

Partner Registration User Guide



How to Submit Partner Registration via Dell EMC Partner Portal


Please select your country Save selection

Afghanistan	Dominica	Latvia	Romania
Albania	Dominican Republic	Lebanon	Russia
Algeria	East Timor	Lesotho	Rwanda
Angola	Ecuador	Liberia	Samoa
Anguilla	Egypt	Libya	Saudi Arabia
Antigua & Barbuda	El Salvador	Lithuania	Senegal
Argentina	Equatorial Guinea	Luxembourg	Serbia
Armenia	Eritrea	Macedonia	Seychelles
Aruba	Estonia	Madagascar	Sierra Leone
Australia	Ethiopia	Malawi	Singapore
Austria	Fiji	Malaysia	Slovakia
Azerbaijan	Finland	Maldives	Slovenia
Bahamas	France	Mali	Solomon Island
Bahrain	French Guiana	Malta	Somalia
Bangladesh	French Polynesia	Martinique	South Africa
Barbados	Gabon	Mauritania	Spain
Belarus	Gambia	Mauritius	Sri Lanka
Belgium (Dutch)	Georgia	Mayotte	St. Kitts & Nevis
Belgium (French)	Germany	Mexico	St. Lucia
Belize	Ghana	Moldova	St. Vincent & Grenadines
Benin	Greece	Mongolia	Suriname
Bermuda	Grenada	Montenegro	Swaziland
Bhutan	Guadeloupe	Morocco	Sweden
Bolivia	Guam	Mozambique	Switzerland (French)
Bosnia-Herzegovina	Guatemala	Myanmar	Switzerland (German)
Botswana	Guinea	Namibia	Tajikistan
Brazil	Guinea Bissau	Nepal	Tanzania
British Virgin Islands	Guyana	Netherlands	Thailand
Brunei	Haiti	Netherlands Antilles	Togo
Bulgaria	Honduras	New Caledonia	Tonga
Burkina Faso	Hungary	New Zealand	Trinidad & Tobago
Burundi	Iceland	Nicaragua	Tunisia

- Applicants should click on www.dell EMC.com/partner
- Select your “Country”


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Partner Sign In 

Sign in to your partner account or join the Dell EMC Partner Program for a truly extraordinary experience that is Simple, Predictable, Profitable.

[SIGN IN](#) [BECOME A PARTNER](#)



Find a Partner

Dell EMC Partners are technology experts who help understand and solve your business problems and drive your business to even greater success. Use this easy-to-use graphic search engine to identify and connect with a Partner by geography, type and/or completed competency.

[FIND A PARTNER NOW](#)

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- Partner Vetting → Sponsoring Distributor as requested by the applicant.

Dell EMC Partner Program Guide

Our valued Partners have access to the industry's most comprehensive portfolio and truly extraordinary, world-class partner programs.

If you would like to participate in Dell EMC Partner Program, you will need to fill out the below registration form.

In your application, we request that you name a sponsoring distributor for approval. When choosing a sponsoring distributor, please ensure that you already have a working relationship with them so that they can ensure our high standards of excellence are maintained and confirm your compliance in the Dell EMC Partner Program. Your application will be forwarded to the named sponsoring distributor. If they do not approve, then unfortunately we will not be able to proceed with your application. You will receive a notification if your membership is approved or declined.

Steps to complete:

1. Please fill out the form below.
2. Your application will be reviewed by our internal teams.
3. Once your application is fully processed, you will receive login credentials and granted access to your Dell EMC Partner Portal.

In some instances, more information may be required to meet the compliance requirements for the Dell EMC Partner Program. In this case we will contact you to make further arrangements.

Important Note!

*Please use your company domain e-mail address for your registration. Registrations with non-corporate domains (such as: Gmail/Hotmail/Yahoo for example) may be rejected.

By registering, you agree to receive information (by email, phone and post) regarding your Dell EMC Program relationship.

For assistance with your registration, please contact APJ.DellEMC.PartnerOnboarding@dell.com

How to Submit Partner Registration via Dell EMC Partner Portal

- Select the business relationship you would like to have with Dell EMC.
- Applicants are required to select the Sponsoring Distributor of their choice from the drop down menu.
- Click “Continue” after details are completed.

DELL EMC PARTNER PROGRAM

Partner Selection

Company

Contact

Segment

Complete

What is your organization model

Reset Form

* Mandatory Field

Select your country to get started : *

INDIA

Region you are applying for :

APJ

What type of business relationship would you like to have with Dell EMC? *

Solution Provider (Reseller)

Sponsoring Distributor : *

--None--

Continue

How to Submit Partner Registration via Dell EMC Partner Portal

- Fill in 'Company' tab with mandatory information.

- Upload the company documents (Reseller Tax ID /VAT ID / ABN/ Company Registration No.)

