

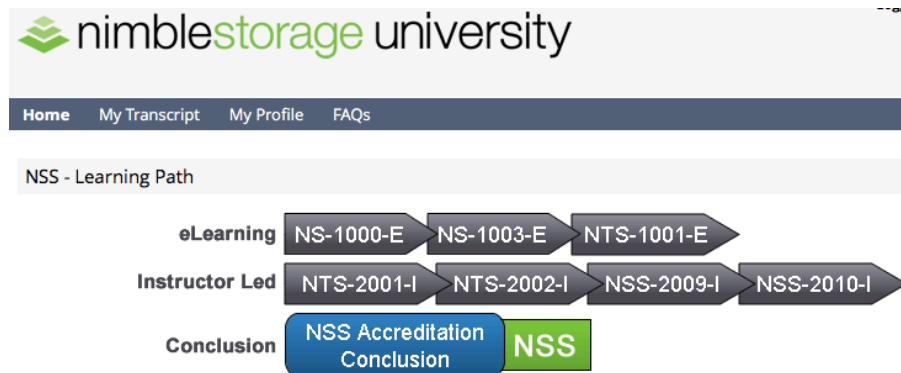


Nimble Solutions Specialist Program FAQ

Nimble SE's are the backbone of the Nimble Sales Organization. They enable Nimble to differentiate its technology and solutions. Through the **Nimble Solutions Specialist (NSS) Program**, we are investing in the development of our Partner's SEs to give them that same competitive edge.

What is a Nimble Solutions Specialist?

- The Nimble Solutions Specialist (NSS) learning path within Nimble University is a designation given to a partner SE who can Pitch, Design, and Demo Nimble solutions
- [NSS Learning Path on Nimble Storage University](#)



What is the Nimble Solutions Specialist Program?

- The NSS Program offers incentives and tools for eligible NSS's to help them sell.
- Pilot Program Runs: 11/1/2016 – 1/31/2017
- Official Program Launch: 2/1/2017
- Address any questions to ask-NSS@nimblestorage.com

Who is Eligible for the Nimble Solutions Specialist Program?

- Any employee of an Authorized Nimble Partner
- Exclusive ONLY for Partner SE's attending GSET FY'17
- Must accept the program terms and conditions (coming soon)

What are the benefits of participating in the NSS Program to Partners?

- **Recognition and Reward:** Better visibility to Nimble and their solution partners like Cisco, Veeam, etc.
- **Development Path for Nimble Solutions:** Through the Nimble Storage University learning path.
- **Special Incentives:** New Incentives each quarter
- **Better Access to Information:** via the NSS Monthly Tech tools webinar
- **Community of Interest:** NSS Community Page on Nimble Connect
- **Priority Consideration for GSET**
- More exclusive NSS events in the future.