IoT Solutions
**Partner Program**

# Advancing Together

Dell IoT Solutions Partner Program
Overview for System Integrators

# Program Overview for System Integrators

## Premier Partner

Premier Partners constitute our most strategic partnership tier and have formed the closest business relationship with Dell. These partners provide rich services capabilities on a global scale.

## Preferred Partner

Preferred Partners have been selected due to proven alignment with Dell strategy and differentiation in solution integration and go-to-market.

## Registered Partner

Registered Partners are provided early access to Dell IoT roadmaps and products so they can optimize their solution offering and drive awareness in the partner community.

## The Dell IoT Solutions Partner ecosystem

By joining our partner program you will benefit from:

- ✓ increased market awareness
- ✓ the industry's most robust and reliable product portfolio
- ✓ world-class support
- ✓ opportunities for incremental business growth

All backed by our reputation as a global leader in computing technology.

Program participants are assigned to one of three tiers. Our Registered and Preferred partners will have the opportunity to advance in tier based on established success criteria.

**DELL** IoT Solutions **Partner Program**

# Interested in joining?

Email us at **IoT_SI@Dell.com**

To learn more about Dell IoT, please visit

www.dell.com/iot