

SYNNEX Canada Sales Assistance for HP P4000 Opportunities

- **Sales Training available**
 - Lunch/Learns
 - Webinars
 - Blue Carpet <http://www.hpbluecarpet.com/application/default.aspx?PageID=12>
 - Joint Sales Calls
 - Presentations, Collateral, White Papers
- **P4000 Positioning**
 - How to position a iSCSI P4000 G2 Solution within the HP StorageWorks family
 - How to position the P4000 G2 Solution in a VMWARE environment.
- **Competitive Information**
 - Competitive positioning against EqualLogics
 - How to get a competitive quote
- **Technical Training**
 - HP Available courses
 - Architecture overview Webinar
 - Sizing the proper P4000 configuration
 - Best practices
- **Marketing Campaigns**
 - Customer events, Breakfast/lunch seminars
 - Mail campaigns
 - Sales focus campaign
 - Sales incentives
- **Sales Management Assistance**
 - How to partner with HP
 - Become a HP Authorized reseller
 - Become a HP Enterprise Storage reseller
 - CTO or BTO
 - White label Server & Storage Assessments to boost your profit
- **Sales Opportunity Assistance**
 - Opportunity assessment
 - CTO or BTO
 - Services with your Storage –Care Packs
 - Configuration & Quote

Call your SYNNEX Canada Sales representative or email

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