

  NetApp

**Easy AI.
Fast ROI.**

NetApp AI Pod™ Mini with Intel

Welcome to the Future of AI for Business

NetApp AIPod™ Mini with Intel represents a breakthrough in enterprise-ready AI deployment. Built for flexibility, performance and accessibility, this solution empowers organizations of all sizes to confidently work with AI without the traditional barriers of cost, complexity or steep technical requirements.

As a valued partner, your role is critical in bringing this solution to market. This playbook provides the insights, messaging and tools you need to position the AIPod Mini with Intel to new and existing customers across verticals.

Quick Snapshot:

What Is **AI**Pod Mini with Intel?

- Powered by Intel® Xeon® 6 processors
- Integrated AI software stack (OPEA) and NetApp ONTAP® software
- Supports Retrieval-Augmented Generation (RAG) workflows
- Enterprise-grade security and scalability
- Affordable alternative for departmental AI projects

Key Differentiators



Affordability at Scale

Unlike traditional AI infrastructure, AIPod Mini with Intel leverages powerful Intel CPUs inferencing while cutting costs significantly.



Enterprise-Grade Data Management

With NetApp ONTAP, customers get battle-tested, secure and compliant data management.



Rapid Time to Value

Prepackaged workflows, such as RAG, accelerate deployment and results.



Accessibility

Designed for non-technical teams—legal, retail, manufacturing and more.

Platform for Performance

OPEA - Open Platform for Enterprise AI

- Enhanced transparency, cost-effectiveness, and rapid innovation.
- Customization and flexibility.
- Innovation and collaboration.

Utilizing OPEA allows departmental projects to launch quickly. OPEA is an open source modular execution framework for AI projects that allows clients to establish easy AI with fast ROI.

Who to Target

Primary Buyer Personas:



IT Leaders

Seeking cost-effective, scalable AI options



Line of Business Leaders

Legal, retail or operations teams seeking automation or efficiency gains



CIOs / CTOs

Focused on innovation, responsible AI and strategic investments



Ideal Customer Profiles:

SLED (State, Local & Education)

agencies with budget constraints
and compliance requirements

Mid-market enterprises

needing department-level AI
solutions

Organizations exploring AI for the first time

or expanding into inferencing/
automation use cases

Top Use Cases by Industry



Legal

- Contract review automation
- Compliance flagging
- Internal document search with RAG workflows

Retail

- Inventory demand forecasting
- Customer segmentation & personalized marketing
- Staff scheduling optimization

Manufacturing

- Predictive equipment maintenance
- Quality control via AI insights
- Workflow and resource optimization

Common Objections & Responses



“AI is too expensive.”

“That’s exactly what AIPod Mini with Intel solves. By leveraging CPU-based inferencing and NetApp’s infrastructure, your customer can start small and scale affordably with enterprise-grade performance.”

“We don’t have the team to manage AI.”

“No AI PhDs required. AIPod Mini with Intel is designed with ease of use in mind, with prebuilt workflows and an intuitive interface that integrates into their existing systems.”



“We’re concerned about data security.”

“NetApp ONTAP delivers robust governance, access control and security protocols trusted by top industries worldwide, including government and healthcare.”

Partner Tools & Resources

Enablement Support

- **AI Readiness Assessments:** Help your customers gauge where they are and how to start.
- **AI Accelerator Team:** Let our go-to experts support partners with co-selling, technical support and demos.

Sales Tools

- Vertical-specific **Solution Briefs**
- **eBook:** “AI That Works for You: How AIPod Mini with Intel Pushes Innovation in Any Organization”
- **Infographic:** Quick-glance summary for both general and SLED-specific use
- **Animated Explainer Video:** 60-second overview for pitches or webinars



Elevator Pitch “NetApp AIPod Mini with Intel brings scalable, enterprise-grade AI to the mainstream. It gives your customers the tools to automate, predict and accelerate outcomes without the cost or complexity of traditional AI setups.”



Positioning Messaging: For Partners

Partner Benefit Messaging

- **Differentiate Your Portfolio:** Offer a turnkey AI solution that speaks to vertical needs.
- **Expand Services Revenue:** Position AI assessments, deployments and training as attachable services.
- **Accelerate Sales Cycles:** Use ready-made tools to fast-track education and proof-of-value.

Key Campaign Themes to Emphasize

- **Face Your Fears:** AI doesn't have to be scary. AIPod Mini with Intel is safe, tested and tailored to you.
- **What You See vs. Reality:** Demystify AI by showing real-world results, not buzzwords.
- **Don't Get Left Behind:** AI isn't tomorrow, it's today. Start small. Scale smart.
- **The Grass Is Greener:** Make work easier, faster, safer. Focus on how AI helps people, not just tech.

Next Steps for Partners

1. Schedule an AI Readiness Assessment with your client
2. Download the Solution Briefs and eBook from the Partner Portal
3. Connect with the AI Accelerator Team to co-plan your first pitch
4. Host a webinar or Lunch & Learn using the provided toolkit
5. Stay informed: Subscribe to the NetApp AI Partner Newsletter

Together with Intel, we're redefining what's possible with AI. Let's help customers take the next step—securely, affordably and with confidence.

NetApp | The intelligent foundation for AI-driven innovation.

Contact & Support

NetApp Partner Portal

partnerhub.netapp.com

Arrow NetApp AI Solution Center

arrow.com/globalecs/na/vendors/netapp/solution-center/netapp-ai-solutions-center/

AI Accelerator Team Contact

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Upcoming Events

Webinars, training sessions and live demos available monthly