



# Indirect Partner Appointment Letter

Rajesh Kumar Singh

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201309  
India

Dear NetApp Partner

Thank you for completing NetApp's Partner Application Form. We are pleased to inform you that you have successfully passed the NetApp Partner Onboarding Process.

By virtue of this Indirect Partner Appointment Letter, you are now appointed as a non-exclusive NetApp Partner and authorized (and limited) to resell Products and Services in the territory specified below:

Territory: India

Your authorization as a NetApp Partner is subject to your continuing compliance with:

- the Indirect Channel Partner Terms set out on the NetApp How To Buy website available at <https://www.netapp.com/us/how-to-buy/stc.aspx>; and
- the Unified Partner Program Guide attached hereto and any subsequent versions thereof.

As a Registered Reseller you are able to resell the NetApp portfolio of solutions that will deliver real value for your customers and provide you differentiation in your market.

In order to get you started, please review the attached Registered Reseller Guide. We also encourage you to work with your Distributor to enable your sales and technical teams to articulate the value you can now bring to customers and help you to build long term strategic relationships. Your Distributor will provide support in the creation of quotes and supporting your teams during your customer engagements.

If you have any questions, please contact your selected Distributor or the Channel Programs management team at [channel@netapp.com](mailto:channel@netapp.com).

You have our commitment to work with you to achieve maximum success in our Partner Program. We look forward to a successful partnership.

Yours Sincerely,

Chris Lamborn  
Head of WW Partner GTM and Programs