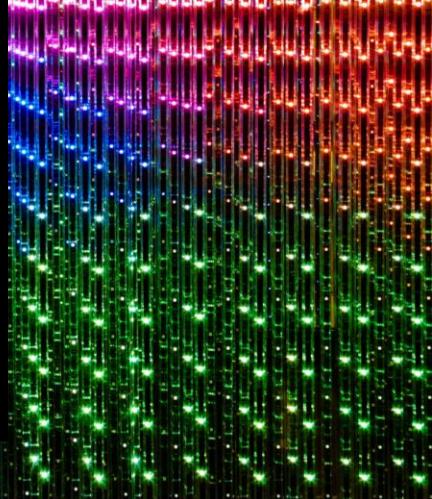


# AWS & NetApp Solution Centre



## 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