



AWS & NetApp Solution Centre

Marketing

- Campaign in a box
 - Email templates
 - Social posts
 - Web banners
- Demand generation support

Technical

- CloudFormation templates ready to use
- Personalized immersion day AWS storage
- Technical workshop- Amazon FSx
- Configuration guides
- Presales support; estimations, design validation + architectural advisory

Sales

- Commercial guides i.e., discount breakdown for FSx licencing/AWS consumption
- Sales enablement (either virtual or in person)
 - Cloud Native File storage
 - Why NetApp and AWS
 - How to position
- Fields sales pitch decks