



Taking You To Greater Heights



TSSP
TANDBERG DATA
SPECIALIZED STORAGE PARTNER

TSSP



TAKING YOU TO GREATER HEIGHTS.

At Tandberg Data Asia (TD Asia), we understand how important it is to connect you to our innovations and deliver optimum storage solutions that give you unparalleled value.

Similarly, we recognize the vital role our partners play. No matter what your business size, type, or area of focus, the ***Tandberg Data Specialized Storage Partner (TSSP)*** Program offers resources to support your efforts everyday.

This is your opportunity to fuel your success with our whole new program.



REAPING REWARDS.

Reap what you sow. Likewise, your commitment and efforts in sharing a common goal with us deserve recognition and rewards. Your TSSP status will bring you further than what you have expected.



PLATINUM TSSP

Eligibility

Top 10 resellers with specific revenue targets*

Validity

1 Year



GOLD TSSP

Eligibility

Any reseller with specific revenue targets*

Validity

1 Year



PREFERRED TSSP

Eligibility

Any reseller

Validity

2 Years

* Determined by respective sales region heads



EXCLUSIVELY YOURS.

PARTNER ACCESS SECURE WEBSITE

This password-protected website provides you easy access to the extensive online tools and resources designed to promote our Tandberg Data products, solutions and services. Useful product sales kits, latest partner sales and promotional program details, sneak previews of new products are available at the click of your mouse.

SALES & MARKETING RESOURCES

You are the first to get updated on our latest initiatives, products and services through our fortnightly e-Direct mailers and Tandberg Zone, our monthly e-newsletter. We equip you with a vast variety of sales and marketing resources, making it easy to expand your sales reach.



EXCLUSIVELY YOURS.

INCREASE YOUR VISIBILITY

As our level of engagement grows, we invite you to collaborate on advertisement and editorial opportunities in major storage-related publications in Asia Pacific. Get the word out about your success with Tandberg Data on our very own publications.

BE CERTIFIED

We invite you to exclusive trainings to build your product skills and knowledge. We award you as a highly respected Tandberg Data certified engineer to better serve your customers.

TECHNICAL & SERVICE SUPPORT RESOURCES

We are with you all the way, from products to services. Our TSSPs are given priority on all Tandberg pre and post sales support. Our dedicated engineers give you fast relief solutions to all your technical issues.



BENEFITS AT A GLANCE

| | PREFERRED | GOLD | PLATINUM |
|---|-----------|------|----------|
| SALES & MARKETING RESOURCES | | | |
| TSSP Program Welcome Kit & Certificate | • | • | • |
| Company Listing in TD Asia website | • | • | • |
| Access to password protected TSSP webpage | • | • | • |
| • Tandberg Data Corporate Identity Kit | • | • | • |
| • Product Sales Presentation Kits | • | • | • |
| • Partner Sales & Promotional Programs | • | • | • |
| • Marketing Administrative Forms | • | • | • |
| Receive Tandberg Zone (monthly e-newsletter) & e-DMs | • | • | • |
| Proactive Email notification of new marketing materials available in TSSP website | • | • | • |
| First Priority to new product information | • | • | • |
| Joint success stories with TD Asia | • | • | • |
| Joint Press Release with TD Asia | N/A | • | • |
| Marketing Development Funds | N/A | N/A | • |
| Advertisement opportunities | N/A | N/A | • |
| End-user leads | N/A | N/A | • |
| Quarterly Business Review (QBR) | N/A | N/A | • |
| TECHNICAL & SUPPORT SERVICE RESOURCES | | | |
| Loan of demo units | N/A | • | • |
| Priority Pre & Post Sales Support | N/A | • | • |
| TRAINING RESOURCES | | | |
| Exclusive Product Technical Training | • | • | • |
| Free Certified Engineer Training with Certification | • | • | • |
| Online Technical Training (Webcast) | • | • | • |
| EVENTS | | | |
| Invitation to Annual Partners' Event | • | • | • |
| Participation in Annual Distributor Conference | N/A | N/A | • |
| Annual Top Sales Partner Incentive Trip | N/A | N/A | • |

The logo consists of the letters 'TSSP' in a bold, white, sans-serif font. The letters are slightly overlapping, with the 'S's being particularly prominent.

DON'T JUST PARTNER. PARTICIPATE.

Join our dynamic partner community today! Register at:
www.tandberg.com.sg/td_partners.asp

For more information on the TSSP Program, please contact your local Tandberg Data sales representative or email: ***marketing@tandberg.com.sg***

A large, hollow outline version of the 'TSSP' logo, rendered in a light olive green color, positioned at the bottom left of the white content area.

TANDBERG DATA 

The logo symbol consists of two thick, horizontal black bars of equal length, positioned to the right of the text 'TANDBERG DATA'.

TANDBERG DATA

TANDBERG DATA (ASIA) PTE LTD

20 Bendemeer Road #04-05 Cyberhub

Singapore 339914

Tel: +65 6396 0786

Fax: +65 6396 0787

Website: www.tandberg.com.sg

REPRESENTATIVE OFFICES:

BEIJING

Room 1003, No. 5 Building Jianwai SOHO

No. 39, East 3rd Ring Road

Chaoyang District, Beijing 100022

Tel: +86 10 5126 5288

Fax: +86 10 5126 5289

GUANGZHOU

Room 2702, South Tower Building

Xindacheng Plaza, Shuiyin erheng Road

Dongshan District, Guangzhou 510620

Tel: +86 20 3759 0531

Fax: +86 20 3759 0532

SHANGHAI

Suite 817, Pine City

777 Zhao Jia Bang Road

Shanghai 200032

Tel: +86 21 5102 9128

Fax: +86 21 5102 9129

TAIPEI

11F-2 No. 46 Sec. 2

Dunhua S. Road

Taipei City, 106 Taiwan

Tel: +886 2 2701 9618

Fax: +886 2 2701 9620

INDONESIA

Menara Kadin Indonesia, 30/F

Jl. H.R. Rasuna Said Block X-5, Kav. 2-3

Jakarta 12950, Indonesia

Tel: +62 21 5299 4548

Fax: +62 21 5299 4599

