

The Brocade Flash-n-SAN Incentive Program

REGISTER TODAY

Win by selling Flash and SAN solutions.

Learn how to position the latest SAN technology and then combine IBM b-type SAN and SANnav with your FlashSystem proposals to earn cash-back incentives.*



What you will learn

Best Practices

for positioning end-to-end FlashSystem and SAN solutions

Advanced Features

that automate and simplify your FlashSystem solutions to make admin life easier

Why Upgrade

the storage infrastructure to ensure FlashSystem runs at optimum performance

What you will earn

Bundle b-type SAN with any IBM FlashSystem winning deal to earn

- €600 for every storage deal with IBM b-type SAN128B-6
- €400 for every storage deal with IBM b-type SAN64B-7
- €300 for every storage deal with IBM b-type SAN64B-6
- €150 for every storage deal with IBM b-type SAN24B-6
- €250 for SANnav Enterprise license (storage not required)
- €100 for SANnav Base license (storage not required)

How to Participate

1. Register for the Flash-n-SAN Program [HERE](#)
2. Complete 3 Web-based Training Modules
 - How to sell SAN with IBM storage (15 min)
[Watch Video](#) / [Download Presentation](#) / [Take Test](#)
 - Introduction to Gen 7 SAN (25 min)
[Watch Video](#) / [Download Presentation](#) / [Take Test](#)
 - Selling SANnav (20 min)
[Watch Video](#) / [Download Presentation](#) / [Take Test](#)
3. Bundle b-type SAN with FlashSystem deals

The Brocade SAN Champion Program.
BONUS: By passing these 3 modules you are on your way to become a SAN Champion and earning additional prizes.

Program Details

- The incentive program will run from May 1st, 2021 until September 30, 2021
- Complete the three (3) WBT training courses for program eligibility before September 30, 2021.
- Passing score on the WBT test is 70% or higher.
- Qualifying product must be ordered by the end-customer during the promotion period, before September 30, 2021.
- The IBM storage and b-type SAN orders must be placed in a single order or in 2 separate orders to same customer and data center location within a 90-day period.
- Pay-out will be within 30 days after the month in which the deal is net revenue recognized and after invoice request to Broadcom.
- Claims are paid first come / first serve for Q2 and Q3 so start today!
- The incentive does not apply for any deal for which Business Partner has received pricing support through LOA.