

EMEA Partner New Hire Training

Building Confidence, Quickly!

Radisson Blu, Oman – 14th-17th March 2010

Sunday – DAY 1: Radisson Blu Hotel, Muscat

Time	General Session Topics
09.30 – 10.00	Welcome and Introduction
10.00 – 10.45	EMC Today (One EMC)
10.45 – 11.00	Break
11.00 – 11.45	Why People Buy IT
11.45 – 12.30	EMC value proposition to customers- Strategic white boarding to customers
12.30 – 13.30	Lunch
13.30 – 15.00	EMC CLARiiON
15.00 – 15.30	Break
15.30 – 17:00	EMC Celerra
17.00	End

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Monday – DAY 2: Radisson Blu Hotel, Muscat

Time	General Session Topics
09.30 – 09.45	Morning Review
09.45 – 10.30	EMC Avamar
10.30 – 10.45	Break
10.45 – 12.00	DataDomain
12.00 – 12.30	EMC Networker
12.30 – 13.30	Lunch
13.30 – 14.30	EMC Backup Strategy
14.30 – 14.45	Break
14.45 – 15.45	HP Competitive Session
15.45 – 16.00	Break
16.00 – 17.00	HP Competitive Session cont.
17.00	End

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Tuesday – DAY 3: Radisson Blu Hotel, Muscat

Time	SALES Only Session – Pegasus 3 & 4
09.30 – 10.15	Advanced Sales Accreditation – Recap
10.15 – 10.30	Break
10.30 – 12.30	Advanced Sales Accreditation – Assess
12.30 – 13.30	Lunch
13.30 – 15.00	Advanced Sales Accreditation – Present
15.00 – 15.15	Break
15.15 – 16.45	Advanced Sales Accreditation – Close
16.45 – 17.00	Review of the day
17.00	End

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Wednesday – DAY 4: Radisson Blu Hotel, Muscat

Time	General Session Topics
09.30 – 09.45	Morning Review
09.45 – 10.45	The Private Cloud
10.45 – 11.00	Break
11.00 – 12.30	New Generation Datacenter: Products and Solutions
12.30 – 13.30	Lunch
13:30 – 14:30	Channel Express: Configuring and Quoting
14.30 – 15.00	Break
15.00 – 17.00	Channel Express: Configuring and Quoting Cont.
17.00	End