

# Destination AI | NetApp

## AI Practice Accelerator: Data Security for AI

### August 3 - 5, | Herndon, VA



[Register Here](#)

## ACCELERATE YOUR SECURE AI BUSINESS

The AI customer you're working with today is not the same one you supported with servers, cloud, or Microsoft 365 a few years ago. Their priorities, complexity, and risk have all increased, especially across SLED environments, where governance, compliance, and data protection requirements are even more stringent. They're no longer simply asking how to adopt AI, but how to do it securely with the visibility and control needed to manage all data from the enterprise to the edge.

This is where the market is shifting. With NetApp Data Security for AI, partners can move beyond general AI discussions and lead with what customers are really trying to solve: securing and governing data across the entire AI lifecycle to enable safe, compliant, and scalable adoption.

The partners who will win the next phase of AI growth are those who guide secure AI outcomes, not just deployments, from the first use case through scaled adoption. This is not product training but a focused practice development workshop.

TD SYNnex, in collaboration with NetApp, Intel, and Cisco, invites you to join our next Destination AI™ Practice Accelerator, designed to help you position Data Security for AI as a differentiator, lead secure multi-environment AI conversations, stay engaged from POC to production, and build trusted advisory relationships that shift you from selling AI to owning secure AI outcomes.

## Program Benefits

- Walk away with a repeatable framework to build your Data Security practice around
- Participate in the tried and tested methodology of Destination AI to grow net new business
- Understand why Data Security for AI is now the key driver in AI deals and why traditional infrastructure-led motions fail early in the cycle
- Utilize Public Sector and commercial use cases to bring forward real life examples
- Join a hands-on Cyber Range experience simulating actual AI environments to uncover security risks and demonstrate data protection strategies
- Evaluate how NetApps AI solutions fit into your Data Security portfolio
- Participate in a focused practice growth workshop to build a differentiated Data Security for AI go-to-market approach
- Enablement series for your sales, technical, and marketing teams.

# PROGRAM JOURNEY



## In-person Strategic Workshop

August 3-5, 2026  
Herndon, VA

This in-person workshop is designed specifically for your executive team, delivering the strategies and resources needed to build and lead a secure AI practice with a strong focus on Data Security for AI. **One business leader and one technical leader should attend.**

## “ Feedback From Partners

“ What I like about the TD SYNEX acceleration program is the fact that it takes you a step back to really rethink what value you can provide to your clients and provide the resources to build a successful practice, and the accelerator program allows the framework to build to that result.”

- Tim McCulloch | Senior Vice President and Chief Technical Officer, MicroAge

“This accelerator really taught us to look at an individual department or single use case within an organization and start with a small win to be able to then take that and grow within your customer base. We would recommend this accelerator to colleges in our organization and others in the industry if you're looking for a great way to get in, understand AI technology at a quick glance and walk away with a single solution that you can go to market with.”

- David Harper | Chief Revenue Officer, iT1

## Experience the excitement of AI Practice Accelerator!

Check out this [short video](#) from one of our recent workshops

**Ready to get started?**

Destination AI™ Practice Accelerator Expression of Interest



Got questions? Contact [NetappMarketing@tdsynnex.com](mailto:NetappMarketing@tdsynnex.com)