



VMware Technical Adoption Management Services for Multi-Cloud

Accelerate solution time to value

At a glance

VMware Technical Adoption Management Services™ for Multi-Cloud provide your organization with a VMware subject matter expert, advocate and advisor who will equip your organization with proven methodologies and exclusive tools to keep your VMware initiatives on track.

Key benefits

- Accelerate your VMware solution time to value.
- Increase IT staff knowledge and abilities.
- Optimize operations to realize cost savings.
- Reduce operational risk with technology assessments and best practice guidance.
- Keep pace with rapid technology changes.
- Participate in exclusive events.

Business challenge

An organization's success is increasingly dependent on technology that facilitates quick and easy access to IT services. VMware's multi-cloud technology gives you the freedom to modernize your infrastructure, and operate consistently across the data center, the edge, and any cloud. Many organizations find they have little time to focus on innovation, optimization of existing resources, upgrades, and new technology adoption.

To meet these challenges, organizations are choosing innovative solutions from VMware. Leveraging a VMware technology expert can help maximize the value of your investments quickly while reducing risk and cost.

Overview

Technical Adoption Management Services for Multi-Cloud are designed to ensure your organization is prepared to take full advantage of your cloud technology investments, optimize operations, and keep pace with rapid technology changes. We provide you with a VMware subject matter expert, advocate and advisor who equips your organization with proven methodologies and exclusive tools to keep your VMware initiatives on track. Technical Adoption Management Services for Multi-Cloud activities include:

- Success planning to identify your business and IT outcomes along with recommendations for technical capabilities and activities needed for success.
- Technology assessment to identify gaps impeding your progress and provide prioritized recommendations for improvements through:
 - Best practices, interoperability, and compatibility reviews
 - Technical Readiness Assessment
- Solution guidance to develop a future state roadmap that advances your technology objectives.
 - Guidance to scale out your environment.

Learn more

Visit vmware.com/services.

The right fit

The right fit for your organization
Technical Adoption Management Services for Multi-Cloud are sized to the scale and complexity of the business with options for – up to 1 day per week, up to 2 ½ days per week and up to 5 days per week. Technical Adoption Management Services for Multi-Cloud are provided through a combination of remote and on-site visits. Technical Adoption Manager availability is aligned to local VMware business hours.

Terms and conditions

All VMware service engagements are governed by the VMware General Terms and Professional Services Exhibit on the [VMware ONE Contract Center](#). If you are located in the United States, the VMware contracting entity for the service will be VMware, Inc. If you are outside the United States, the VMware contracting entity will be VMware International Limited.

This service must be delivered and accepted within the first 12 months of purchase, or the service will be forfeited. Pricing for this service excludes travel and other expenses. For detailed pricing, contact your local VMware representative.

- Technology workshops and learning path recommendations to upskill your team.
- Recommendations to improve efficiency, resiliency, security, and sustainability for operational optimization.
 - Performance metrics analysis to identify areas where potential system degradation and bottlenecks can impact system health.
 - Product optimization recommendations and right sizing guidance for VMs, cluster size efficiencies, storage performance, and host configurations.
- Periodic comparisons of operations and processes to known best practices of similar organizations using guidance from our product teams and years of experience.
- Monthly touch points to ensure progression of your success plan and that all your VMware services are meeting your needs.
- Executive Business Reviews to report on progress and upcoming milestones for continuous stakeholder alignment.

Exclusive access to VIP programs and events allows your organization to engage subject matter experts relevant to your transformation goals. This includes local workshops, roundtables, and webcasts.

VMware Technology Focus

VMware Aria™ Suite	VMware vSphere®	VMware vSAN™
VMware Cloud® on AWS	IBM Cloud® for VMware Solutions	VMware Aria Cost™ powered by CloudHealth®
Google Cloud VMware® Engine	VMware Telco Cloud Platform™	Alibaba Cloud VMware® Solution
Oracle Cloud VMware® Solution	VMware Cloud Foundation™ on VxRail	Multi-Cloud Operations
VMware Cloud Foundation™	Azure VMware® Solution	

Benefits

With Technical Account Management Services for Multi-Cloud, your cloud-related projects can be completed more effectively, accelerating the time-to-value. Gain greater access to VMware resources so you can plan for and adopt new technology faster. Finally, you will have a VMware cloud expert embedded within your team, someone who is focused on maximizing your VMware investment and improving IT performance and efficiencies.