

# Reseller Partner Onboarding Checklist



## **STEP 1 Getting Started**

- Onboarding Checklist
- Partner Central Navigation
- Partner Program Overview for Administrators
- Reseller Rate Card

## **STEP 2 Sales Engagement**

- Deal Registration
- Quote to Cash Overview
- Equinix Selling Stages

## **STEP 3 Post-Sales Support**

- Post Sales Support Overview
- Order Fulfillment & Delivery Overview
- Equinix Customer Portal Overview
- Support Resources

## **STEP 4 Training**

- Sales Certification
- Technical Certification

## **STEP 5 Marketing**

- Go-To-Market Overview