VMware vCloud® Air™ Network Program (formerly called VSPP)

VMware® is the market leader in virtualization, which is the key enabling technology for building public clouds. More than 500,000 customers — including 100% of the Fortune 100 — trust VMware as their virtualization infrastructure platform. By offering VMware-based cloud services, you are positioned to deliver enterprise-class security and infrastructure compatibility based on the same technology as your customers’ internal IT infrastructure.

The VMware vCloud Air Network Program (formerly called VSPP) enables the success of your public cloud by providing you with an OpEx strategy for investing in VMware infrastructure on a pay as you go, pay as you grow consumption model. The VMware vCloud Air Network Program is the ideal solution for various types of VMware partners who offer hosted services to 3rd parties, such as Infrastructure as a Service (IaaS) Providers, Cloud Service Providers, Application Service Providers (ASPs), Internet Service Providers (ISPs), and Platform as a Service (PaaS) Providers.

Follow the flow chart below to determine if the VMware vCloud Air Network Program is the right VMware partner program for your company:

Are you providing any form of 3rd party access or operation on behalf of a 3rd party?

Yes → Are you providing 3rd party access to your own internally developed applications?

    Yes → Traditional Virtualization

    - Use existing perpetual license models
    - Currently permitted via EULA

    No → Software as a Service (SaaS)

    - Use existing perpetual license models
    - Currently permitted via EULA

No → Multi-tenant Cloud

You are a candidate for VMware vCloud Air Network Program. Contact a local Aggregator to enroll.

Are you providing licenses dedicated to one specific 3rd party which cannot be used for any other 3rd party?

Yes → Outsourcing

    - Use existing perpetual license models
    - Permitted through VMware Consulting and Integration Partner Program

No → Yes

Program Overview and Benefits:

- Enter into an agreement, report usage, and pay monthly invoiced amount to a VMware Aggregator
- Obtain an amendment to the VMware product EULA to allow for hosting and rental rights
- License VMware products through a points-based model where each product is equivalent to a set number of points
- Commit to a minimum monthly point plan based on estimated usage
- Use VMware software on a monthly subscription basis with no start-up costs
- Acquire the latest VMware product versions
- Get production level support included
- Enjoy larger discounts with an increased minimum commitment
- Utilize marketing assets and training programs
- Become part the VMware vCloud Air Network, the world’s largest network of validated cloud services based on VMware technology
VMware vCloud Air Network Program Requirements and Benefits

**Available Products:**

**Data Center & Cloud Infrastructure**
- VMware vCloud Service Provider Bundle – Premier Plus
- VMware vCloud Service Provider Bundle – Premier
- VMware vCloud Service Provider Bundle – Standard

**Infrastructure & Operations Management**
- VMware vCenter™ Operations Management Suite™ – Standard, Advanced and Enterprise Editions
- VMware vCenter™ Site Recovery Manager™
- VMware vCloud® Automation Center™ – Advanced and Enterprise
- VMware vCenter™ Log Insight™
- VMware IT Business Management
- VMware NSX™ - V and MH
- VMware vSphere® Data Protection™ Advanced
- VMware Virtual SAN™

**Application Platform**
- VMware vFabric® Data Director™
- VMware vCenter™ Hyperic®

**Desktop & End-User Computing**
- VMware Horizon™ – Enterprise and Advanced Edition
- VMware Horizon Workspace™ Portal
- VMware Horizon View™ – Standard and Foundation
- VMware Horizon Mirage™
- VMware ThinApp™ Client
- VMware ThinApp™ Packager
- VMware Horizon™ DaaS® Bundle – VDI and RDSH Editions

**How to join:**
1. Enroll in the VMware Partner Network (VPN) at: http://www.vmware.com/partners/programs/service-provider (If you are already a VMware Partner, you can cross-enroll on Partner Central.)
2. Declare Service Provider as your Route-to-Market
3. Attain one VSP-CP and one VOP-CP
4. Accept the terms of the Service Provider Click-through Agreement
5. Sign a rental contract with your selected VMware Aggregator. To find an Aggregator in your area, go to Partner Locator at: http://partnerlocator.vmware.com.

**Contact:**
Email: partnernetwork@vmware.com