

SolutionTrack

VMware Horizon Suite

WHY ATTEND A VMWARE SOLUTIONTRACK?

VMware SolutionTrack is a free partner training workshop designed to equip you for success in selling key VMware products and solutions. Through an interactive format of presentations, whiteboard tutorials and role-play scenarios, you learn how to deliver a comprehensive whiteboard solution to senior IT management, application owners and C-level executives. Not only do you develop your skills and increase your value to your company and customers, but you also build on your professional achievements by earning a VMware Solution Competency Sales Accreditation.

SOLUTIONTRACK KEY BENEFITS

- Earn a VMware Sales Professional (VSP) Accreditation for the VMware Desktop Solution Competency.
- Get a comprehensive overview of VMware Horizon™ Suite, including Horizon View™, Horizon Workspace™ and Horizon Mirage™.
- Discover how to identify key customer challenges and map them to solution benefits.
- Gain confidence in effectively articulating the customer value proposition and handling sales objections.
- Become skilled at presenting a proven whiteboard solution to senior IT management, desktop and application owners and C-level executives.
- Understand the best solution for your customers' needs.
- Network with VMware experts and partners to gain insights into selling strategies and best practices.

Horizon Suite SolutionTrack

In this sales training, you will role-play customer scenarios to build best-practice skills for uncovering business issues, articulating the value proposition and selecting the appropriate Horizon Suite solutions to address your customers' requirements. In addition, you will take away the skills to deliver the VMware End User Computing discovery whiteboard as a framework for conversations with customers about connecting end users to their data and applications on any device without sacrificing IT security and control.

The focus of the training is on Horizon Suite, the VMware solution for workforce mobility. The suite simplifies desktops, diverse applications and data into centralized services; manages and secures these services and delivers them to end users by policy; and empowers end users with flexible access across devices, locations and connectivity. You will not only get an overview of the three products that make up the Horizon Suite—Horizon View, Horizon Mirage and Horizon Workspace—but also learn about their benefits and identify customer use cases for each solution.

At the end of this course you will have earned the VMware Sales Professional – Desktop Virtualization Accreditation. You will also leave with the Horizon Suite whiteboard drawings and talking points, which you can adjust to each unique customer meeting.

Who Should Attend?

Course material is geared toward presales and sales professionals. We highly recommend that you obtain your VSP Foundation accreditations before attending this SolutionTrack to maximize your experience.

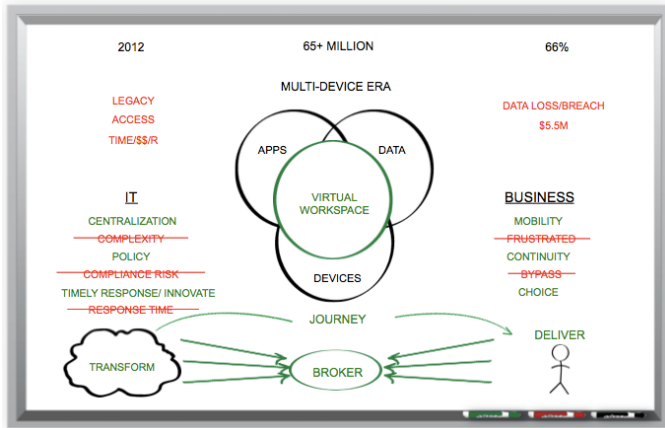
Resources

More information on these solutions and VMware Competencies is available on the [VMware Partner Central Web site](#).

Partner Network Datasheet

More information on partner training opportunities, including a schedule of SolutionTrack events and additional Solution Competency learning paths, is available at [VMware Partner University](#).

Be sure to join the VSP community for collaboration with your peers!



With Horizon Suite, IT can cost-effectively and securely deliver services to end users, providing policy-based access to applications and data on demand with an intelligent and adaptive experience. By delivering the assets on a contextual basis, end users have the best possible experience regardless of where they are, the device they are using or what they are looking to accomplish.



Your Cloud Advantage

Accelerate IT. Accelerate Your Business

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