

COHESITY

Learn and Earn Accreditation Partner Incentive

Incentive Details

- Partner Reps who complete TD SYNnex-led trainings in Sales Associate Accreditations can earn **\$30 gift cards for Lowes, Target, Dick's Sporting Goods, Chili's or Lululemon.**
- Partner Reps who complete TD SYNnex-led trainings in Technical Sales Associate Accreditations can earn **\$40 gift cards for Lowes, Target, Dick's Sporting Goods, Chili's, or Lululemon.**

Sales Trainings

Data Cloud Sales Associate Accreditation (2 hrs)

Learn about Cohesity's vision, market opportunity, where to position solutions and what opportunities you should pursue

November 13 9am	REGISTER HERE
November 26 11am	REGISTER HERE
December 13 9am	REGISTER HERE
December 23 10am	REGISTER HERE
January 6 12pm	REGISTER HERE
January 17 9am	REGISTER HERE
January 28 11am	REGISTER HERE

Cloud Services Sales Accreditation (1.5 hrs)

Learn how to sell and differentiate Cohesity's Cloud Services platform by discovering unique offerings

November 20 9am	REGISTER HERE
December 18 9am	REGISTER HERE
January 13 9am	REGISTER HERE

SmartFiles Sales Accreditation (1.5 hrs)

Learn about selling Cohesity SmartFiles, customer pain points with File & Object storage and the immense value SmartFiles can provide

November 21 12pm	REGISTER HERE
December 12 10am	REGISTER HERE
January 9 9am	REGISTER HERE

Data Security Sales Accreditation (1.5 hrs)

Learn about threat defense architecture capabilities, anti-ransomware use cases, pain points, and the benefits of secure data

November 18 10am	REGISTER HERE
December 17 11am	REGISTER HERE
January 22 9am	REGISTER HERE

All times are Pacific

Technical Trainings

Data Cloud Technical Sales Accreditation (2.5 hrs)

Learn about the value inherent in Cohesity's platform

November 12 12pm	REGISTER HERE
November 25 9am	REGISTER HERE
December 9 9am	REGISTER HERE
December 20 9am	REGISTER HERE
January 2 11am	REGISTER HERE
January 16 12pm	REGISTER HERE
January 27 9am	REGISTER HERE

Data Security Technical Sales Accreditation (2.5 hrs)

Learn about Cohesity Security Concepts that protect against risks, vulnerabilities, attacks, and failures

November 22 9am	REGISTER HERE
December 19 10am	REGISTER HERE
January 8 9am	REGISTER HERE

Cloud Services Technical Sales Accreditation (2.5 hrs)

Learn the necessary knowledge to effectively articulate and utilize the diverse offerings of Cohesity's Cloud Services platform as a technical seller.

November 14 12pm	REGISTER HERE
December 11 9am	REGISTER HERE
January 23 10am	REGISTER HERE

Advanced Sizing (2 hrs)

Learn about the concepts, deployment, components, workflows, and parameters in the Cohesity Web Sizing Tool

November 15 9am	REGISTER HERE
December 16 12pm	REGISTER HERE
January 14 11am	REGISTER HERE

SmartFiles Technical Sales Accreditation (1.5 hrs)

Learn about the positioning of SmartFiles, core concepts, Cohesity differentiators, product configuration, features, and appropriate workloads.

January 10 9am	REGISTER HERE
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All times are Pacific

Did you know that you can earn your Cohesity accreditation faster and easier through the TD SYNnex Cohesity Technical Team?

Register for an upcoming session or to schedule an accreditation training session, email Cohesity-Tech-Team@tdsynnex.com.



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Terrence Willis
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Incentive Terms and Conditions:

- Available to Select TD SYNnex Cohesity Channel Partners in the US and Canada. Offer good while supplies last.
- Incentive available from November 1, 2024 - January 31, 2025. Cohesity Accreditation must be achieved within this time frame.
- Incentive award will be processed once TD SYNnex confirms channel partner rep has achieved the Cohesity accreditation.
- Please work with your TD SYNnex Cohesity Sales Rep to confirm and claim the incentive by January 31, 2025.
- All rewards will be sent electronically to partner rep's work email.
- Incentive award will not be paid on previously taken accreditation courses.
- Incentive will run while funds last. Payouts to be made on a first-come, first served basis.
- Payout limit applies, the number of accreditations per reseller individual to four per given incentive period.
- Participants must be located in US or Canada to receive incentive.
- Pay-out will be made once validation is made that attendee qualifies for the incentive. This could take up to 30 days.