

Network Virtualization Solution Competency

Overview

THE NETWORK VIRTUALIZATION SOLUTION COMPETENCY IS RIGHT FOR PARTNERS

- Interested in making an investment in building a VMware NSX Network Virtualization practice
- Interested in driving next generation data center security solutions
- Interested in building capacity and capability in delivering next generation SDDC services

Why Achieve the Network Virtualization Solution Competency?

VMware pioneered the term software-defined data center (SDDC). Today, SDDC is recognized by the industry and analysts for providing IT agility, efficiency, security and flexibility. VMware NSX™ is the network virtualization and security platform for the software-defined data center. The Network Virtualization competency offers expert NSX training to make the journey to the software-defined data center a reality for our partners.

The Network Virtualization Solution Competency helps Partners take advantage of this opportunity by achieving expertise in IT networking and security using VMware's NSX.

VMware NSX brings security *inside* the data center with fine-grained policies tied to the virtual machine they protect. This is

a better model for data center security called **micro-segmentation**, and NSX's network virtualization capabilities makes this level of protection economically and operationally feasible for the first time.

The competency will give you the tools and enablement to drive key use cases like Micro-Segmentation and data center virtualization.

Grow revenue & margin: Drive new security license and service revenue to your existing installed customer base. Extend service delivery offerings and build practices around helping customers create workflows, blueprints and catalogs, especially around third-party security integration products.

With the Network Virtualization Solution Competency, you gain:

- Sales and Technical trainings to sell, design and deliver VMware NSX Network Virtualization products
- Solution Enablement Toolkits (SETs) that help you get to market faster by giving you the tools, templates and rich sales and services IP to create your own unique, branded solutions

BENEFITS AT A GLANCE

- **New opportunities** to take advantage of the growing market share for IT networking and security space
- **Financial incentives and rebates** through Solution Rewards
- **Strong trusted advisor status** by supporting your customers' IT evolution to further automate and implement best practices around advanced, next-generation solutions
- **Resources to help speed sales** including product betas, Solution Enablement Toolkits (SETs) and more

Network Virtualization Solution Competency Requirements

In order to give you flexibility and choice, the training path for Network Virtualization Competency trainings includes free, self-paced eLearning courses, which may be taken as schedules permit. Competencies are attained by groups of employees in your company rather than individuals attaining the entire Competency.

Complete 2 VSP, 2 VTSP and 2 Technical Post-Sales accreditations listed below		
Training	Sales	VSP - NV (Network Virtualization) <i>2 hours eLearning</i>
	Technical Sales	VTSP - NV (Network Virtualization) <i>4 hours eLearning</i>
	Technical Post-Sales	VMware NSX: Install, Configure, Manage OR VCP NV Certification

For the accreditation/certification versions that currently qualify, please go to Partner University.

Associated Products

Partners will earn credit for selling the following solutions: VMware® NSX™,

Next Steps

1. Choose and complete Network Virtualization course on Partner University:
<http://www.vmware.com/go/partneruniversity/nvcompetency>
2. Submit online enrollment form on Partner Central.

Additional Information

- For more information on the Network Virtualization Solution Competency benefits, incentives go to:
www.vmware.com/go/competency/nv
- For more on all the Competencies:
www.vmware.com/go/competencies
- All other questions, please contact:
partnernetwork@vmware.com

* Based upon VMware and industry research



Your Cloud Advantage

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