

DELL EXPERT NETWORK: DEDICATED MEMBER PORTAL PUTS MSPs IN CONTROL

Members can stay on top of customer orders, transaction history, rewards, and promotions, plus access educational and product resources, all from a single view in one dedicated portal.

A dedicated member portal is just one of *five key benefits* MSPs will receive by joining the Dell Expert Network, a one-stop shop and support program for managed service providers and IT consultants to help them better serve their SMB customers.

Dell Expert Network rewards, supports, and educates members who purchase from Dell on behalf of their clients. In addition to the MemberNet portal, Dell Expert Network members receive a dedicated account manager, access to time-saving tools, loyalty rewards, and access to Dell Financial Services (DFS).

Via the MemberNet portal, MSPs can see a quick overview of all their activity and where they are in the **Advantage**, **Premium**, and **Elite** tiers. They can also drill down into their transaction and rewards history, find exclusive offers, and access Dell certifications and training. This includes online courses, free webinars with live demos, and MSP-specific educational content that will help them stay ahead of the game with a sneak peek at some of the newest Dell products.

By quickly viewing and filtering transaction history, MSPs can save time by regenerating a previous quote or order.

DELL MEMBERNET PORTAL FEATURES

The screenshot displays the Dell MemberNet portal interface. On the left, a sidebar lists five main sections: Overview, Activity, Profile, Resources, and Offers. The main content area shows a 'SEMI ANNUAL SALE' banner for 'Power up your small business' with a 'Shop Now' button. Below the banner is a navigation bar with tabs for Overview, Activity, Profile, Resources, and Offers. A table titled 'Benefits' is shown, detailing the perks for each tier: Advantage, Premium, and Elite.

Benefits	Advantage	Premium	Elite
Single PoC with Sales	✓	✓	✓
Shortcut in Service and Support	✓	✓	✓
Finance your service with DFS	✓	✓	✓
3% Dell Rewards	✓	✓	✓
Exclusive educational content		✓	✓
Free access to industry events		✓	✓
Quarterly meeting with Product team			✓
Intel VPro Activation program			✓

And by having an at-a-glance summary of rewards—Dell Expert Network members earn 3% rewards on everything their end users purchase, plus a 2% bonus when their SMB customers choose a Dell Financial Services leasing option—MSPs will never miss out on using rewards before they expire.

Every Dell Expert Network member gets access to MemberNet. Once they reach \$10,000 in yearly revenue and the **Premium** tier, MSPs get additional benefits such as access to exclusive content, tickets to industry events, and other perks. **Elite** tier members who reach \$100,000 annually also receive a free CompTIA ISAO membership, an \$850 value, plus the opportunity to receive seed Dell units to try with their customers, and access to quarterly meetings with the Dell product teams to discuss upcoming roadmaps and specific opportunities.

No matter what tier you are in, the MemberNet portal will keep you up to speed on all your Dell Expert Network member benefits and ways that you can best serve your SMB customers.

WHO CAN JOIN THE DELL EXPERT NETWORK?

If you are an IT consultant or managed service provider (MSP), either self-employed or owner of a small IT consulting company, you can apply. After registering to the Dell Expert Network, your dedicated IT account manager will contact you within 72 business hours to formalize your participation.

FOR MORE INFORMATION, GO TO DELL.COM/EXPERTNETWORK

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