



NetApp University

NetApp Accredited Technical Sales Professional

The NetApp Accredited Technical Sales Professional (NATSP) curriculum provides the skills and knowledge to enable a pre-sales technical professional to create a solution that specifically addresses customer needs. ***This program replaces the NetApp Accredited Storage Architect (NASAP) course.***

The NATSP curriculum is comprised of 6 recommended web-based courses followed by a recommended **Designing NetApp Solutions** instructor-led course. These optional courses prepare the learner for the required **NetApp Accredited Technical Sales Professional exam**, available to NetApp authorized partners through the **LearningCenter**.

Program Benefits

The NATSP curriculum will prepare you to:

- Describe the core NetApp technologies and products used to build customer solutions.
- Create an integrated business solution based on customer requirements and environment considerations.

To Register

One-click enrollment: To register for the NATSP curriculum, click [here](#). 1-click enrollment will enroll you in the recommended courses and/or NetApp Accredited Technical Sales Professional exam that you select from the NATSP page, in a single click. This will also add NATSP to your **LearningCenter** profile, as indicated when you view your curricula (My Learning → My Curricula). You can also register for individual courses by clicking on the links below, or from the NATSP page.

COURSE	YOU'LL LEARN ABOUT
NetApp Solutions for System Engineers How NetApp solutions help your customers address data center issues.	<ul style="list-style-type: none">■ Current business and market challenges driving customer buying decisions.■ NetApp data center solutions.
NetApp Foundation Technology Introduction to Data ONTAP® and its core technologies.	<ul style="list-style-type: none">■ Core Data ONTAP technologies.■ Responding to common challenges.■ Implementation of WAFL and how Data ONTAP virtualizes a storage infrastructure.
Data ONTAP Value-Added Technologies How NetApp Data ONTAP value-added technologies improve storage efficiency and performance.	<ul style="list-style-type: none">■ Pain points addressed by each of the Data ONTAP value-added technologies.■ Technical features and functionality of each product.■ Use cases and competitive positioning of the products.

Data ONTAP in the Data Center

Introduction to the features of Data ONTAP storage protocols.

- Features of the NetApp implementation of storage protocols, data protection and disaster recovery products.
- Pain points and problems solved with Data ONTAP data protection and disaster recovery products.

Data ONTAP Server and Application Integration

NetApp products that integrate with other server and application technologies.

- Pain points addressed through the use of Data ONTAP technologies combined with partner technologies.
- Technical features and functionality of each integration product.
- Use cases for each integration product.

NetApp Manageability Tools

The technical features and capabilities of the NetApp OnCommand® suite of products.

- NetApp OnCommand software suite of products.
- Pain points addressed by OnCommand.
- Technical features and capabilities of each OnCommand tool.

Designing NetApp Solutions

Concepts and tools needed to design integrated customer solutions. *2-day, instructor-led course.*

- NetApp technologies and products essential to designing a customer solution.
- Using NetApp tools to design a customer solution.
- Creating an integrated business solution based on customer requirements and environment considerations.

NetApp Accredited Technical Sales Professional Exam

- 90-minute, web-based exam.
 - 60% of the knowledge provided in the recommended web-based courses, 40% in the recommended *Designing NetApp Solutions* instructor-led course.
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More Information

Please note that although this replaces the NASAP program, there is no expiration date for NASAP accreditations. Refer to the [NATSP FAQ](#) for more information and answers to frequently asked questions. Log in to your [NetApp Support Site account](#) for course catalogs, certification learning paths, and learning opportunities related to NetApp products, solutions, and strategies.