



# **NetApp HCI Solutions: Sales and Partner Kits**

NetApp Solutions

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April 06, 2021

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# NetApp HCI Solutions: Sales and Partner Kits

NetApp Sales and Partner Kits are rich with information to help you sell more effectively.

Kits for End User Computing (EUC) and Private Cloud show how NetApp HCI solutions deliver differentiation and also describe the use cases addressed by our solutions.

## Where to find NetApp HCI Kits

- EUC and Private Cloud Sales Kits in the [HCS Resource Center](#)
- Partner Kits in the [Partner Portal](#) or use the Partner Kit matrix (below) for rapid access to partner enablement materials

## End User Computing Partner Kits

|                                    | Citrix  | VMware Horizon             |
|------------------------------------|---|----------------------------|
| <b>Solution Brief</b>              | <a href="#">VDI Citrix</a>  | <a href="#">VDI VMware</a> |
| <b>Customer Presentation</b>       | <a href="#">Digital Workplace Transformation (VDI/EUC)</a>                |                            |
| <b>Technical Presentation</b>      | <a href="#">Technical Presentation for EUC Opportunity</a>                |                            |
| <b>Quick Reference Guide (QRG)</b> | <a href="#">EUC &amp; VDI Solutions with NetApp HCI Partner Marketing</a> |                            |
| <b>FAQ</b>                         | <a href="#">NetApp HCI FAQ for EUC-VDI</a>                                |                            |
| <b>Competitive Resources</b>       | <a href="#">Competitive Sales Kit EUC</a>                                 |                            |

## Private Cloud Partner Kits

|                                    | VMware  | Red Hat  |
|------------------------------------|---|--|
| <b>Solution Brief</b>              | <a href="#">What is a Private Cloud</a>                         |  |
| <b>Customer Presentation</b>       | <a href="#">BDM Customer Presentation: VMware Private Cloud</a> | <a href="#">RedHat Private Cloud On NetApp HCI</a> |
| <b>Technical Presentation</b>      | <a href="#">Build Your VMware Private Cloud</a>                 | <a href="#">Private Cloud with Red Hat/KVM</a>     |
| <b>Quick Reference Guide (QRG)</b> | <a href="#">Private Cloud Solutions</a>                         |  |
| <b>FAQ</b>                         | <a href="#">FAQ: VMware Private Cloud</a>                       |  |
| <b>Competitive Resources</b>       | <a href="#">Competitive Sales Kit VMware Private Cloud</a>      |  |

## NetApp HCI TV

|                |  |
|----------------|--|
| [HCI TV image] | <ul style="list-style-type: none"> <li>• Ideas for your customer presentation of EUC and VDI solutions with NetApp HCI<br/><a href="#">Introduction to NetApp HCI EUC Solution</a> (3:24)</li> <li>• Ideas for your customer presentation of NetApp HCI Private Cloud.<br/><a href="#">Introduction to NetApp HCI Private Cloud</a> (2:05)</li> <li>• Animated introductions to NetApp HCI differentiation<br/><a href="#">The value for solutions with NetApp disaggregated HCI</a> (2:09)<br/><a href="#">NetApp HCI solution ROI value by eliminating the HCI tax</a> (2:56)</li> </ul> |
|----------------|--|

## Additional information (login required):

- [NetApp HCI Solutions Collection](#)
- [NetApp HCI VMware Private Cloud Collection](#)
- [NetApp HCI Red Hat Private Cloud Collection](#)
- [NetApp HCI Red Hat Openshift Container Platform Collection](#)
- [NetApp HCI End User Computing \(EUC\) Collection](#)
- [NetApp HCI Database Collection](#)
- [NetApp HCI Data Protection Collection](#)

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