

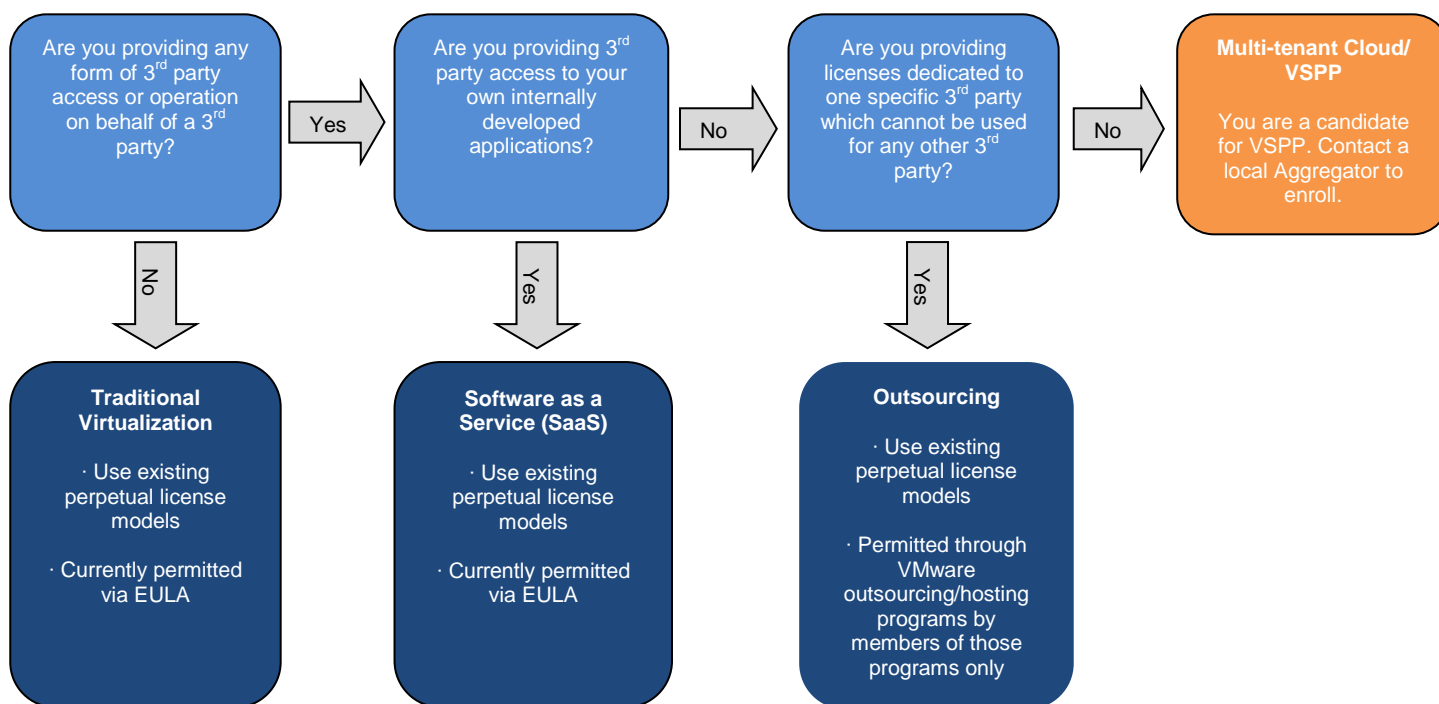
# VMware® Service Provider Program

VSPP Overview – Q1 2014

VMware is the market leader in virtualization, which is the key enabling technology for building public clouds. More than 500,000 customers — including 100% of the Fortune 100 — trust VMware as their virtualization infrastructure platform. By offering VMware-based cloud services, you are positioned to deliver enterprise-class security and infrastructure compatibility based on the same technology as your customer's internal IT infrastructure.

The VMware Service Provider Program (VSPP) enables the success of your public cloud by providing you with an OpEx strategy for investing in VMware infrastructure on a pay as you go, pay as you grow consumption model. VSPP is the ideal solution for various types of VMware partners who offer hosted services to 3<sup>rd</sup> parties, such as Infrastructure as a Service (IaaS) Providers, Cloud Service Providers, Application Service Providers (ASPs), Internet Service Providers (ISPs) and Platform as a Service (PaaS) Providers.

