



1ST January 2016

Dear EMC Solution Provider Partner,

EMC has reviewed your compliance against the 2015 Business Partner Solution Provider Program requirements and your company has achieved **Authorized Reseller** status for 2016.

There are two opportunities for your company to be upgraded in 2016, a mid-year and annual review.

The mid-year Authorized Reseller review will take place on the 30th June. If you have completed the Silver Tier requirements by the 30th June you will be granted Silver Tier status and benefits for the remainder of the year.

Key Dates for 2016:

- A mid-year Authorized Reseller review will take place on the June 30th
- The Annual Training requirement deadline for the 2016 Business Partner Program is November 30th
- The Annual Revenue requirement deadline for the 2016 Business Partner Program is December 31st

Thank you for your valued partnership. We wish you much success in 2016!

Sincerely,

Partner Program Operations EMEA Team
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