

Performance Validations for ISV Partners

Introduction

Increasingly, customers demand that ISVs not only make their applications capable of being virtualized, but also that they show that they understand virtualized applications' performance characteristics. You can differentiate your products from your competition's by providing your customers with specific guidance on sizing and capacity-planning characteristics for running them on a virtualized platform. Furthermore, any application that is, or is perceived to be, particularly challenging to virtualize may benefit from expert-level knowledge on virtualization best practices.

To support these needs, the VMware® ISV alliances organization provides **Performance Validation Service** to our ISV partners. It provides partners access to well-provisioned hardware labs and expert engineering resources to virtualize their applications, so that jointly the partner and VMware can go to market with the application and substantially impact future revenues. The service is **free** to qualified partners. This is part of a portfolio of services VMware provides to our alliance partners to help them adopt and differentiate their products on VMware platforms.

Service Offering

ISV partners are invited to collaborate with VMware engineers to virtualize and performance-test their applications on VMware vSphere® products. Such collaboration may include access to a VMware lab environment and well-qualified staff to help configure and test the applications. Efforts typically include the following phases:

1. Test plan development and resource scheduling
2. Installation and configuration of ISV application and VMware vSphere
3. Performance and load testing of the application using the vendor's own load-testing tools
4. Identification and resolution (where possible) of any observed performance anomalies
5. Characterization of sizing and capacity-planning requirements of the virtualized application PCoIP/Software and RDP protocols
6. Summarization of best practices observed when virtualizing the application
7. Training on VMware diagnostic tools

A typical engagement involves a few weeks of planning followed by a few weeks of execution.

Service Deliverables

The service is designed to provide the ISV partner with confidence that their application can be effectively virtualized without any negative impact on customers, or additional support requests for VMware or the partner. Results are written up in a field-facing form, typically called deployment guide, that may then be provided via publicly accessible Web sites. Support strategies for delivering the virtualized application are typically agreed upon between VMware and the partner. As a side benefit, staff from the partner is typically trained on methodologies for doing such work themselves in the future.

Next Steps

To get started, send an email to Leveraged_Service_Request@vmware.com or contact your alliance manager.

