

## CARASOFT- A SPECIALIZED GOVERNMENT DISTRIBUTOR FOR EMC

Carahsoft is a federal government distributor for EMC products and services. We combine traditional distribution services with a dedicated EMC sales team to provide proactive sales and marketing uplift to the efforts of both EMC and their channel partner ecosystem

The benefits of the EMC Government Program through Carahsoft include:

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### Managed Contracts

- GSA Contract Management
- Teaming Agreement
- ESI/SmartBuy Programs
- BPA Management
- System Integrator Support

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### Sales Support

- Dedicated sales and marketing team for EMC
- Quote Efficiency and Configuration Management
- Proactive telemarketing and lead generation
- Public Sector/Agency specific expertise and established end-user procurement relationships
- Forecast/Order Support

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### Technical Support

- All reps are VAEC (EMC Sales), VSE (Technical Pre-Sales), and ICSEA (Isilon Pre-Sales) certified
- EMCTA (Technical Post-Sales) certified reps in house
- Liaison to EMC SEs if customers need additional technical assistance
- PSO Training and Education

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### Marketing Support

- Deticated marketing team for EMC
- EMC | Carahsoft-hosted event for Partners, i.e. EMC Federal Partner Summit
- Partner-hosted event support, including demand generation and follow up
- Logistical support at tradeshow and conferences
- MDF Program support for Top Tiered Partners

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### Operational Support

- Order Reports
- Monthly Pricelists
- Rebate Tracking

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### Training

- Training courses available to assist partners in pursuit of vendor certifications and accreditations, i.e. Velocity Traning
- Partner Level Uplift Support





## **SPECIALIZED GOVERNMENT DISTRIBUTOR FOR EMC**

**Carahsoft is a Government Distributor for EMC products and services and the sole provider of EMC's Federal SKUs.**

### **TERRITORY-BASED ACCOUNT DISTRIBUTION TEAM**

The Carahsoft EMC Sales Team is organized by territory focused account managers that directly map to and support the respective accounts of the EMC Public Sector Strategic Account Management team. This team of 15+ distribution account managers supports solely the distribution of EMC Government SKUs via authorized EMC Solution Provider Partners that have achieved and maintain their EMC U.S. Federal Specialization.

These account managers support EMC partners by acting as an extension of the EMC Public Sector sales team by providing our Solution Provider Partners EMC certified product experts at a technical pre-sales level, historical territory account knowledge, license & configuration support (including renewals & professional service offerings) and exclusive discounted government pricing.

### **GOVERNMENT CONTRACT MANAGEMENT**

Carahsoft is a GSA Schedule holder for EMC. As such Carahsoft provides EMC's authorized Solution Providers access to our Government Wide Acquisition Contract vehicles in the form of Dealer, Teaming or Agent model agreements. Please contact your internal EMC Partner Business Manager or Carahsoft Partner Alliance Manager for more information or education as to how to obtain or leverage the most up to date agreements.

### **HOW TO REQUEST A QUOTE, PRE-SALES & TECHNICAL SUPPORT**

To request a quote or pre-sales support, contact your dedicated Carahsoft Territory Account Manager directly and include the Main Government Agency, Location and/or Program of Record. If you need help identifying your dedicated account manager, please contact your internal EMC Partner Business Manager or your Carahsoft Partner Alliance Manager.

If you need immediate assistance you can also contact the entire Carahsoft EMC Distribution Team by emailing [EMC@carahsoft.com](mailto:EMC@carahsoft.com) or by phone by dialing 1-888-6-EMC (686-9273) and a representative will assist.

**IF THERE IS EVER ANYTHING THAT WE CAN DO TO PROVIDE  
ADDITIONAL VALUE PLEASE LET US KNOW**