

VMWARE SD-WAN BY VELOCLOUD GLOBAL DISTRIBUTOR LIST

VMware SD-WAN™ by VeloCloud® is of great strategic importance to VMware and offers tremendous opportunities for global partners and distributors. VMware was named a Leader in the 2018 Gartner Magic Quadrant on WAN Edge Infrastructure, positioned furthest to the right for completeness of vision and high in ability to execute.

To enable our partners to build their practice in the exciting SD-WAN space, we have partnered with key global distributors to help partners sell VeloCloud globally. Please note that this list is constantly updated.

- 1. Do I still need to sign up as a VeloCloud partner if I'm purchasing through distributor?**
Yes. If you're working on an immediate opportunity, please reach out to sd-wan-hotline@vmware.com to begin the partnership process.
- 2. How do I find a distributor that support my local geography?**
We are signing up new and expanding existing distributors every day. Please check back soon as we expand our global footprint.
- 3. I have a deal and am looking to purchase through a distributor. What are the next steps?**
Please find below a list of signed distributors and supported Geos. Please reach out directly to get started. Please work with your distributor to understand their expanding regional coverage to meet your clients' business needs. Also, please start the process to become a VeloCloud partner at <https://www.velocloud.com/partners/become-a-partner>.

Global Distributor	Supported GEOs	Alias for VeloCloud Deals
Arrow Electronics	Global	Data_Integrity_ECS@Arrow.com
Carahsoft	North America, USA Federal	VMwareModelN@Carahsoft.com
Exertis Ireland	EMEA	VeloCloud@exertis.com
Ingram Micro	Global	VMWare-Licensing@IngramMicro.com
Synnex Corporation (NA)	North America	velocloud@synnex.com
Synnex Corporation (Canada)	North America	velocloudCAN@synnex.com
Tech Data Corporation	Global	VMwareQuotes@TechData.com
Westcon EMEA	EMEA	gdseu@westcon.com
Westcon APJ	APJ	gdsap@westcon.com
Westcon LATAM	LATAM	gdsam@westcon.com
Westcon NA	North America	gdsam@westcon.com