

## The Power of Knowledge



PARTNER UNIVERSITY



## Program Structure

Self-Paced Module	Time
VMware: Pioneer and Innovator	6 min
Virtualization	18 min
VMware Architecture for IT	10 min
The Software-Defined Data Center	16 min
vCloud Air	12 min
Business Mobility	15 min
Licensing	10 min
Making the First Sale	10 min
<b>TOTAL time investment</b>	<b>1 Hour 40 Min</b>

\*There are no fees to take these online courses

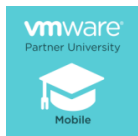
## WHAT'S NEXT AFTER COMPLETING VSP 2015?



**VMware Story** is VMware's Strategy Overview Video that provides you with VMware's vision & strategy for 2015.  
-Robin Matlock



## TIPS, RESOURCES AND TOOLS



### Getting Started

Visit VMware [Partner University](#) for more information on how you can become a VMware Sales Professional (VSP).

If you encounter difficulties or challenges while completing this program, please review the online FAQs, or email [Partner Training Support](#).



## VMware Sales Professional (VSP) 2015

VSP 2015 is a free online training program designed to give Partners a foundation of general knowledge in VMware products and business practices. The goal is to both inspire and enable Partners to make their first VMware sales. VSP also provides a road map for success, showing Partners how to make the most of their benefits and relationship with VMware. This training includes the most recent products and programs related to the release of vSphere 6.0.

### Upon completing the VSP training, you will be able to:

- Describe the basics of virtualization and cloud computing technology
- Articulate the main customer challenges addressed by VMware solutions
- Engage a customer in discussion about VMware's solutions.
- Gain important support for making your first sale of a VMware solution.
- **NEW!** Updated Solutions and Products Overview course that reflects three VMware focus areas (SDDC, Hybrid Cloud, Business Mobility)
- **NEW!** VSP 2015 now available in the VMware Partner University Mobile App available in the Apple Store or Google Play.

### To obtain your VSP 2015, you have 3 options:

- **I am new to VSP 2015\***  
Complete the course modules listed under VSP 2015 (~ 2 Hours)
- **Take the VSP 2015 Bootcamp\***  
Register and participate in the VSP 2015 Bootcamp, then complete the assessments for VSP 2015.
- **I am in the process of completing my VSP 5.5\***  
Complete the remaining course modules you have yet to complete for version 5.5 (~ 4 Hours)



### Is there an upgrade path from VSP 5.5 to 2015?

There is no defined upgrade path from VSP 5.5 to VSP 2015. See program structure (\*\*\*) for more information. All partners are expected to complete either VSP 5.5 or VSP 2015.

### What happened to VSP Foundation 6.0?

Going forward we will match our versions to the year released for all of the accreditations, including Solution Competency Accreditations.

