

Tech Express

VMware Horizon Suite

WHY ATTEND A VMWARE TECH EXPRESS?

VMware Tech Express is a free Partner training workshop that provides a technical review of strategic VMware solutions. You'll develop a better understanding of product architecture and key components, learn how to de-position the competition and develop technical selling skills to communicate key product capabilities in a format that relates to customer pain points. Not only do you develop your skills and increase your value to your company and customers, you also build upon your professional achievements by earning a VMware Technical Solution Competency Accreditation!

VMware Horizon Suite Tech Express

This one-day workshop demonstrates the technical capabilities of VMware Horizon View™, VMware Horizon Mirage™, and VMware Horizon Workspace™, the three products that make up the VMware Horizon Suite™, VMware's solution for workforce mobility. Designed for technical pre-sales engineers, the course is especially relevant for those who are already engaged in selling desktop solutions.

By participating in this training, you'll get a better understanding of product architecture and key components in each of the solutions. You'll also learn how to de-position the competition and develop the technical selling skills to communicate product capabilities in a format that relates to customer pain points. An additional focus is put on accelerating Horizon Suite deployments to ensure optimal user experience. Lastly, you will learn about opportunities to reduce OpEx, develop faster resolution to customer problems and showcase ease of deployment with VMware Horizon solutions. At the end of this course, you will have earned the VMware Technical Solutions Professional - Desktop Virtualization Accreditation.

Tech Express Key Benefits

- Get a comprehensive technical overview of Horizon View 5.2, Horizon Mirage and Horizon Workspace, as well as VMware vCenter™ Operations Manager for View™.
- Understand competitive positioning for each of the solutions.
- Learn how to demonstrate Horizon Mirage (Basic Tasks) and Horizon Workspace (User & Admin Experience).
- Build best-practice solution design skills.
- Earn a VMware Technical Solutions Professional (VTSP) Accreditation for the VMware Desktop Virtualization Solution Competency.

Who Should Attend

Course material is geared toward technical pre-sales professionals. Prior to attending this Tech Express, we highly recommend that you obtain your VMware Technical Solutions Professional (VTSP) Foundation and Infrastructure Virtualization (IV) accreditations to maximize your experience. Existing knowledge of VMware View 4.5 or later is also beneficial.

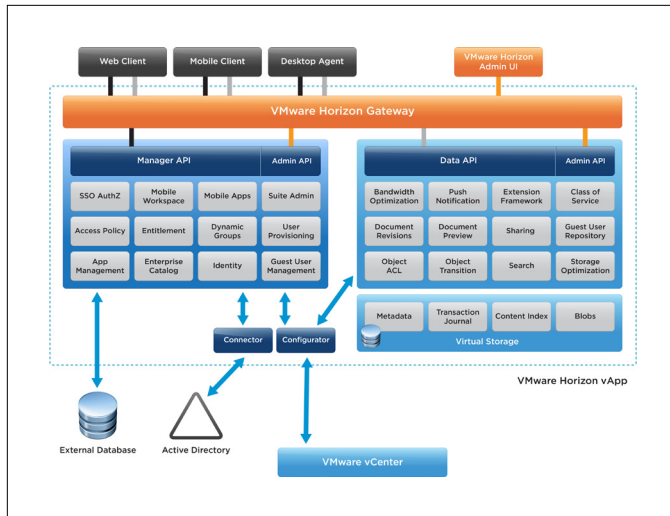
Partner Network Datasheet

Resources

More information on these solutions and VMware Competencies can be found at the [VMware Partner Central website](#).

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

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



Understand core architecture and learn best-practice solution design skills to enable your customers to 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.



Your Cloud Advantage

Accelerate IT. Accelerate Your Business

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