

# **TiGi Performance Analyzer**

*TPN Sales Program*



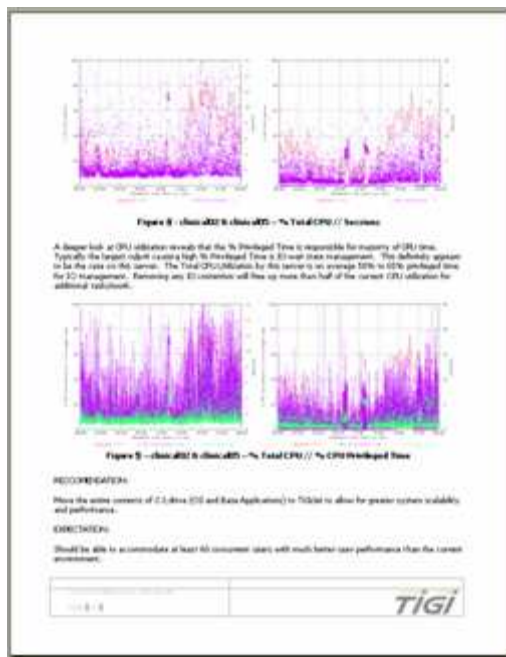
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***TiGi***

# TiGi Performance Analyzer Overview

## Highlights

- Determines if and how a prospect will benefit by installing the TiGiJet data-throughput accelerator.
- Pinpoints performance issues within your customer's servers... provides immediate customer value.
- Makes a compelling case for an immediate TiGiJet sale.



## Steps:

- 1) Install the TiGi Performance Analyzer “counter” to gather performance data over a 24 hour period and submit raw data to TiGi.
- 2) Schedule the analysis report development with your TiGi account executive.
- 3) TiGi will analyze the data to determine the impact of I/O on system performance.
- 4) TiGi will provide a comprehensive report outlining findings and recommendations in a format for customer presentation.

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# Performance Analyzer - Sales Process

1. Download the Performance Analyzer **Lead Registration Form** and the **Performance Analyzer Guide** found on the Programs page on [TPN Extra](#).
2. Complete a **Lead Registration Form** for each prospect and email it to your TiGi account executive or to [tpn@tigicorp.com](mailto:tpn@tigicorp.com).
3. Capture the prospect's system performance data and submit it to TiGi. Instructions can be found in the **Performance Analyzer Guide**.
4. TiGi completes the analysis and sends you a **Performance Analysis Report** in approximately 5 business days.
5. Schedule a call with TiGi to review the report findings and recommendations.
6. Present the analysis findings to your customer and submit a sales proposal.
7. Close the sale!

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