused on helping customers transform the way they deploy, utilize and experience IT.

### Register now and become a partner.

Register to become a Technology Partner at <http://www.Dell.com/TechnologyPartner>.

The Technology Partner Program consists of three levels. A registration agreement defines the terms and conditions of the program and is required for membership.



### Registered

- 1 Become a member of Technology Partner Program by meeting the basic business requirements.
- 2 Register now by simply completing the Program Application form.
- 3 Agree to and click to accept the Dell Technology Partner Terms and Conditions.



Technology Partner  
Verified

### Verified

Testing has been performed at the partner's testing facility to verify that their solution meets Dell's set requirement.

Partners are responsible for the accuracy of the representations, claims and statements they make during the self-certification process. Dell will only review the partner's self-certified solution test results.

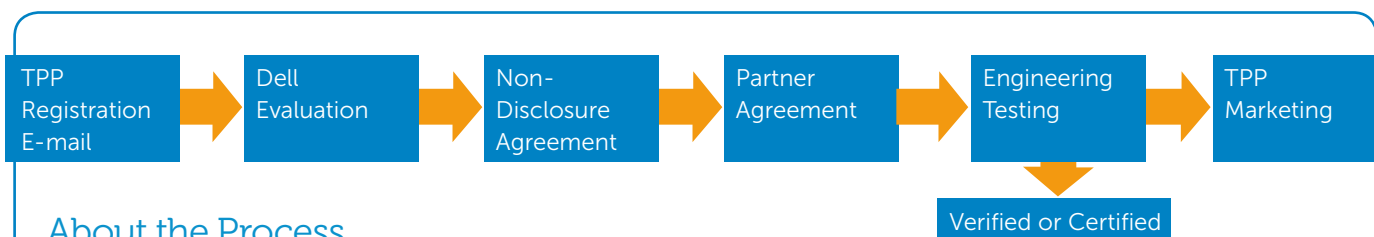


Technology Partner

### Certified

Testing has been performed by Dell to validate the integration/ interoperability of the partner's product with Dell.

This will involve installation of the partner's solution on a test machine and verification of the requirements by a qualified Dell engineer.



### About the Process

Applications are reviewed for compliance with basic business requirements and either accepted or declined within approximately 5 business days from the time submitted.

If accepted into the program, Technology Partners will receive their login credentials required for access to the Dell Technology Partner portal, support resources and various other program related activities.