**Multichannel Adoption Has Accelerated**

According to IDC research, by the end of 2021, 63% of organizations expect to use a local public cloud and 15% expect to use a public cloud for all of their multi-cloud journeys.

Modernization of IT Attracts More Spending

Worldwide modernization of IT represents an opportunity for partners to engage in areas such as legacy platforms and on-premises/dedicated private clouds, several public clouds, and legacy platforms to enter businesses worldwide.

**The Partner Journey: Services Expansion**

VMware partners engage across multiple solutions, with room for: VMware partners benefit from multiple paths to accelerate growth for partners.

Growth for VMware Partners

- **Multi-Cloud Infrastructure**: 54%
- **Networking**: 22%
- **Multi-Cloud Workloads**: 54%
- **Application Modernization**: 29%
- **Zero-Trust Security**: 6.4%
- **Digital Workspace**: 17%
- **Serverless Computing**: 12%
- **AI/Analytics**: 16%
- **Other**: 21%

**Multiple Paths to Accelerated Growth for VMware Partners**

There are opportunities for larger multiplier ratios:

- **Revenue Growth Rate Growth Expectations**: 2021-2025
  - **6.1-6.4**: 2021
  - **6.7-7.0**: 2022
  - **7.4-7.7**: 2023
  - **8.1-8.4**: 2024
  - **8.7-9.0**: 2025

- **Modernization of IT Attracts More Spending**

Growth for VMware Partners

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**The Partner Journey: Adding VMware Solutions**

Feb/March 2021 VMware Partner Survey, n = 220  |  Multiple responses allowed; percentages will add to more than 100%.

Q. For the proportion of your business related to VMware, what is the revenue growth rate according to IDC research?