VMware Technical Adoption Management Services for Network and Security

Accelerate solution time to value

At a glance

VMware Technical Adoption Management Services for Network and Security 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 time to value of your VMware Anywhere Workspace strategy.

- 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

Every organization is being redefined by digital transformation, driven by the need to innovate and adapt to stay competitive. This transformation increases demands on networking and security teams who are charged with ensuring the safety and integrity of the business. IT organizations are challenged with adopting zero-trust security, extending network access across clouds, managing containers as first-class citizens, and accelerating the delivery of networking. 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

VMware Technical Adoption Management Services™ for Network and Security are designed to ensure your organization is prepared to take full advantage of your VMware technology investments, optimize operations, and keep pace with rapid technology changes. A VMware subject matter expert, advocate, and advisor equips your organization with proven methodologies and exclusive tools to keep your VMware initiatives on track. 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:

  o Best practices, interoperability, and compatibility reviews

  o Technical Readiness Assessment

- Solution guidance to develop a future state roadmap that advances your technology objectives based on the assessment of your capabilities and goals.

  o Guidance to scale out your environment.

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Learn more

Visit vmware.com/services.

The Right Fit

Technical Adoption Management Services for Network and Security 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 Network and Security are provided through a combination of remote and on-site visits with availability aligned to local 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.

- o Technology workshops and learning path recommendations to upskill your team.

- Recommendations for improving efficiency, resiliency, security, and sustainability for operational optimization.

  - o Performance metrics analysis to identify areas where potential system degradation and bottlenecks can impact system health.

  - o Rightsizing and product optimization guidance.

- 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 with subject matter experts relevant to your transformation goals. This includes local network and security workshops, roundtables, and webcasts.

VMware Technology Focus		
VMware NSX Cloud™	VMware NSX® Data Center	VMware NSX® Distributed IDS/IPST™
VMware NSX® Intelligence™	VMware NSX® Service-defined Firewall™	VMware Tanzu® Service Mesh™ Advanced edition
VMware HCX®	VMware NSX® Advanced Load balancer™	VMware SD-WAN™ by VeloCloud®
VMware vRealize® Network Insight™		

Benefits

With Technical Adoption Management Services for Network and Security, you can maximize the value of your VMware investments. You will have greater access to VMware resources and deeper visibility into VMware solutions and product roadmaps, so you can plan for and adopt new technology faster. Finally, you will have a VMware network and security expert embedded within your team, someone who is focused on maximizing your VMware investment and improving IT performance and efficiencies.

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