- Click on Continue after the details have been completed.

DELL EMC PARTNER PROGRAM

Company | Contact | Segment | Complete

Tell about your company * Mandatory Field

Full Legal Name of your organization: *

Trading As:

Number of Branches/Subsidiaries:

Please provide your Dun & Bradstreet (D-U-N-S) Number if known:

Head of the Company: *

Head of the Company title: *

Please enter a physical address

Organization Address 1: *

Organization Address 2:

Organization Address 3:

Organization City: *

Organization State / Province: *

Organization Postal Code: *

Organization Country: *

Phone: Country Code-Phone Number: - *

Company website / URL: *

Form of Organization: *

Number of years in business?: *

Reseller Tax ID / Registered Business Number: *

Please attach your required State Reseller Certificate before submitting your application by using the upload tool below

You may optionally add attachments to support your registration such as Tax Documents, etc. To do this, select a file below and press Upload.

Optionally upload a file here (4MB maximum)

How to Submit Partner Registration via Dell EMC Partner Portal

- Fill in mandatory field on the “Contact” tab.
- Click on Continue after the details have been completed.

The screenshot shows the 'Contact' tab of the Dell EMC Partner Program registration form. The form is titled 'Who will be the primary contact' and includes a progress bar at the top with steps: Contact (active), Segment, and Complete. The form fields are as follows:

- Salutation: Mr. (dropdown menu)
- First Name: Hart
- Last Name: Nerello
- Job Category: Executive (dropdown menu)
- Job Title: CEO (dropdown menu)
- Phone: Country Code-Phone Number: 91 - 45654654654
- Mobile Phone: (empty field)
- Email: harl@preclse.com

A red asterisk and the text '* Mandatory Field' are positioned to the right of the Salutation dropdown. At the bottom right of the form, there are two buttons: 'Previous' and 'Continue'. The 'Continue' button is highlighted with a red rectangular box.

Dell EMC, its Group of companies, subsidiaries and business partners, would like to send you communications, including by email, phone and post, regarding offers and announcements. If you do not consent to receive these communications, please tick here. For more information on how Dell EMC uses and protects your data click here [Privacy Statement](#).

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DELL EMC PARTNER PROGRAM

Segment Details: * Mandatory Field

Countries doing business in? *

Available	Chosen
Scotland	India
Indonesia	
Iraq	
Ireland	

What is the total number of employees in your company? *
100-475

What percentage of these employees are technical professionals? *
51%-75%

Organization annual revenues for last FY? *
\$50,000 - \$1 Million USD

We want to Sell VCE Products & Services.
No

Is your Organization currently selling Dell EMC products and solutions? *
Yes (currently selling Dell EMC products), what percent of Organization annual revenue is generated with Dell EMC products? *
41.50%

Primary Route to Market:
Field sales

Specify other value

What Dell EMC products do you focus on selling to your customer? *

Available	Chosen
Backup & Recovery	Content Management
Enterprise Class Storage	Governance & Archiving
Storage	Servers
Network & Security	

What is the size of your customer base? *
100-500

What is your primary customer segment? *
Corporate (1-500 employees)

What is your secondary customer segment? *
Corporate (1-500 employees)

Which is your primary vertical market segment? *
Chemicals

Agree to Export Compliance? *
 I AGREE to Dell EMC Partner Program Terms and Conditions

UNDERSTAND that to receive the benefits of the Dell EMC Partner Program you must agree with the program's Terms and Conditions and fulfill at least the minimum certification requirements.

Has your company or its principals been convicted of bribery (for currently under investigation)? *
No

Select yes if any of the following describes your company (current or past and inclusive of individual principals):
- Disbarred from public procurement
- Subject to government investigation
- Convicted of bribery
- Terminated or suspended by Dell Technologies (inclusive of Dell EMC, its wholly owned subsidiaries and Strategically Aligned Businesses)
- Other concern regarding ethical business practices

Are principals (or family members) currently or formerly employed in a government position of influence or power? *
No

Enter additional information or comments here (Maximum 2000 characters):

Previous **Submit Registration**

- Fill in 'Segment' tab with mandatory information.
- Click the check box with agree Term and conditions.
- Click on "Submit Registration" after the details have been completed.

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- Once the Partner Application is complete, a Partner Registration Number will be auto generated, please keep this for your records.

DELL EMC PARTNER PROGRAM

Complete

✓ Thank you for submitting your application to participate in the Dell EMC Partner Program. Your Registration Number is :

"PR003236224"

An email confirming receipt of your application will be sent to the email address provided in the application. The email will come from the following email address : india_partner_registration@dell.com.sit4. Please add this email address to your "safe senders" list in your address book.

Thank you for choosing Dell EMC
Sincerely,
Dell EMC Partner Program Administrative Team