



VMware Accredited Consultant (VAC) Training Program

VMware Authorized Consulting Program

Overview

VMware Authorized Consulting (VAC) Program is the VMware services-focused program for mid-sized system integrators, resellers and consultants delivering consulting services on VMware technology. VAC Partners are recognized specialists in virtual infrastructure and VMware technology—providing market leading services and solutions.

The VAC Program enables you to leverage proven best practices and intellectual property created by VMware Professional Services for delivery of virtual infrastructure engagements. To build the expertise of your consultants, VMware offers VAC Partners advanced training and accreditations, joint delivery and co-development opportunities. Working closely together benefits the end-customer by speeding time-to-market, increasing the quality of service delivery and mitigating risk with proven expertise.

For those partners dedicated to rapid success and business expansion, the three-tiered membership program provides partners with increasing benefits at each level and creates an environment for success that best your business needs and strategy.

VAC Partner Success

"The VAC Partner Program lets us deliver a full set of virtualization solutions to our customers. Basically, it allows our experts to customize services based on best practices. The result is that our customers get total solutions from a single source."

— Dave Martel,
vice president of enterprise solutions,
Expert Server Group

Program Benefits

The VMware Authorized Consulting Program delivers opportunity to build expertise and grow your business in the fast-growing area of virtual infrastructure. As a VAC Partner you gain:

- Access to VMware Professional Services intellectual property
- Use of VMware Authorized Consulting Partner brand and logos
- Admission to advanced trainings and service accreditations
- Joint solution development and delivery with VMware
- VMware NFR (not-for-resale) software for educational use
- Visibility and brand-association by listing on the VMware Partner Locator as a VMware Authorized Consulting (VAC) Partner

Membership Requirements

Training Requirements: Two VMware Certified Professionals (VCP)

Program Fee: US \$5,400 annually for the VMware Authorized Consulting Program

For More Information

Please contact vac-support@vmware.com or (emea-vac-support@vmware.com for Europe, Middle East and Africa) for more information on the VAC Program.

To apply, please submit a VAC Partner Program Application located at www.vmware.com/partners/vac



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