

VMware Ready Program

Partner Network FAQ

Q. What is VMware Ready?

A. VMware Ready designates VMware's highest level of endorsement for products created by our established partners. VMware Technology Alliance Partner (TAP) members develop their products to meet VMware standards and submit them for qualification testing or self-test review, depending on the category. Products that meet VMware Ready requirements will display the VMware Ready Logo for the program in which they are certified.

Q. What are the VMware Ready Program categories?

- Currently there are nine VMware Ready Categories, each with a unique VMware Ready Program.
- Platform and Compute: includes Server hardware, I/O Vendor Program (IOVP), and Virtual Shared Graphics Acceleration (vSGA) certifications.
- Storage: includes Storage Hardware, vStorage APIs for Array Integration (VAAI) NAS, Storage Virtual Appliance (SVA), Pluggable Storage Architecture (PSA), and Site Recovery Manager (SRM) certifications.
- Network and Security: includes Network Extensibility (NetX), End-Point Security (EPsec), and NSX certifications.
- Management and Orchestration: includes VMware vRealize™ Orchestrator™ Plug-Ins, vRealize Operations™ Management Packs and Application Director Blueprints certifications.
- End-User Computing: includes Horizon® View Thin Clients, Rapid Desktop Appliance Program (RDP), and Proven Storage Program certifications.
- Application Software: includes Application software certification.
- vCloud Air: includes VMware vCloud® Air™ certifications.
- Certified Partner Architecture: includes the Certified Partner Architecture (CPA) certification.
- Network Functions Virtualization: includes the Network Functions Virtualization (NFV) certification.

Q. What Makes a VMware Ready product better?

A. Each VMware Ready Product Category defines specific criteria that a qualifying product must meet. In many categories, these criteria include the proper use of VMware-

supplied technology to allow partners to integrate their products with core VMware features and capabilities. This creates a complete product offering with functionality not otherwise available. VMware Ready products can do more, and they're built to the standards for reliability that VMware customers expect. VMware Ready products should always be on your short list when evaluating technology.

Q. Why should I join a VMware Ready certification program?

A. By completing qualifications for a product under the VMware Ready program, you can enjoy the highest level of benefits under the VMware Technology Alliance Partner (TAP) program. The VMware Ready program awards a logo and other program benefits for products in specific, well-defined categories that correspond to key areas of VMware technology. Each category specifies different technical criteria, has different strategic goals, and may provide additional specialized benefits above and beyond those available to all VMware Ready products.

Q. What is the difference between VMware Ready categories?

A. It is important to understand the qualifications for products using the VMware Ready Logo, as the criteria are different for each category. Each VMware Ready product is listed in a specific category. Each category is featured on a web page that describes the functions and qualifications for products in that category. You can access the VMware Ready category pages from the VMware Ready home page.

Q. How Do I know if a product is VMware Ready?

A. Partners may utilize a VMware Ready Logo in association with a qualified product. Products are listed in the VMware Solutions Exchange, and may be easily found by selecting the VMware Ready Content Filter when searching for listings.

Q. How do I join the VMware Ready Program?

A. VMware Ready is built on defined categories that align with core VMware technologies and products. To ensure that your product is qualified for the correct category, start by reviewing the program materials available from VMware [Partner Central](#). This will ensure that you don't waste time on inappropriate testing.

To participate in the VMware Ready Program, partners must be enrolled in the VMware Technology Alliance Partner (TAP) program. Most program categories require enrollment at the Elite level. Please contact the [TAP Team](#) for information about the program, how to enroll or how to upgrade your current enrollment.

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Q. Where can I access the VMware Ready Program Guide?

A. TAP members can download the VMware Ready Program Guide from Partner Central. The program guide provides an overview of requirements for each category, as well as the acceptable use policy for VMware Ready Logo materials. It is the partner's responsibility to ensure that they use the VMware Ready Logo in accordance with VMware policy. Detailed guidance for specific programs can also be accessed through Partner Central, or as defined by the program. Contact <mailto:tapalliance@vmware.com> if you have questions or need assistance.

Q. How do I obtain my VMware Ready logo?

A. Once you have completed certifying your product in any of the VMware Ready categories, you will be instructed to list your product on the VMware Solutions Exchange (VSX). After your product is listed you will be able to request that the VMware Ready Logo corresponding to its certification be added to the VSX listing. You will also be able to request a copy of the logo for use in marketing, following the guidelines listed in Partner Central from tapalliance@vmware.com

Q. What is the cost of participating in VMware Ready?

A. There is no program fee for some VMware Ready certifications, such as ISV Application. However, there may be testing and log submission fees associated with certifying some products. Other specialized programs may require a program fee before you can access the development and certification requirements; these fees vary depending on the complexity of the program. Find more information about potential fees from tapalliance@vmware.com.

Q. Why are some VMware Ready categories open by invitation only?

A. Not all VMware Ready categories may be open to general participation. This is generally due to additional requirements for extended joint development engagements between VMware and participating partners. Invitations are extended only when sufficient technical resources are available to complete this work. If you would like to be considered for an invitation-only category, please contact <mailto:tapalliance@vmware.com>.

