



Dell EMC President's Circle

Criteria by Partner Type

Dell EMC President's Circle recognizes the top partners globally for their incredible performance. Spanning all partner tracks, each winner will receive an incredible trip for two to a thrilling destination. This year, that destination is Johannesburg, South Africa and the Sabi Sand Private Game Reserve!

Criteria is based on a weighted average of FY'19 performance, varied by Partner Type.

Category	Solution Provider/ Distributor*	Global Alliances**	OEM***
FY'19 Minimum Qualifying Revenue	\$250,000 Storage Revenue	N/A	\$250,000 Storage Revenue
FY'19 Total Revenue	N/A	40%	N/A
FY'19 Y/Y Total Revenue Growth	30%	40%	30%
FY'19 Y/Y Storage Revenue	50%	20%	50%
FY'19 Y/Y Services Revenue	20%	N/A	20%

* *Solution Providers/Distributors: There will be 35 awarded partners in the following regions or categories; 10 North America, 8 EMEA, 4 Latin America, 6 APJ, 4 Greater China and 3 Distribution, based on the criteria above.*

** *Global Alliance Partners: there will be seven (7) 'Partner of the Year' recipients for the following categories: Global Alliances Partner of the Year, Americas Systems Integrator/Strategic Outsourcer Partner of the Year, Americas Cloud Service Provider/Telco Partner of the Year, EMEA Systems Integrator/Strategic Outsourcer Partner of the Year, EMEA Cloud Service Provider/Telco Partner of the Year, APJ Systems Integrator/Strategic, Outsourcer Partner of the Year, APJ Cloud Service Provider/Telco Partner of the Year.*

*** *For OEM, there will be three (3) awarded partners total: Americas (1); EMEA (1); and APJ (1).*



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September 12-16, 2019

Johannesburg / Sabi Sand Private Game Reserve
South Africa

PROGRAM OUTLINE*

- 1 night Johannesburg, 3 nights Safari Lodge
 - Johannesburg : [Four Seasons Westcliff](#)
 - Safari Lodges : [Mala Mala Main & Sable Camps](#), [Sabi Sabi Bush Lodge](#), [Lion Sands River Lodge](#) and [Lion Sands Ivory Lodge](#)
- Roundtrip charter flight between Johannesburg and Skukuza
 - Estimate 1hr direct flight, one-way
- Sabi Sand Private Game Reserve is an award winning game reserve offering world-class standards in luxury accommodations and exceptional close wildlife encounters
- Day and night safari experiences in open safari vehicles, led by highly trained Game Rangers and qualified Trackers, follow animals on and off road, deep into the heart of the wild African Bushveld

**Additional terms and conditions and other restrictions apply to partner participation. For official terms and conditions, rules, and prize description [Click here](#). Sponsor: Dell Marketing, I. P. , One Dell Way, Round Rock, TX 78758. The President's Circle Program begins on September 21, 2018 and ends on February 1st, 2019. Except where prohibited, the trip includes: airfare, lodging, transfers from and to destination airport, food costs with the travel group, entertainment costs with the travel group, and breakout training sessions. No monetary award will be given in lieu of the trip. Legal restrictions may apply in some countries.*

