



FlexPod Specialized

FlexPod® Specialized partners stand out as a leaders in best-in-class next-generation datacenters based on your ability to sell and to deliver optimized, pre-validated Cisco and NetApp® solutions.

REQUIREMENTS

BUSINESS

- NetApp Partner Agreement or Partner Appointment Letter
- Cisco Data Center Partner

ENABLEMENT

- 1x [FY22 FlexPod Specialized Sales Professional](#)
- 1x [FY22 FlexPod Solutions Engineer](#)
- 1x [FY22 FlexPod Implementation Engineer](#)
- [Cisco Data Center Express or DCA Specialization](#) **

MARKETING

- FlexPod customer reference*

SERVICES

Select from:

- Integration Services Certified–ONTAP, ONTAP Data Protection, or ONTAP SAN
- Lifecycle Services Certified

BENEFITS

BUSINESS

- Partner roundtable events
- FlexPod sales desk premium support

ENABLEMENT

- Best practices implementation labs (virtual)
- Planning, design, and implementation (PDI) technical advisor
- FlexPod Lab on Demand
- Dedicated Partner Hub landing page and NLS workspace

MARKETING

- Proposal-based MDF
- Marketing campaign assets
- Content syndication
- Solution Specialization logo
- Partner Connect listing
- Promotion of customer reference*
- Featured co-presented session at NetApp INSIGHT (with sponsorship)

SERVICES

- Capability to build and offer your own branded service practice for FlexPod
- Curated enablement
- Dedicated NLS Workspace

*References will be used for solution specialization eligibility purposes and will not be shared or distributed externally by NetApp.

**You are responsible for notifying NetApp if you cease to be active in the Cisco Data Center Partner program or if your Cisco Data Center Express or DCS certification expires and is not renewed.