

# VMware Cloud Provider™ Program

## Overview

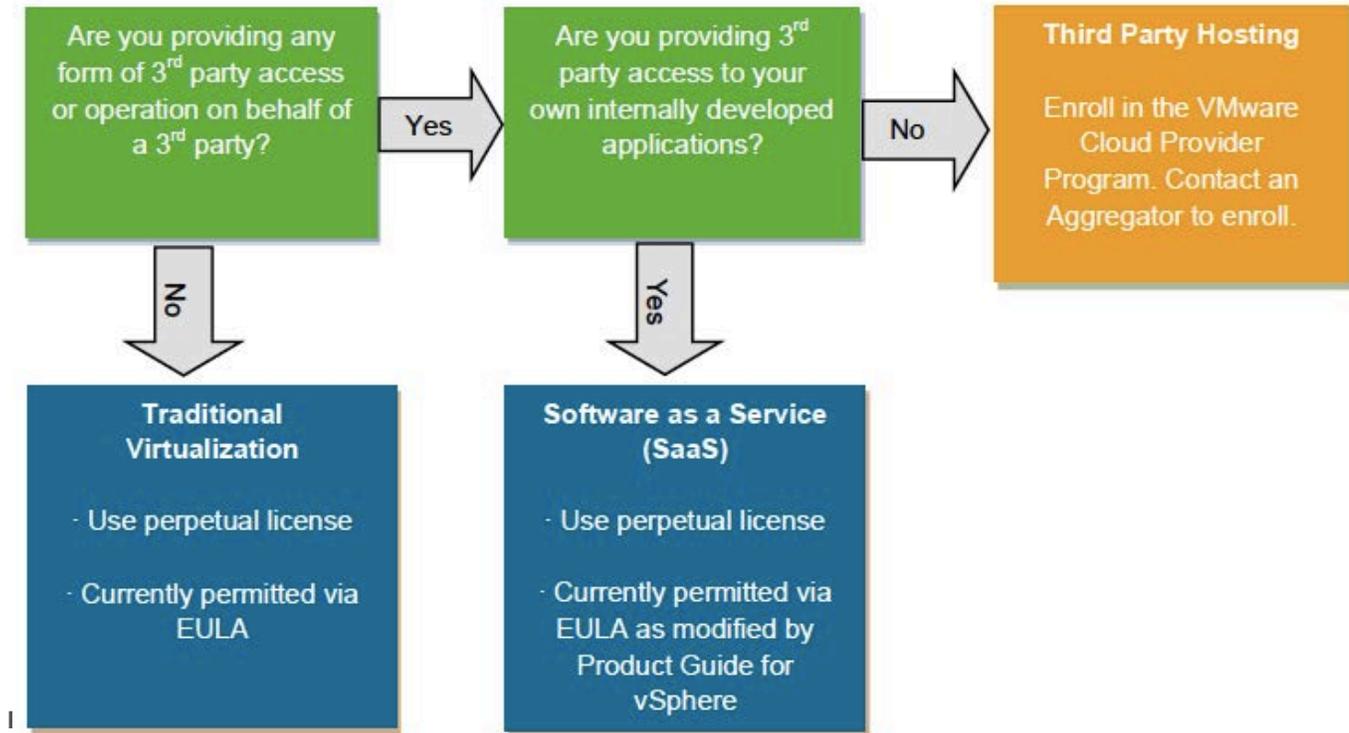
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### VMware Cloud Provider Program

VMware is the market leader in virtualization, which is the key enabling technology for building public clouds. More than 500,000 customers — including 100% of the Fortune 100 — trust VMware as their virtualization infrastructure platform. By offering VMware-based cloud services, you are positioned to deliver enterprise-class security and infrastructure compatibility based on the same technology as your customers' internal IT infrastructure.

