

## intel 2022 Managed Services Specialty Software User Guide

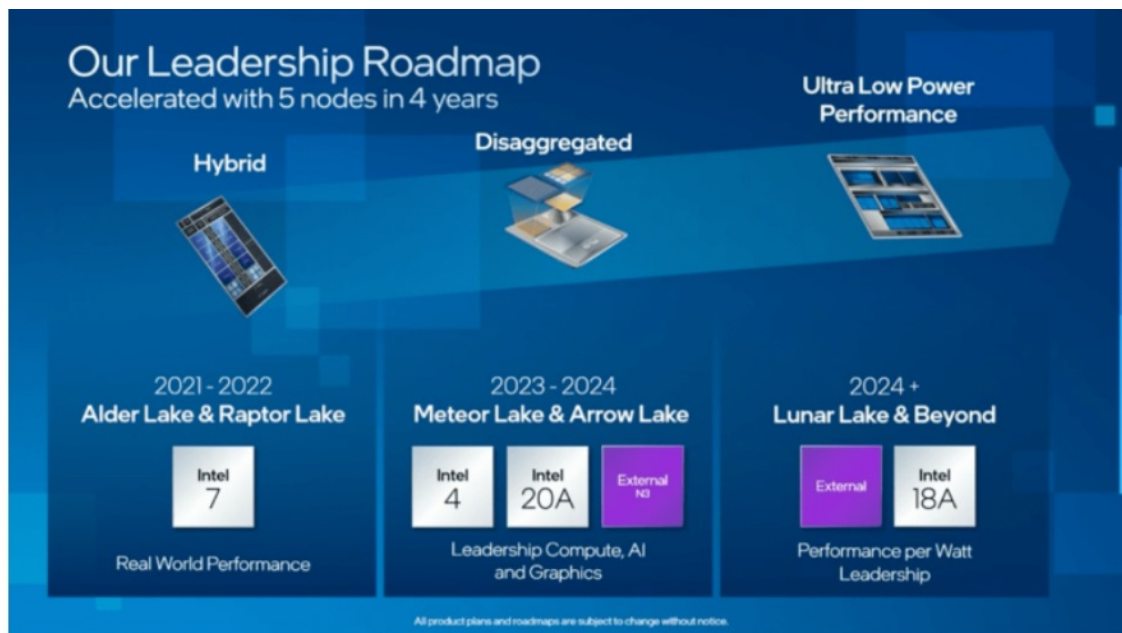
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intel 2022 Managed Services Specialty Software



**Join Now to Attain Exclusive Specialty Status and Unlock Incremental Benefits**

## Managed Services Specialty Benefits

The Intel Partner Alliance Managed Services Specialty aims to reward Partners who have the deepest expertise in providing managed services using the Intel vPro platform. Intel has exclusive resources available to you, through Managed Services Specialty Benefits, to help you deliver client-based managed services, opening the door to another level of engagement with Intel and the Intel vPro platform.

## 2022 Managed Services Specialist Requirements

### Intel Partner Alliance Gold Tier

All candidates for the specialty are required to be a registered Intel Partner Alliance Gold Tier member.

### Sales requirements

Annual<sup>1</sup> purchases of over 2,500 units of Intel vPro® platform product and/or base client systems.

### Training Competency

Two employees to complete the Intel partner technical pro Client Managed Services competency or the solutions Pro Client platform competency annually<sup>2</sup>.

### Technical Capability

Evidence of 250 or more Intel Active Management Technology (AMT) or Intel Standard Manageability (ISM) activations. Submit evidence to IPA MS intel. Management Console screenshot, spreadsheet report, or other evidence.<sup>3</sup>

### Register

Fill out the registration form and opt in.

- The badge is at the individual employee level to promote their technology expertise.

- Evidence will need to be submitted to IPA-MS@intel.com within 12 calendar months of becoming a specialist, either Management Console screenshot, spreadsheet report file or other evidence indicating 250+ AMT clients under management.

## Benefits

**INTEL MANAGED SERVICES  
SPECIALTY BENEFITS**

CRITERIA:

**Intel Partner Alliance  
Gold Tier Member**

- ☒ Intel Partner Alliance Gold Tier.
- ☒ Annual purchases of 2,500 units of Intel vPro® technology product and/or base systems.
- ☒ Two employees to complete Intel partner technical pro client managed services competency or the solutions Pro Client platform competency training annually.
- ☒ Evidence of more than 250 Intel® Active Management Technology (AMT) or Intel® Standard Manageability (ISM) activations.
- ☒ Specialty registration.

	Potential for Marketing Development funds
	Promotion of your company by Intel
	Earn Intel incentive points
	Personalized workshops, priority invitations to Intel events
	Access to online training and collateral
	Intel Managed Services Specialist Badge
	Access to Intel Platform Testing Services

## Potential for Marketing

### Development Funds

Marketing development funds may be available for projects proposed by Managed Services Specialists and accepted by Intel. Promotion of your company by Intel

Intel will promote Managed Services Specialists as the experts to the market. Our Intel Solutions Marketplace will give you invaluable exposure, making it easier for potential customers to find and connect with you as a Managed Services provider they can trust.

### Earn Intel Incentive Points

We offer our Managed Services Specialists the opportunity to participate in offers and earn additional points for purchases of Intel vPro platform products through authorized distributors that are available only to Specialty Partners.<sup>1</sup>

### Personalized workshops & priority invitations to Intel events

As a Managed Services Specialist, you can look forward to receiving priority invitations to leading industry events and Intel events such as Intel Partner Connect (IPC) and the Intel Local Original Equipment Manufacturer LOEM summit.

### Access to online training and collateral

Product trainings, white papers, success stories and other collateral are just a few examples of the available resources that will help you stay up to date with Managed Services technologies and stay ahead of the

competition. Get a list of courses that will help you to plan and architect Managed Services solutions. Partners eligible for client SOEM are ineligible for component and ODM points.

## Managed Services Specialist badge

Display your specialty badge on your website and sales and marketing collateral to show your official affiliation with Intel and your specific expertise in providing Intel technology and solutions to end customers. This specialty designation can be used to build trust with your customers, and to help attract new business.

## Access to Intel Platform Testing Services

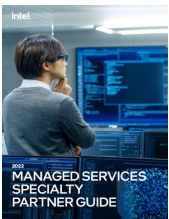
The Global Customer Success's Tools & Technology team provides free platform testing services to qualified Intel Customers designing platforms based on Intel architecture. Through this exclusive service, customers receive focused support on selected designs helping to increase their product quality, reduce support costs, and accelerate their time to market. Click here for a list of eligible Intel vPro Technology Capable/Enabled SKUs.  
[https://ark.intel.com/content/www/us/en/ark/search/featurefilter.html?productType=873&0\\_VPro\\_Technology\\_True](https://ark.intel.com/content/www/us/en/ark/search/featurefilter.html?productType=873&0_VPro_Technology_True).

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## Documents / Resources

	<p><a href="#">intel 2022 Managed Services Specialty Software</a> [pdf] User Guide 2022 Managed Services Specialty Software, 2022 Managed Services Specialty, Software</p>
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## References

- [intel Managed Services Specialty](#)
- [intel Intel® Product Specification Advanced Search](#)