



Technology  
Provider

2019

# 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 products<sup>1</sup> 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



Potential for MDF



Additional points offers for HPC Specialists



Customer matchmaking



HPC Data Center Specialist promotions and specialty designation



Special Omni-path pricing



Access to HPC experts for pre-sales technical support



Priority invitation to industry events and technical training sessions



Opportunity to earn Strategic OEM (SOEM) Status



Accelerator initiatives

## 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.



### 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.



### 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.



### 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 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.

<sup>1</sup> Data Center Portfolio products: Intel® Xeon® Processors; 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.



## Special Omni-path pricing

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



## 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.



## 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-

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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.



## Opportunity to earn Strategic OEM (SOEM) Status

As part of the Data Center Specialty you may have the opportunity to be eligible for Strategic OEM status based on annual revenue level. As an SOEM you would be eligible for matching annual Market Development Funds and if qualified year on year bonus based on total Intel revenue growth. This initiative is invite-based and intended to accelerate technology solutions, encourage innovation, and improve long term strategic planning with our key OEM's.



## Accelerator initiatives

Exclusive accelerator efforts designed to support and drive transitions to the latest Intel® technologies and enable your company to have a competitive edge on the latest industry products.



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