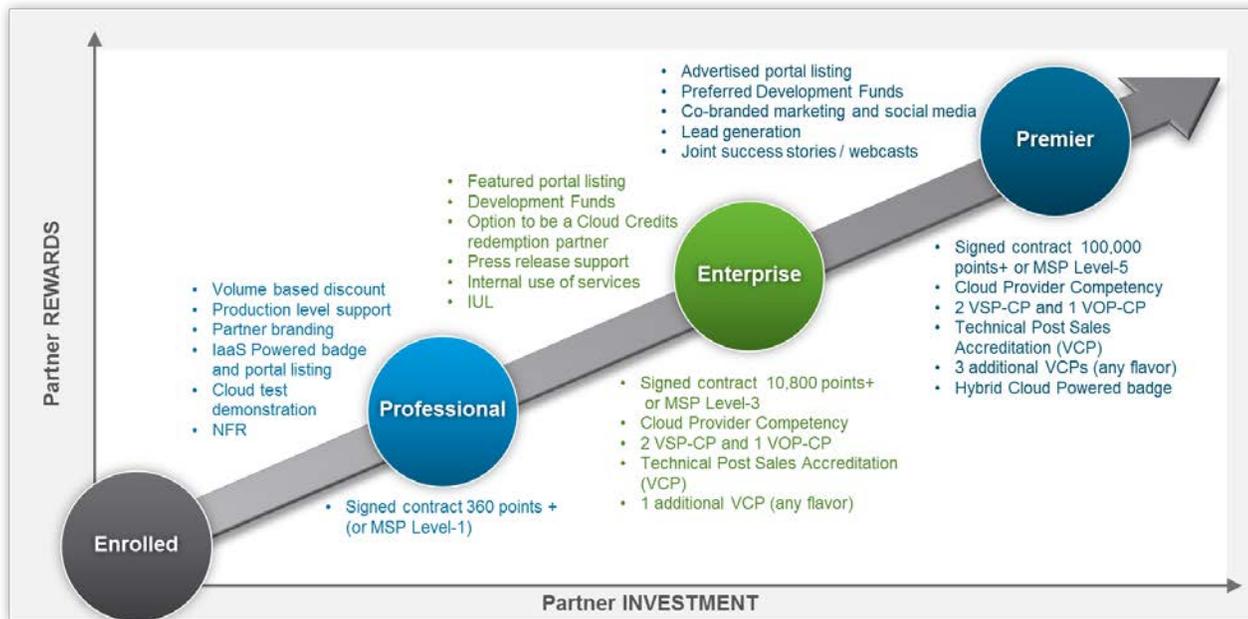
The VMware Cloud Provider Program enables the success of your public cloud by providing you with an OpEx strategy for investing in VMware infrastructure on a pay as you go, pay as you grow consumption model. The VMware Cloud Provider Program is the ideal solution for various types of VMware partners who offer hosted services to 3<sup>rd</sup> parties, such as Infrastructure as a Service (IaaS) Providers, Cloud Service Providers, Application Service Providers (ASPs), Internet Service Providers (ISPs), and Platform as a Service (PaaS) Providers.

Follow the flow chart below to determine if the VMware vCloud Provider Program is the right VMware partner program for your company:



- Enter into an agreement, report usage, and pay monthly invoiced amount to a VMware Aggregator
- Obtain an amendment to the VMware product EULA to allow for hosting and rental rights
- License VMware products through a points-based model where each product is equivalent to a set number of points
- Commit to a minimum monthly point plan based on estimated usage
- Use VMware software on a monthly subscription basis with no start-up costs
- Acquire the latest VMware product versions
- Get production level support included
- Enjoy larger discounts with an increased minimum commitment
- Utilize marketing assets and training programs
- Become part of the VMware Cloud Provider Program, the world's largest network of validated cloud services based on VMware technology

## VMware Cloud Provider Program Requirements and Benefits



### Available Products:

#### Data Center & Cloud Infrastructure

- VMware vCloud Service Provider Bundle – Advanced with Management and Networking
- VMware vCloud Service Provider Bundle – Advanced with Management
- VMware vCloud Service Provider Bundle – Advanced with Networking
- VMware vCloud Service Provider Bundle – Standard with Management
- VMware vCloud Service Provider Bundle – Standard with Networking
- VMware vCloud Service Provider Bundle – Standard

#### Infrastructure & Operations Management

- vRealize Operations – Standard, Advanced and Enterprise Editions
- VMware Site Recovery Manager
- vRealize Automation – Advanced and Enterprise Editions
- vRealize Log Insight™
- vRealize Business for Cloud Advanced
- VMware NSX™ - Base, Advanced and Enterprise Editions
- VMware Virtual SAN™ - Standard, Advanced and Enterprise Editions
- vCloud Availability for vCloud Director

#### Application Platform

- VMware vFabric® Data Director™
- vRealize Hyperic®

#### Desktop & End-User Computing

- VMware Horizon™ - Standard, Advanced and Enterprise Editions

- VMware Horizon Mirage™
- VMware ThinApp™ Client
- VMware ThinApp™ Packager
- VMware User Environment Manager
- VMware Horizon™ DaaS® Bundle – VDI and RDSH Editions
- VMware App Volumes – Standard, Advanced and Enterprise Editions
- VMware Virtual SAN for Desktop – Standard and Advanced Editions

#### Third Party Products

- OnApp™ for VMware Cloud Provider Program

#### How to join:

1. Enroll in the VMware Partner Network (VPN) at: <http://www.vmware.com/partners/programs/service-provider> (If you are already a VMware Partner, you can cross-enroll on Partner Central)
2. Declare Service Provider as your Route-to-Market
3. Accept the terms of the Service Provider Click-through Agreement
4. Sign a rental contract with your selected VMware Aggregator. To find an Aggregator in your area, go to Aggregator Locator at: <http://www.vmware.com/content/dam/digitalmarketing/vmware/en/pdf/partners/vspp/vmw-vcloud-air-network-program-aggregator.pdf>



### Your Cloud Advantage

Accelerate IT. Accelerate Your Business.

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