

vmware® PARTNER NETWORK

Partner Professional Services Program Guide

Updated Q4 FY2018



vmware®

Partner Professional Services Program Guide

Introduction

Benefits

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Additional Information

Welcome to the VMware Partner Network

VMware Partner Professional Services Program Overview

VMware's Partner Professional Services Program recognizes and rewards partners who sell and deliver their own consulting services engagements.




Key elements include:

- Three tiers that align with differing business models for partners that have their own professional services consulting practice
- Partners may increase their investment in their own consulting capacity and receive commensurate rewards and collaboration from VMware related to their depth of service capabilities, capacity and VMware expertise.

VMware has made a substantial resource investment in this program to offer a wide range of benefits, training resources and VMware support to enable partners to increase profitability and grow their VMware business.

Program Enrollment

Partners join the VMware Partner Network (VPN) at the **Enrolled Tier**, allowing you to:

-  **Learn** more about the different Route-to-Market programs we offer.
-  **Decide** which Route-to-Market program or programs are right for your business model
-  **Attain** the needed sales and technical solution skills to progress to a higher program tier

Enrolled

Professional

Enterprise

Premier

Our Partners — The Cornerstone to Our Success

The VMware Partner Network (VPN) is the framework for collaboration between VMware and you, our partners, offering a wide range of benefits, training resources, certifications, and rewards to ensure our mutual success. We strive to provide a consistent, predictable and profitable program that enables you to grow with us.



Brandon Sweeney
Senior Vice President of
Worldwide Sales
Acceleration

“Thank you for your partnership! VMware is extremely grateful for your commitment and we are dedicated to delivering programs that create value in your business and are paramount to our mutual success. Our goal is to reward and recognize your success as you harness the collective strengths of our organizations to deliver an unparalleled experience for our customers.”

To receive Partner Professional Services Program Guide updates, [subscribe](#) to this document on Partner Central.

For questions, contact us: partnernetwork@vmware.com.

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Program Benefits

		Professional	Enterprise	Premier
Financial Benefits	Onsite Training Discount ^{1,2}	20%	30%	30%
	Open Enrollment Training Discount ¹	20%	30%	40%
	On-Demand Training Discount ¹	20%	30%	50%
	Not-for-Resale (NFR) Licenses	●	●●	●●●
	Discounted Internal Use Licenses (IUL)	●	●●	●●●
Sales and Marketing Benefits	Online Sales Tools and Services IP	●	●	●
	Partner Press Releases Opportunities		●	●
Enablement Benefits	VMware Livefire Training (based on availability) ³	●	●●	●●●
General Benefits	Partner Central Portal Access	●	●	●
	Partner Locator Listing	●	●	●
	Partner Technical Support	●	●	●
	Partner Support Center Assistance	●	●	●

¹ Training discounts do not apply to Enterprise Learning Subscription (ELS), or when paying with PSO credits, or learning credits.

² To schedule onsite training, contact the appropriate regional education operations team at:

AMER: EduOperations@vmware.com / APAC: APACEducation@vmware.com / EMEA: EMEA-onsite@vmware.com

³ Priority based on Partner PPSP tier

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Program Requirements

All program requirements must be met in order to continue to receive program benefits.

		Professional	Enterprise	Premier
Program Agreements	VMware Partner Network Enrollment Agreement	●	●	●
	Professional Services Partner Program Agreement	●	●	●
Compliance Requirements	Ethics and Compliance Training for Partners		●	●
	Due Diligence Questionnaire (Completed upon request)		●	●
Training Requirements	VMware Certified Professional (VCP)⁴	3	3	12
	VMware Certified Advanced Professional (VCAP)⁴		1	4
Marketing Requirements	Partner Profile	●	●	●

⁴ VCP and VCAP counts require that each qualifying certification be held by a unique individual. Qualifying certifications:

VCPs: Network Virtualization | 6 – Network Virtualization | 6 – Cloud | 6 – Cloud Management and Automation | 7 – Cloud Management and Automation | 6 – Desktop | 6 – Desktop and Mobility | 7 – Desktop and Mobility | vSphere 5 | 6 – Data Center Virtualization | 6.5 – Data Center Virtualization

VCAPs: 6 – Network Virtualization Deployment | 6 – Cloud Management and Automation Deployment | 6 – Cloud Management and Automation Design | 6 – Desktop and Mobility Deployment | 6 – Desktop and Mobility Design | vSphere 4 – Datacenter Administration | vSphere 4 – Datacenter Design | 5 – Data Center Administration | 5 – Data Center Design | 6 – Data Center Virtualization Deployment | 6 – Data Center Virtualization Design | VMware Certified Design Expert – Network Virtualization | Desktop Design | Desktop Administration

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Partner and Customer Information

Partners agree to receiving information from VMware for:

- a) Program administration
- b) Program information, including events and training opportunities.
- c) VMware-related surveys and research
- d) Information/materials supporting sell and deliver activities.

As a PPSP Partner, you agree that VMware may publish your organization name and address on the VMware partner portal listing program members.

Information you provide to VMware in connection with customer orders or engagements is subject to the [VMware Privacy Policy](#), and may be used to establish and manage customer entitlements and accounts, to provide additional information to customers regarding products and offerings, and for sales representative compensation purposes.

Partner Central Helpful Links

- D** Development Funds vmware.com/go/devfunds
- I** Internal Use Licenses (IUL) vmware.com/go/iul
- N** Not for Resale Licenses (NFR) vmware.com/go/nfr
- P** Partner Central vmware.com/go/partnercentral
 Partner Link vmware.com/go/partnerlink
 Partner Locator partnerlocator.vmware.com
 Partner Support Center vmware.com/go/partnersupportcenter
 Partner Technical Support vmware.com/go/techsupport
 Partner University vmware.com/go/partneruniversity
- S** Solution Enablement Toolkits (SETs) vmware.com/go/SETs
- T** Twitter twitter.com/vmware_partners
- V** VMware Blogs blogs.vmware.com/partner
 VMware Certified Advanced Professional (VCAP) vmware.com/go/vcap5
 VMware Certified Professional (VCP) vmware.com/go/vcp

