

TechAccelerator

Accelerate Your Demo & Enablement Programs | www.TechAccelerator.com

For Sales Engineering Leaders

How are you scaling demos and POCs across your teams without proportionally growing SE headcount?

10x

Demo Catalog Growth

HPE Storage grew from hundreds of demos/month to thousands in just 2 years.

Chris Hornaeur, HPE Storage

\$300K+

Cloud Cost Savings

Cohesity saved over \$300K in public cloud spend after moving to TechAccelerator.

Client-reported

<10 min

Lab Setup Time

Panzura reduced setup from 40–50 hours to under 10 minutes per lab.

Don Foster, Panzura

What SE Leaders Say

“TechAccelerator has greatly accelerated our ability to deliver demonstrations to technical buyers, as well as reduced the number of formal Proofs of Concepts our SEs must perform.”

— **Derek Granath, HPE Aruba Networking**

“A game changer for partner development and building consistency in the demos they deliver for us without huge investment in training.”

— **Steve Foster, Netskope**

Why Not Build It Yourself?

Most teams consider building in-house. The reality: **1–2 years of development** with 1–3 full-time developers (\$150K–\$450K+ in salary), plus ongoing cloud hosting (one client spent \$300K+/year). The result? A handful of features. **TechAccelerator delivers dozens of production-ready capabilities, full professional services, and all hosting included** — starting at \$20K/month. Our platform has been refined over 13 years with clients like HPE, Palo Alto Networks, Cohesity, SentinelOne, and Netskope.

What TechAccelerator Delivers

- **Containerized Lab Environments** — Instantly deploy isolated, multi-application demo environments at scale
- **Guided Storytelling** — Built-in step-by-step instructions lead users to your product's “aha” moments
- **Partner & Channel Enablement** — Consistent demos across thousands of partner sales teams worldwide
- **Full Professional Services** — Our team builds, manages, and maintains all labs — included in one monthly fee
- **Reduced POC Burden** — Fewer formal on-site proofs of concept; technical buyers evaluate on their own time

TRUSTED BY: [HPE](#) | [Palo Alto Networks](#) | [Cohesity](#) | [SentinelOne](#) | [Netskope](#) | [Hammerspace](#) | [Panzura](#)

See how we can accelerate your demo program — [Schedule a 20-minute conversation](#)

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