TD SYNNEX

COHESITY

Accreditation Sessions
Training Schedule

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

Date	
February 19 | 8am	REGISTER HERE
March 6 | 9am	REGISTER HERE
March 25 | 10am	REGISTER HERE
April 11 | 10am	REGISTER HERE
April 21 | 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

Date	
February 24 | 10am	REGISTER HERE
March 26 | 11am	REGISTER HERE
April 17 | 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

Date	
February 18 | 9am	REGISTER HERE
March 19 | 11am	REGISTER HERE
April 16 | 9am	REGISTER HERE

File and Object Sales (SmartFiles) (1.5hrs)
Learn about selling Cohesity SmartFiles, customer pain points with File & Object storage and the immense value SmartFiles can provide

Date	
February 20 | 10am	REGISTER HERE
March 18 | 9am	REGISTER HERE
April 25 | 9am	REGISTER HERE

Advanced Sizing (2 hrs)
Learn about the concepts, deployment, components, workflows, and parameters in the Cohesity Web Sizing Tool

Date	
February 26 | 10am	REGISTER HERE
March 11 | 11am	REGISTER HERE
April 8 | 11am	REGISTER HERE

Technical Trainings

Data Cloud Technical Sales Accreditation (2.5 hrs)
Learn about the value inherent in Cohesity's platform

Date	
February 21 | 8am	REGISTER HERE
March 5 | 9am	REGISTER HERE
March 27 | 10am	REGISTER HERE
April 14 | 9am	REGISTER HERE
April 23 | 12pm	REGISTER HERE

Data Security Technical Sales Accreditation (2.5 hrs)
Learn about Cohesity Security Concepts that protect against risks, vulnerabilities, attacks, and failures

Date	
February 25 | 8am	REGISTER HERE
March 13 | 9am	REGISTER HERE
April 22 | 12pm	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.

Date	
February 27 | 9am	REGISTER HERE
March 24 | 11am	REGISTER HERE
April 18 | 9am	REGISTER HERE

File and Object Technical Sales (SmartFiles) (1.5hrs)
Learn about the positioning of SmartFiles, core concepts, Cohesity differentiators, product configuration, features, and appropriate workloads.

Date	
February 28 | 8am	REGISTER HERE
March 14 | 9am	REGISTER HERE
April 9 | 12pm	REGISTER HERE

All times are Pacific

Kurt Waibel
kurt.waibel@tdsynnex.com

Terrence Willis
terrence.willis@tdsynnex.com

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.