



Technology
Provider

2020

HPC DATA CENTER PARTNER GUIDE

Your solutions. Our technology.
Smarter together.



Maximize Your Membership



HPC DATA CENTER SPECIALTY DESIGNATION

CRITERIA:



Technology Provider
Platinum

PLATINUM membership status



Minimum \$500K of Data Center Portfolio products¹ through Intel® Authorized Distributors



Minimum of three HPC cluster deployments (with 32 or more nodes) annually



Completion of the five current HPC core courses plus accumulation of 10 additional HPC-centric training credits annually



Access to early samples



Customer matchmaking



Potential for MDF



Additional points for HPC specialists



Access to HPC experts for pre-sales technical support



Priority invitation to industry events and training sessions



Special Omni-path pricing



HPC Specialists promotion and specialist designation



Access to Intel HPC Resources

HPC Data Center Specialty Benefits

Intel has preferred resources available to you through HPC Data Center Specialty Benefits to help you plan, implement and deliver your data center solution. This includes access to special members-only training and events. These resources will open the door to another level of engagement with Intel on HPC.



Access to early samples

Get early access to engineering samples to allow you to test and start the validation process earlier. Showcase your solutions earlier to your customers for a competitive advantage. Explore the latest HPC solutions from Intel: www.intel.com/HPC



Customer matchmaking

As an HPC Specialist, you'll have priority access to Intel sales teams as they help match-make between your HPC expertise and our customer base. Intel also hosts special invitation-only matchmaking events at industry conferences.



Potential for MDF

Marketing development funds may be available for projects proposed by HPC Specialists and accepted by Intel. Contact ITP-HPC@intel.com for limitations and guidelines.



Additional points offers for HPC Specialists

Participate in offers and earn additional points available only to Specialty partners. Use points to build your business and attract more data center customers.



Access to HPC experts for pre-sales technical support

We know that closing deals can be a complicated process that requires all the help you can get. With access to our experts, we can help you confidently offer end-to-end solutions to grow your business and cement your role as a trusted advisor. Reach out to us at ITP-HPC@intel.com, and we will get you in touch with the right person to help you achieve your business goals.

¹ Data Center Portfolio products: Intel® Xeon® Processor E3, E5 & E7 Families; Intel® Atom™ Processors; Intel® Xeon Phi™ processor; Intel® Xeon Phi™ Coprocessor x200; Intel® Network Infrastructure Solutions; Server Boards & Barebones Systems; Intel® SSD Data Center Family; Wind River OS, Intel® FPGA Product Family; API Management; Intel® HPC Software; Intel® HPC Orchestrator; Intel® Omni-Path Architecture; Intel® Solutions for Lustre Software.



Priority invitation to industry events and technical training sessions

Imagine being in the same room at key events with Intel experts and learning about cutting-edge technologies. As an HPC Specialist, you can look forward to receiving special invitations to leading industry events or Intel events such as Intel's Server Product Leader Conference.

will give you invaluable exposure, making it easier for potential customers to find and connect with you as an expert in HPC design and deployment they can trust. And display your specialty badge to show your official affiliation with Intel and your specific expertise in providing Intel® technology and solutions to end customers. This specialty designation can be used to build trust with your customers, and to help attract new business.



Special Omni-path pricing

HPC Specialists receive special pricing on purchase of Omni-path products.



Intel HPC resources

Stay up-to-date with HPC technologies through preferred access to case studies and white papers that help you stay ahead of the competition. Learn how various markets, such as government, energy, and industrial, use technologies to optimize performance and control costs. In addition, Intel® Technology Providers will have access to preferred marketing content you can share with customers to help expand interest in your HPC data center business.



HPC Data Center Specialist promotions and specialty designation

Intel will promote the HPC Specialists as the experts to the market. Our "Partner with an Intel HPC Data Center Specialist" web page

www.intel.com/technologyprovider/hpc



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