Follow the flow chart below to determine if VSPP is the right program for your company:



## Program Overview:

- Enter into an agreement with, report usage to and pay monthly invoiced amount to a VMware Authorized VSPP Aggregator
- With contract, obtain an amendment to the VMware product EULA to allow for hosting and rental rights
- License VMware products through a points-based model where each product is equivalent to a set number of points per month
- Commit to a minimum monthly point plan worth 360, 1,800, 3,600, 10,800, 18,000 or 30,000 points based on estimated usage
- Use VMware software on a monthly subscription basis with no start-up costs
- Report usage each month and pay the agreed to minimum and any overages
- Acquire the latest VMware product versions
- Get production level support included for products rented under the VSPP subscription program
- Enjoy larger discounts with an increased minimum commitment
- Utilize marketing assets and training programs
- Deliver vCloud Powered services and become part of one of the largest public cloud ecosystems in the world

## Service Provider Program Requirements and Benefits by Level (Developed Countries)

### Requirements

Minimum 4 VCPs  
(Two VCPs for developing countries)



Signed contract with Aggregator at 18,000 points or above

Minimum 2 VCPs  
(One VCP for developing countries)



Signed contract with Aggregator at 3,600 points or above

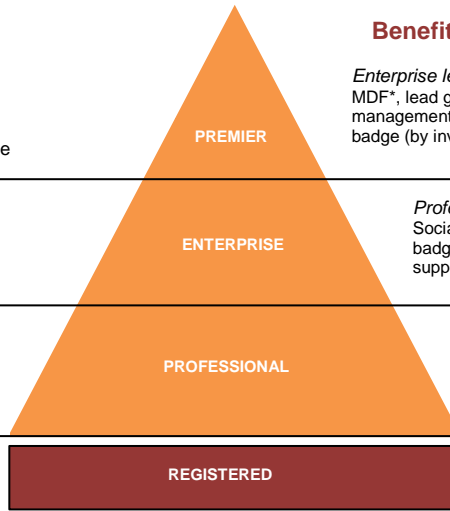
Minimum 1 VCP



Signed contract with Aggregator at 360 points or above

Application and Click-through Agreement

No VCP requirement to enter into a signed contract



### Benefits

#### Enterprise level benefits plus:

MDF\*, lead generation programs, joint case studies and webcasts, account management support, Advisory Board participation\* and vCloud Datacenter badge (by invitation with 18,000 point contract) \*

#### Professional level benefits plus:

Social media\*, IUL, use of own hosted services, vCloud Powered badge (by application with 3,600 point contract), press release support, listing on vcloud.vmware.com (if vCloud Powered)

#### Registered level benefits plus:

Service Provider Partner logo, NFR licenses, Cloud Test Demonstration Environment, Partner Locator listing and access to marketing tools

Access to Partner Central, Learning Paths, training discounts, events, program communications and VMware Virtualized badge (based on criteria)

Note: Service Providers must complete a VMware accreditation course to qualify as having a VMware Certified Professional (VCP). VCP requirements are lower for developing countries.

\*Proposal based or by invitation only

### Available Products:

#### Data Center & Cloud Infrastructure

VMware vCloud Service Provider Bundle – Premier Plus  
VMware vCloud Service Provider Bundle – Premier  
VMware vCloud Service Provider Bundle – Standard

#### Infrastructure & Operations Management

VMware vCenter Operations Management Suite – Standard, Advanced and Enterprise Editions  
VMware vCenter Operations Adapter for Network Devices  
VMware vCenter Operations Adapter for 3<sup>rd</sup> Party Data Sources  
VMware vCenter Server Heartbeat  
VMware vCenter Site Recovery Manager  
VMware vCloud Automation Center – Advanced and Enterprise  
VMware vCloud Networking and Security Advanced  
VMware IT Business Management  
VMware vSphere Data Protection Advanced  
Cisco Nexus 1000V

#### Application Platform

VMware vFabric Data Director  
VMware vFabric Hyperic

#### Desktop & End-User Computing

VMware Horizon Workspace  
VMware Horizon View – Standard and Foundation  
VMware Horizon Mirage  
VMware ThinApp Client  
VMware Horizon DaaS Bundle – VDI Edition  
VMware Horizon DaaS Bundle – RDSH Edition

### How to join:

1. Register at:  
<http://www.vmware.com/partners/programs/service-provider>  
  
(If you are already a VMware Partner, you can cross-enroll on Partner Central)
2. Accept the terms of the VSPP Click-through Agreement during registration
3. The VMware Program Operations team will approve you as a Service Provider within 2-4 days
4. Enter into an agreement with your selected VMware Authorized VSPP Aggregator. To find an Aggregator in your area, go to Partner Locator at:  
<http://partnerlocator.vmware.com>

### Questions?

#### Contact:

Email:

[partnernetwork@vmware.com](mailto:partnernetwork@vmware.com)

Visit the VMware website:

<http://www.vmware.com>

