

PARTNER-LED NSX MINDSET POP UPS

Step 1: Partner Enablement

Audience

Partner Sellers with strategic initiatives to increase sales and grow services business on VMware NSX

Goal

To enable partners around VMware's networking and security strategy together with Cisco and in multi-cloud environments. By the end of this session, the audience will have a clear understanding of the following:

- The NSX Mindset, and how embracing a growth mindset can help you sell more
- VMware's networking and security strategy with the Virtual Cloud Network
- Positioning for NSX and Cisco ACI
- NSX Mindset Customer Workshop Overview

Delivery

3 hr in-person event, at either a VMware or partner office

Sample Agenda (Duration: Approx. 3 hrs)

Time	Description
10:30 -10:45 AM	Welcome (15 mins)
10:45 - 11:45 AM	NSX Mindset (1 hr)
11:45 - 1:00 PM	Break to grab lunch (15 mins) Lunch & learn topics: Virtual Cloud Network Overview (30 mins) VMware NSX over Cisco ACI (30 mins)
1:00-1:30 PM	Closing + CTA: NSX Mindset Customer Workshop (30 mins)

Questions? Contact nsxmindset@vmware.com

