



Dear Partner,

**Join the Elite Ranks of VMware's Partner Ecosystem** by attending the long-anticipated VMware SolutionTrack Disaster Recovery Symposiums at a city near you. Don't miss this opportunity to become enabled to deliver high-value, high-dollar disaster recovery solutions based on VMware products and services.

These one-day, interactive sessions are open to Partner Account Managers and Technical Sales resources of Premier, Enterprise and Corporate Reseller partners on a first-come, first-serve basis. Space is limited in each location, so please register today!

**PLEASE NOTE:** To qualify for the full SolutionTrack Program, all partners must send a minimum of 1 Sales and 1 Technical Sales resource to a Symposium. All attendees must have completed their on-line VSP (VMware Certified Sales Professional) Certification prior to attending these Symposiums.

**SolutionTrack Disaster Recovery (DR) Symposium Highlights:**

- In-depth DR solution and messaging training
- In-depth disaster recovery prospecting training – getting the 1st meeting every time
- Whiteboarding best practices and techniques to present to any prospect or customer
- Detailed technical breakout on DR best practices and reference architectures
- All attendees receive a complete DR Sales Kit

**SolutionTrack Program Highlights:**

- Additional margin on qualified opportunities
- Target accounts provided by VMware to each Sales attendee
- Opportunity to get SolutionTrack Certified for DR (including co-marketing, prime SolutionTrack Certified logo, VMware website placement, MDF dollars and sponsorship priority)



### Dates and Locations

DATE	CITY	HOTEL
22 <sup>nd</sup> May , Tuesday	New Delhi	Intercontinental, Nehru Place
24 <sup>th</sup> May, Thursday	Mumbai	Lotus Suites
25 <sup>th</sup> May, Friday	Bangalore	Grand Ashoka

### AGENDA

9.00 am – 9.30 am	Registration
9.30 am – 10.30 am	Morning Intro Session
10.30 am – 11.10 am	Sales Role Play Session
11.10 am – 11.20 am	Tea Break
11.20 am – 11.40 am	White Board Presentation
11.40 am – 1:15 pm	White Board Role Play Session
1:15 pm – 2.00 pm	Lunch
2.00 pm – 4.30 pm (Breakout)	Solution Prospecting (Sales) Disaster Recovery Reference Architectures (Technical)
4.30 pm – 4.45 pm	Tea Break
4.45 pm – 5.15 pm	Program Updates
5.15pm	End of Day

### How to Register?

Please send your confirmations with contact details by return email to Harini - [marcom@ingrammicro.co.in](mailto:marcom@ingrammicro.co.in)

For any clarifications please call Shantanu Mane, Sr. Channel Manager, VMware India.