



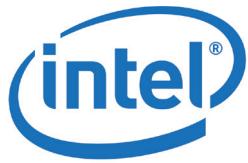
Technology  
Provider

Your solutions. Our technology.  
Smarter together.

2020

# MANAGED SERVICES SPECIALTY PARTNER GUIDE

# Maximize Your Membership



## Technology Provider Managed Services Specialist

### Managed Services Specialty Benefits

The Intel Technology Provider Managed Services Specialty aims to reward Partners who have the deepest expertise in providing managed services using the Intel vPro® platform. Intel has exclusive resources available to you, through Managed Services Specialty Benefits, to help you deliver client-based managed services, opening the door to another level of engagement with Intel and the Intel vPro® platform..

## 2020 Managed Services Specialist Qualifications

- **Intel Technology Provider Gold membership**

All candidates for the specialty are required to be a registered Intel Technology Provider (ITP) at the Gold level or above.

- **Sales requirements**

Annual<sup>1</sup> purchases of over 5,000 units of Intel vPro® platform product and/or base client systems.

- **Sales report**

The Managed Services Specialist must submit quarterly subscription sales report data to Intel (at registration, required for points allocation).

<sup>1</sup> Last calendar year or last four quarters. Billings and/or Consumption sales eligible.

- **Training**

Two employees to complete the Intel vPro® platform Technical Pro competency<sup>2</sup> (six courses).



- **Competency**

Evidence of more than 500 Active Management Technology (AMT) client activations<sup>3</sup>.

<sup>2</sup> Achieving the Intel vPro® platform Technical Pro competency is the first step in becoming a specialist. Once two individuals have completed the required training you will receive the Intel vPro® platform Technical Pro badge. This badge is for the individual to promote their technology expertise.

<sup>3</sup> Evidence will need to be submitted to ITP-MS@intel.com: either Management Console screenshot, spreadsheet report file or other evidence indicating 500+ AMT clients under management.

# Benefits



## INTEL MANAGED SERVICES SPECIALTY BENEFITS

### CRITERIA:



Technology Provider

Intel Technology Provider  
Gold Membership

- Intel Technology Provider (ITP) membership at gold level or above.
- Annual purchases of 5,000 units of Intel vPro® technology product and/or base systems.
- Evidence of more than 500 Active Management Technology (AMT) client activations.
- Two employees to complete Intel vPro® platform Technical Pro competency training.
- Submit sales report data to Intel.



Potential for Marketing Development funds



Promotion of your company by Intel



Earn Intel incentive points



Personalized workshops, priority invitations to Intel events



Access to online training and collateral



Intel Managed Services Specialist Badge



Access to Intel Platform Testing Service



## Potential for Marketing Development Funds

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



## Promotion of your company by Intel

Intel will promote Managed Services Specialists as the experts to the market. Our Intel Solutions Marketplace will give you invaluable exposure, making it easier for potential customers to find and connect with you as a Managed Services provider they can trust.



## Earn Intel Incentive Points

We offer our Managed Services Specialists the opportunity to participate in offers and earn additional points for purchases of Intel vPro® platform products through authorized distributors that are available only to Specialty Partners. (Starting 3rd quarter 2020.)



## Personalized workshops & priority invitations to Intel events

Imagine being in the same room at key events with Intel experts and learning about cutting-edge technologies. As a Managed Services Specialist, you can look forward to receiving priority invitations to leading industry events and Intel events such as Intel Partner Connect (IPC) and the Intel Local Original Equipment Manufacturer (LOEM) summit.



## Access to online training and collateral

Product trainings, white papers, success stories and other collateral are just a few examples of the available resources that will help you stay up to date with Managed Services technologies and stay ahead of the competition. Get a list of courses that will help you to plan and architect Managed Services solutions.



## Managed Services Specialist badge

Display your specialty badge on your website and sales and marketing collateral 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.



## Access to Intel Platform Testing Service

The Global Customer Success's Tools & Technology team provides free platform testing services to qualified Intel Customers designing platforms based on Intel architecture. Through this exclusive service, customers receive focused support on selected designs helping to increase their product quality, reduce support costs, and accelerate their time to market.

### Intel vPro® Technology Capable/ Enabled SKUs:

Intel® Core™ i9-10900 Processor  
Intel® Core™ i9-10900T Processor  
Intel® Core™ i9-10900K Processor  
Intel® Core™ i7-10700K Processor  
Intel® Core™ i7-10700 Processor  
Intel® Core™ i7-10700T Processor  
Intel® Core™ i5-10600K Processor  
Intel® Core™ i5-10600 Processor  
Intel® Core™ i5-10600T Processor  
Intel® Core™ i5-10500 Processor  
Intel® Core™ i5-10500T Processor  
Intel® Core™ i7-10810U Processor  
Intel® Core™ i7-10610U Processor  
Intel® Core™ i5-10310U Processor  
Intel® Core™ i7-10850H Processor  
Intel® Core™ i7-10510Y Processor  
Intel® Core™ i5-10400H Processor  
Intel® Core™ i9-10880H Processor  
Intel® Core™ i5-10310Y Processor  
Intel® Xeon® E-2276M Processor  
Intel® Xeon® E-2286M Processor

Intel® Core™ i5-9500 Processor (9M Cache, Up to 4.40 GHz)  
Intel® Core™ i5-9600 Processor (9M Cache, Up to 4.60 GHz)  
Intel® Core™ i5-9600T Processor (9M Cache, Up to 3.90 GHz)  
Intel® Core™ i5-9500T Processor (9M Cache, Up to 3.70 GHz)  
Intel® Core™ i9-9900T Processor (16M Cache, Up to 4.40 GHz)  
Intel® Core™ i7-9700T Processor (12M Cache, Up to 4.30 GHz)  
Intel® Core™ i9-9900 Processor (16M Cache, Up to 5.00 GHz)  
Intel® Core™ i7-9700 Processor (12M Cache, Up to 4.70 GHz)  
Intel® Core™ i7-9850H Processor (12M Cache, Up to 4.60 GHz)  
Intel® Core™ i9-9880H Processor (16M Cache, Up to 4.80 GHz)  
Intel® Core™ i5-9400H Processor (8M Cache, Up to 4.30 GHz)  
Intel® Core™ i5-8365U Processor (6M Cache, up to 4.10 GHz)  
Intel® Core™ i7-8665U Processor (8M Cache, up to 4.80 GHz)  
Intel® Core™ i5-9600K Processor (9M Cache, Up to 4.60 GHz)  
Intel® Core™ i7-9700K Processor (12M Cache, Up to 4.90 GHz)  
Intel® Core™ i9-9900K Processor (16M Cache, Up to 5.00 GHz)

Intel® Core™ i5-8400H Processor  
Intel® Xeon® E-2176M Processor  
Intel® Xeon® E-2186M Processor  
Intel® Core™ i7-8850H Processor  
Intel® Core™ i7-8650U Processor  
Intel® Core™ i5-8350U Processor  
Intel® Core™ i7-7600U Processor  
Intel® Core™ i5-7300U Processor  
Intel® Core™ i5-7Y57 Processor  
Intel® Core™ i7-7Y75 Processor  
Intel® Core™ i7-8700T Processor  
Intel® Core™ i5-8600T Processor  
Intel® Core™ i5-8600 Processor  
Intel® Core™ i5-8600K Processor  
Intel® Core™ i7-8700 Processor  
Intel® Core™ i5-8500T Processor  
Intel® Core™ i7-8700K Processor  
Intel® Core™ i5-8500 Processor

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