

A man with dark hair and glasses, wearing a grey sweater over a white collared shirt, is seen from the side, looking at several large computer monitors in a server room. The monitors display various data visualizations, including charts and code. The room is dimly lit with blue ambient light from the screens.

intel.

2021

MANAGED SERVICES SPECIALTY PARTNER GUIDE

Join Now to Attain Exclusive Specialty Status and Unlock Incremental Benefits



Managed Services Specialty Benefits

The Intel® Partner Alliance 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.

2021 Managed Services Specialist Requirements

- **Intel Partner Alliance Gold Tier**

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

- **Sales requirements**

Annual¹ purchases of over 2,500 units of Intel vPro® platform product and/or base client systems.

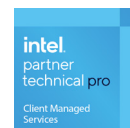
- **Sales report**

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

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

- **Training**

Two employees to complete the Intel partner technical pro Client Managed Services competency² annually.



- **Competency**

Evidence of more than 250 Intel Active Management Technology (AMT) client activations³.

² The badge is at the individual employee level to promote their technology expertise.

³ Evidence will need to be submitted to IPA-MS@intel.com: either Management Console screenshot, spreadsheet report file or other evidence indicating 250+ AMT clients under management.

Benefits



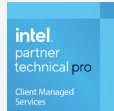
INTEL MANAGED SERVICES SPECIALTY BENEFITS

CRITERIA:



Intel Partner Alliance
Gold Tier Member

- ☒ Intel Partner Alliance Gold Tier
- ☒ Annual purchases of 2,500 units of Intel vPro® technology product and/or base systems.
- ☒ Evidence of more than 250 Intel Active Management Technology (AMT) client activations.
- ☒ Two employees to complete Intel partner technical pro client managed services competency training annually.
- ☒ 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
Services



Potential for Marketing Development Funds

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



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.



Personalized workshops & priority invitations to Intel events

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 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.

[Click here](#) for a list of eligible Intel vPro® Technology Capable/Enabled SKUs.

https://ark.intel.com/content/www/us/en/ark/search/featurefilter.html?productType=873&0_VProTechnology=True

www.intel.com/ipa-ms

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⁴ Intel vPro® Technology Capable/Enabled SKUs as of 04/1/2020.