

Partner led VMware Cloud on AWS Try and Buy Pilots

Prerequisites

- AWS Account
- AWS CPPO Partner on Marketplace
- VMware Partner Connect Addendum
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- VMware Cloud on AWS Master Services Competency completion

Opportunity requirements

- Identify customer
- Ad+ Pilot Registration
- Provide a SOW (test plan)
- Complete intake and validation requirement per program
- Executed CPPO offer with customer on the marketplace

Resources

Try out VMware Cloud on AWS with our [Hands-on Lab](#)

Are you a [VMware Partner Connect \(PC\) Partner](#)? Check out the resources on Partner Connect to learn, market, sell and deliver VMware Cloud on AWS. Also achieve VMware Cloud on AWS Solution Competency.

Learn more

Learn more at [VMware.com](#)

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Listen to [VMware Cloud on AWS Unplugged Podcast](#)

[Consulting Partner Private Offers](#) (CPPO)

For any further questions, please check the [FAQs on Partner Central](#), or email to VMWCloudPartner@vmware.com

Limited-time offer for VMware Cloud™ on AWS Master Service Competency Certified Partners. First-come, first-served based on budget or until Dec 31 2022, whichever comes first. Take advantage of \$25,000 in promotional credits for VMware Cloud on AWS made available to customers through Partners who bring a qualified opportunity, a test plan and an identified workload that the customer wants to move to the cloud within 60 days.

- Customers get a risk-free opportunity to try VMware Cloud on AWS.
- Build new revenue streams and opportunities by testing, validating and experiencing VMware Cloud on AWS for customers who intend to convert to production (durable environments).
- Develop expertise, demonstrate path to production and accelerate sales by showcasing solution to your customers.

What you get

- Upon validation of opportunities, Partners can extend a \$0 Consulting Partner Private Offer (CPPO) on the AWS Marketplace to end-customers to put \$25,000 in promo credits into a fund for a durable environment that can migrate to production.
- For qualifying customers, an application will be submitted on the Partners behalf for VMware's Customer Lifecycle Incentives Proof of Concept incentive. The POC incentive provides \$15,000 to VMware Master Services Competent partners that deliver proof of concept through onboarding the customer, through use-case implementation, demonstration and evaluation. It can be exercised by both transacting and non-transacting partners and will determine the feasibility of the idea or verify that the idea will function as envisioned.
- Conversion to Booking can qualify an additional \$10,000 in incentive payments.
- For follow-on sales, Partner will be eligible for Partner of Record and can qualify for VMware Cloud on AWS Activation Incentives: 10.5% of adjusted MSRP of activated services; Consumption growth: 20% of quarterly growth value (based on adjusted MSRP of quarterly host value).
- High touch support throughout the process – from opportunity intake through marketplace opportunity creation, during offer acceptance, and after the promotional credits are depleted. Customers convert to on-demand billing to the Partner if they continue to use the service.

Per Month	On-demand	1 Year*
List price / Host / Hour	\$8.3681	\$5.9346
List price / Host / Month	\$6,109	\$4,332
Effective pricing / Host / Month	\$4,276	\$3,033
Effective pricing for a 4-host cluster / Month	\$17,105	\$12,132

* Pricing subject to change without notice.

