

# Vulnerability Assessment Offer Program Guide & Terms

DPSA and APC invite you to take advantage of their Vulnerability Assessment Offer (VAO) Program, designed to create an additional revenue stream for you and your business.

## 7 Steps to a VAO Success

### Step 1

– **Identify** your Top 10 Data Centre customers.

### Step 2

– **Block out** 2 half days per week for the next 4-weeks in your diary with the words Customer **VAO**.

### Step 3

– **Contact** your DPSA BDM to align their diary commitments to match yours.

### Step 4

– **Call** your customer to request and lock in a Customer **VAO**  
– FREE of charge.

**Hint:** Dependent on size of your Customer's Data Centre – provide an expectation that the VAO session will be a minimum of 1 hour.

### Step 5

– **Contact** your DPSA BDM to lock in YOUR Customer **VAO** session – date and time – FREE of charge.

**Hint:** Allow 20-30 minutes either side of your VAO session.

Prior to the VAO session brief your DPSA BDM on your customer's Data Centre.

**Major Hint:** Nominate who will lead the VAO session (to learn, let your DPSA BDM carry out the VAO or to be assisted, YOU carry out the VAO).

**Wrap-up** the VAO with action points agreed to by your Customer.

### Step 6

– **Update** your APC Opportunity Register Program (ORP) with the **VAO** Card details which is YOUR property.

### Step 7

– **Action** the procurement of **APC** Data Centre items through DPSA in the immediate, short-term, long-term agreed timeframes – **clarify** future projects for pipeline opportunities.



### Reseller KPI's:

- Revenue Outcomes: Immediate, short-term and long-term procurement of APC items (and services) for your customer's Data Centre goes towards your sales goals.
- Customer Relationship is progressively built and maintained.
- Customer Loyalty is progressively nurtured.
- Sales Pipeline is progressively established.
- Site Visits is progressively about understanding your customer's business objectives.
- Business Growth continues assurance of your company's long-term growth.

**Book in NOW** for your Initial VAO with your DPSA BDM local to your State/Territory, alternatively...



by Schneider Electric

Contact DPSA on **1300 554 722** for all your infrastructure data centre needs.

P. 1300 554 722 F. 1300 554 822 E. sales@dpsa.com.au W. www.dpsa.com.au

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