

# SolutionTrack

VMware vCenter Operations Management Suite 5.6

## 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 Accreditation for the VMware Management Solution Competency (VSP-MGMT).
- Get a comprehensive overview of VMware vCenter™ Operations Management Suite™, including vCenter Operations Manager™, VMware vFabric® Hyperic®, vCenter Configuration Manager™, vCenter Infrastructure Navigator™ and vCenter Chargeback Manager™.
- Discover how to identify key customer challenges and map them to product 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, application owners and C-level executives.
- Understand pricing and promotions to tailor the best solution to your customers' needs.
- Network with VMware experts and partners to gain insights into selling strategies and best practices.

## vCenter Operations Management Suite 5.6 SolutionTrack

Attend this half-day interactive sales workshop and earn credit for the VMware Management Solution Competency. You will work hands-on with your peers through a number of exercises, all of which focus on selling the value of optimizing IT operations for efficiency and cost in virtual and cloud infrastructure environments.

You will start by analyzing a customer situation based on a workbook case study and then focus on specific customer contacts. You'll be briefed on VMware vCenter™ Operations Management Suite™ and have an opportunity to participate in a customer role-play. This exercise—designed to simulate a conversation between your sales team and customer executives—provides the opportunity to evaluate the sales-presentation delivery with feedback from your peers. The objective is to build best-practice skills to uncover business issues and concerns, as well as articulate the value proposition and solution that best meet the customer requirements.

The solutions focus of the training is on vCenter Operations Management Suite, which provides automated operations management using patented analytics and an integrated approach to performance, capacity and configuration management. vCenter Operations Management Suite enables IT organizations to get better visibility and actionable intelligence to proactively ensure service levels, optimum resource usage and configuration compliance in dynamic virtual and cloud environments. Key areas for discussion include an overview of the products that make up vCenter Operations Management Suite and their benefits, as well as identifying customer use cases for the solution.

At the end of this half-day course, you will have earned the VSP-MGMT Accreditation. You will also leave with the vCenter Operations Management 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 VMware Sales Professional (VSP) Foundation and Infrastructure Virtualization (IV) accreditations before attending this SolutionTrack to maximize your experience.

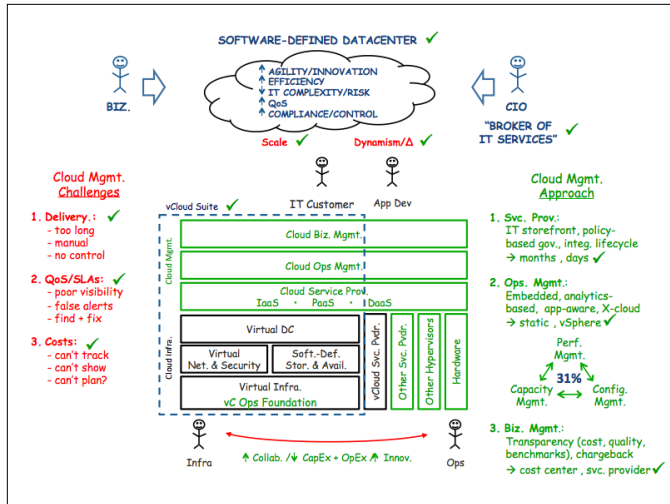
Partner Network Datasheet

Resources

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

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!



The vCenter Operations Management whiteboard illustrates how customers can optimize IT operations for efficiency and cost in virtual and cloud infrastructure environments.



Your Cloud Advantage

Accelerate IT. Accelerate Your Business

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