



Partnerská podpora

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Senior Inside Account Manager

Partner Days, 15. 9. 2022



Data sheets

Flowmon

<https://www.flowmon.com>

In downloads under each product category.

Kemp

<https://kemptechnologies.com/load-balancer/load-balancer-data-sheets>

Progress

<https://partnerlink.progress.com/>

DEMO / TRIAL versions

Flowmon DEMO

<https://demo.flowmon.com/>

login: demo, password: demo

Flowmon TRIAL

<https://www.flowmon.com/en/download-free-trial/190379>

Kemp FREE Load Balancer

<https://freeloadbalancer.com>

Free, limited to 20 Mbit

Kemp Load Master TRIAL

<https://kemptechnologies.com/server-load-balancing/virtual-loadbalancer/vlm-download>

Progress WhatsUp Gold TRIAL

Partner FAQ

- Stále aktualizovaný dokument s nejdůležitějšími odkazy
- Kde najít:
 - Dema, trial verze
 - Školení
 - Partner portály
 - Data sheety atd.

Kemp/Flowmon portál



- **Sales materiály**
 - Srovnání s konkurencí (battle cards) sizing kalkulátory, RFP dokumenty, sales prezentace, case studies..
- **Produktové materiály**
 - Migrační nástroje, návody na deployment

Deal Registrace

- **Zajištění nejvyšších slev a exkluzivity obchodního případu (6 měsíců)**
- Registrace přes Kemp stránku
- Věnujte prosím pozornost vyplňovaným informacím (hlavně end user!)

Register Project

Project Registration

I am signing up as:

Reseller Distributor Consultant

Reseller details:

Company *

Contact Name *

Phone Number *

Approval criteria includes:

- ✓ Preference to those who are first to register.
- ✓ The registration data must be complete and accurate. End customer project details must be included (confidentiality rules apply).
- ✓ Deals can qualify for an additional 10% project registration discount.
- ✓ Project registration discounts do not apply to leads & opportunity referrals provided by Kemp to partners.
- ✓ Terms & Conditions apply. Please check with your Kemp sales rep if your project is eligible for additional discount

Upon approval of your Project Registration you may be eligible for additional discounts.

Školení

- Flowmon – E-Learning
- Přístup přes KempID
- Kemp/WUG – LITMOS
- Přístup generovaný zvlášť

The screenshot shows the 'Flowmon E-LEARNING PORTAL' interface. At the top, there's a search bar and user information for 'David Horinek'. The main section is titled 'Course overview' and features a grid of course cards. Each card displays a course title, a progress bar (all at 0% complete), and a 'Card' icon. The courses listed include 'System Specialist Certification System Specialist Certification', 'Technical Engineer Certification Part 1: Deployment and Sizing - Elementary ...', 'Technical Engineer Certification Part 2: Network Performance Monitoring and ...', 'Technical Engineer Certification Part 3: Security Lesson', 'Technical Engineer Certification Part 4: Application Performance Monitoring ...', 'Certification Training courses Sales Consultant Certification', 'Certification Training courses Solution Consultant Certification', and 'Technical Engineer Certification MASTER: Flowmon Technical Engineer ...'. To the right, there's a 'Timeline' section with a calendar icon and the text 'No upcoming activities due'. Below that is a 'My courses' section listing various certification and training courses.

The screenshot shows a dashboard for 'LITMOS'. At the top, there's a search bar with the text 'Hledat přiřazené kurzy a učební postupy Nezahájeno'. The main area is a grid of course cards. The top row includes 'Progress OpenEdge OpenEdge Quarterstart Q4 2022', 'Progress Corticon Corticon Quarterstart Q4 2022', and 'Progress WhatsUp Gold WhatsUp Gold Quarterstart Q4 2022'. The bottom row includes 'Progress MOVEit MOVEit Quarterstart Q4 2022', 'Progress Flowmon Flowmon Quarterstart Q4 2022', and 'Application Experience AX Quarterstart Q4 2022'. Each card shows a progress bar (all at 0%) and a 'Card' icon. To the right, there's a 'Poslední úspěchy' (Recent Achievements) section with a trophy icon and the text 'LoadMaster Sales Certification Exam Dosaženo před 14 dny'. Below that is a 'Poslední zobrazené' (Recently Viewed) section with a magnifying glass icon and the text 'Získejte vždy rychlý přístup k nedávno zobrazenému obsahu. Veškerý obsah zobrazíte hledáním nebo přes rychlé odkazy'.



Sdílení informací

- **Aktuálně sdílená Office 365 tabulka**
 - Obsahuje otevřené obchodní případy a deal registrace
 - **Nově budeme zasílat přehled přímo ze Salesforce e-mailem**

Ostatní informace

- **Dostupnost HW**
 - LoadMaster 10 pracovních dní do modelu LM-X15
 - Flowmon standardní modely 4 týdny, výjimka SSD kolektory atd.
- **Ceníky**
 - Zasílány distributory
 - Zdražení průměrně o 10 % od nového FY – 12/2022
- Nový Flowmon sizing kalkulátor
- **Přehledový soubor všech důležitých odkazů**

Progress PartnerLink

Search...

David Horinek

PRODUCT RESOURCES PARTNER PROGRAM ENABLEMENT MARKETING TOOLS & PROGRAMS SELF SERVICE

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Dashboard
Partner Community Dashboard
 As of Sep 13, 2022 10:29 AM Viewing as David Horinek

+ Follow Refresh

My Open Leads

We can't draw this chart because there is no data.

View Report (My Open Leads)

Converted Leads this Quarter

Create Date	Count
9/1/2022	
9/1/2022	
9/1/2022	
9/1/2022	
9/1/2022	
9/1/2022	
9/1/2022	
9/1/2022	

View Report (Converted Leads this Quarter)

Leads Created by My Company

We can't draw this chart because there is no data.

View Report (Leads Created by My Company)

Opportunities Closed this Quarter

Opportunities Closed Won this Quarter

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Budoucnost

- Komplexní Progress portál
- Migrace očekávána H2/2023
- Tvoření a přehled deal registrací, přeřazování leadů, přehled oportunit, školení, sales a marketing materiály, dashboardy...

