

Why Exertis for Dell ISG?

We provide the expertise to help support the growth of your business, with a focus on activity, not just words

With our dedicated team of specialists, we provide:

Rapid empowerment

Bespoke training for your sales and technical teams to give them the:

- Knowledge to uncover opportunities
- The confidence to close opportunities, and maximise the deal scope and revenue
- Updates on new solution releases and messaging

Marketing advice and lead-generation

- Expertise focused on entry and mid-market solutions
- White-label lead-generation campaigns
- Help with maximising your Marketing Development Funds
- Support with your sustainability journey and messaging
- With a focus on helping your customers reduce their carbon footprint

Partner program guidance

Program experts to help you to:

- Select the solutions that are right for your customers
- Maximise the benefits of the training and certification programs
- Take advantage of all the available rebates and incentives
- Support with your Dell ISG business plan
- A single point of contact for escalations and queries

Technical pre-sales assistance

Help with opportunities, including:

- Solution advice, design, and sizing
- Support with questions, technical materials, and tools
- Infrastructure sizing assessments

Whether you are an Authorised or Gold partner at the beginning of your ISG journey, or a Platinum or Titanium partner who has a sales team to empower, Exertis are here to help

Contact us to learn more