

# Program Competency Readiness

## GET READY FOR VMWARE PARTNER CONNECT

VMware Partner Connect reimagines the way we do business with and for our partners. We are improving the overall partner experience by aligning with your business models so you can optimize profitability. Our new partner program is designed around the below three key areas and will go live during Q1 of fiscal year 2021.



### SIMPLICITY

To create clear paths to profitability for you



### CHOICE

So you have what you need to help your customers scale and succeed



### INNOVATION

Offering new and better ways to grow your business by solving the challenges of tomorrow



For questions, contact [partnerconnect@vmware.com](mailto:partnerconnect@vmware.com)

## MASTER SERVICES COMPETENCIES: Maximize Your Readiness and Profit Potential

In the new program, top partners will be recognized for achievement of Master Services Competencies, which require:

- 1) Advanced certifications such as VCPs and VCAPs and
- 2) Submission of customer references.

**The best preparation for Partner Connect is achieving a Master Services Competency (MSC).**

Partners achieving an MSC (and associated requirements) will be designated Principal for each path as outlined below.

**Achieving an MSC now unlocks benefits today – access to critical training, services opportunities, and more. It also prepares you to be ready for more rewards in the new program.**

The [VMware MSC Guide](#) has details on benefits and requirements. If you are an Enterprise or Premier partner currently, you already have some of the requirements for an MSC. See what you have already achieved and what you might be missing on Partner Central here:

- [Solution Competencies Dashboard](#)
- [Master Services Competency Dashboard](#)

Partner Connect offers multiple paths to success across resell, cloud and services, allowing you to focus on the solution area(s) that best align with your business focus.

### PARTNER CONNECT COMPETENCY REQUIREMENTS

		HYBRID CLOUD				MODERN APPLICATIONS	TRANSFORM NETWORKING & SECURITY	EMPOWER DIGITAL WORKSPACE
		Data Center Virtualization	Cloud Mgmt. & Automation	Cloud Provider	VMC on AWS	Modern Applications	Network & Security	Digital Workspace
<b>Principal</b> 	<b>MSC</b>	Data Center Virtualization	Cloud Management & Automation	Cloud Provider	VMC on AWS	Cloud Native (coming soon)	Network Virtualization	Digital Workspace
	<b>Solution Competencies</b>	• Server Virtualization -AND- • Hyper-Converged Infrastructure (HCI)	• Management Automation -AND- • Management Operations	Cloud Provider	VMC on AWS	PKS	Network Virtualization	• Desktop Virtualization -AND- • Mobility Management
	<b>Sales Performance</b>	*1M Tier Credits	*1M Tier Credits	*1M Tier Credits	*1M Tier Credits	*1M Tier Credits	*1M Tier Credits	*1M Tier Credits
<b>Advanced</b>	<b>Solution Competencies</b>	Any (1) aligned SC: • Server Virtualization • Hyper-Converged Infrastructure (HCI) • Business Continuity	Any (1) aligned SC: • Management Automation • Management Operations	Cloud Provider	VMC on AWS	PKS	Any (1) aligned SC: • Network Virtualization • SD-WAN	Any (1) aligned SC: • Desktop Virtualization • Mobility Management
	<b>Sales Performance</b>	*50K Tier Credits	*50K Tier Credits	*50K Tier Credits	*50K Tier Credits	*50K Tier Credits	*50K Tier Credits	*50K Tier Credits
<b>Partner</b>	<b>Solution Competencies</b>	Any (1) aligned SC: • Server Virtualization • Hyper-Converged Infrastructure (HCI) • Business Continuity	Any (1) aligned SC: • Management Automation • Management Operations	Cloud Provider	VMC on AWS	PKS	Any (1) aligned SC: • Network Virtualization • SD-WAN	Any (1) aligned SC: • Desktop Virtualization • Mobility Management
<b>Additional Operational Requirements</b>		(1) VOP-CP with Committed Contract to Transact for Hosting/Managed Services offerings and/or (1) VOP-SE for subscription-based offerings						
<b>Foundational Requirements For All Partners</b>		VMware Partner Connect Contract   (2) VSP Foundation   Ethics & Compliance Training   Due Diligence Questionnaire   Program Fee (TBD) <i>Once met, allows partners to transact. Benefits applicable starting at the Partner level.</i>						