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2021

DEVICE AS A SERVICE SPECIALTY PARTNER GUIDE

Maximize Your Membership

Device as a Service Specialty Benefits

The Intel® Partner Alliance Device as a Service (DaaS) Specialty aims to reward Partners who have the deepest expertise in the Device as a Service subscription service market featuring the Intel client platform with Intel® Core™ processors. Intel has exclusive resources available to you, through Device as a Service Specialty Benefits, to help you plan, implement and deliver device management services, opening the door to another level of engagement with Intel and the Intel client platform.

2021 Device as a Service Specialist Qualifications

- ## Intel Partner Alliance membership

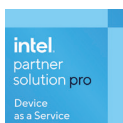All candidates for the specialty are required to be a registered Intel Partner Alliance member.

- ## Sales requirements

Annual* purchases of over 5,000 units of Intel® Core™ processor based product and/or Intel® Core™ processor based client systems.

- ## Sales report

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

- ## Training

 Two employees to complete the Intel Device as a Service (DaaS) Solution Pro Competency annually.

- ## Competency

Must maintain a promoted, published DaaS offering to include; new intel based systems, maximum three-year term finance, software, services and IT Asset Disposition**.

Evidence of at least 100 DaaS subscriptions per annum or last four quarters.

* Last calendar year or last four quarters. Billings and/or Consumption sales eligible.

** Evidence will need to be submitted to IPA-DaaS@intel.com: either Management Console screenshot or spreadsheet showing at least 100 end-customer client systems under subcription management or contract..

Benefits

INTEL DEVICE AS A SERVICE SPECIALTY BENEFITS

CRITERIA:

Intel Partner Alliance Member

- ☑ Intel Partner Alliance membership
- ☑ Annual purchases of 5,000 units of qualifying Intel product.
- ☑ Two employees to complete the Intel Device as a Service (DaaS) Solution Pro Competency annually.
- ☑ Submit sales report data to Intel.
- ☑ Maintain promoted, published DaaS offering to include new Intel-based systems, software, services and IT Asset Disposition.

intel partner solution pro
Device as a Service

$ 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 DaaS Specialist Badge

**Access to Intel Platform Testing Services

Potential for Marketing Development Funds

Marketing development funds may be available for projects proposed by DaaS Specialists and accepted by Intel.

Promotion of your company by Intel

Intel will promote DaaS 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 DaaS service provider they can trust.

Earn Intel Incentive Points

We offer our DaaS Specialists the opportunity to participate in offers and earn additional points for validated DaaS subscription sales based on Intel products. (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 DaaS 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 DaaS technologies and stay ahead of the competition. Get a list of courses that will help you to plan and architect DaaS solutions.

DaaS 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 Services

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.

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