



PartnerDirect

Welcome to your redesigned PartnerDirect portal.

We are pleased to share with you some enhancements that have been made based on your feedback. Your input helps us build your priorities into our business decisions as we continue to improve the PartnerDirect portal.

Q1. What has changed with the PartnerDirect Portal? How does this benefit me?

The redesigned PartnerDirect provides a better user experience that is more intuitive and efficient, with navigation enhancements. The enhancements will be rolled-out in phased manner. With this launch, you can access rich digital Dell Products content on the PartnerDirect without logging in. You now have access to complete Product content, including Technical specifications, videos, 360o & Features, related Product documents and key partner resources for every product that Dell launches in your region.

To access other information on Dell Solutions, Software and services; Partner tools; Incentives & Rebates; Training & Competencies and Account Settings, please select <Login to PartnerDirect>. You will be asked to login with your Dell credentials. As soon as you're signed in, and your profile and permissions are verified, you will be able to view/PartnerDirect_Redesign_FAQw the resource.

The screenshot shows the Dell PartnerDirect portal interface. At the top is a blue navigation bar with the Dell logo and links for PartnerDirect, Products, and Services & Solutions. Below the navigation bar is a breadcrumb trail: Home > For Partner. The main content area is titled "For Partner" and features a "Get to know" section with links for Windows 8 and Intel Core Processors. Below this are two buttons: "Register a Deal" and "Login to Dell PartnerDirect". The main content is organized into three columns: "Laptops & Netbooks" (with sub-links for Latitude, Vostro, Dell Precision Mobile Workstations, XPS, Alienware, and Inspiron), "Desktops & Workstations" (with sub-links for OptiPlex, Vostro, Dell Precision, XPS, Cloud Client-Computing, and Inspiron), and "Servers, Storage & Networking" (with sub-links for Servers, Storage, and Networking). The "Partner News" section includes a "Read More" link. The "Partner Resources" section lists links for "My News Preference Centre", "Training & Competencies", "Marketing & Sales Tools", "Incentives & Rebates", and "Account Settings". The "Find a Dell Partner" section includes a "Search for a Dell Partner" link.

Q2: Has the PartnerDirect login or url changed?

No, you can login to the portal using your existing username and password.

Q3: How can I access a document, page or tool that is marked as locked?

Clicking on a locked document will prompt you to log into PartnerDirect to access the information. After you log in, you will be immediately directed to the locked piece of content.

Q4. What is the user experience when a partner clicks on the locked content and do not have a PartnerDirect login?

Clicking on a locked document will prompt you to log into PartnerDirect in order to access the information. Those users who are not already an existing member will be given more information about PartnerDirect program along with links to register for the program.

Q5. Where can I find information on Opportunity module and other tools?

Information on Opportunity module and other tools is available on the authenticated Homepage of the PartnerDirect portal. Once you login, you will have access to the authenticated page.