

SIX GREAT REASONS TO ENGAGE A VMWARE VIRTUAL TECHNICAL ACCOUNT MANAGER

1. Navigate VMware with Ease

When you secure a Virtual Technical Account Manager, you gain immediate access to an impartial advocate within VMware. Your VTAM is a single-source to all your VMware needs, driving enablement in post-sales, support, and pre-sales engagements as you determine. Your VTAM can connect you with the best resources across the VMware family as you work together to drive strategic initiatives and goals.

2. Streamline Complex Process and Technology

Managing a large VMware environment contains a multitude of variables and calculations. Your VTAM drives simplicity into complexity with advisement related to environment migrations, lifecycle upgrades, and best practices culled from thousands of customers across multiple industries. New software is more rapidly deployed as you partner with your VTAM to determine ideal areas of knowledge sharing and best steps for initial implementation. Training options can be streamlined to the best of the best for team members with limited time available. Most importantly, your VTAM can review your current entitlements with VMware – should key features or software be underutilized or unused your VTAM can help build strategies to ensure your return on investment is fully realized.

3. Strategize and Future-proof Architectures

Partnership with your VTAM drives your executive vision through team enablement and long-term strategy advisement. Even when your team must focus on immediate tactical needs, your VTAM can use his or her deep understanding of VMware product roadmaps, features, and best practices to align and drive your transformation journey. Your VTAM accomplishes this by combining his or her VMware expertise and access with an intimate baseline understanding of your environment and team. Over the course of the VTAM engagement, architectural reviews, strategy discussions, education opportunities, and training/consulting assessments best position your datacenter to move to the cloud and match to your strategic path.

4. Move from Reactive to Proactive

Are you seeing challenges in day to day operations? Do you have key resources focused on solving immediate needs when you would rather they focus on long-term planning and efficiency improvements? Your VMware VTAM comes armed with tools to assist your team in moving from a tactical to a strategic focus. Technical Improvement Plans offer a series of tools for team and technology improvement from specific focus areas such as Predictability, Hyper-convergence, Capacity Planning, and more. Your VTAM can review historical challenges with support and garner new education initiatives and best practice conversations. With your VTAM as your partner, rapidly move your team past common pitfalls and problems, stabilize your environment, and move from a reactive to a proactive stance.

AT A GLANCE

With a VMware Virtual Technical Account Manager as a member of your team, a trusted resource will be available to enable clarity in process and product, strategize solutions to lower TCO, help break reactive cycles, and keep a focus on your journey to the cloud.

ENGAGE A VTAM TODAY

Bring a VMware Virtual Technical Account Manager on to your team immediately by reaching out to your local partner or VMware sales representative for more information. Members of our VTAM team are available to discuss how the role can best benefit you!

LEARN MORE

For more information and details on the service please visit the VMware Technical Account Manager Services page: <https://www.vmware.com/professional-services/technical-account-manager.html>

5. Keep Focus on What Matters Most

Rapid delivery, project ideation, shadow-IT, self-service needs, and market expansion can often lead to competing goals for IT departments. VMware VTAMs align with your strategic vision to prevent noise from delaying your objectives. Awareness of your project management goals and needs drives your VTAM's actions with your team. Your VTAM will meet with your team bi-weekly, as well as having regular collaborative interaction through vLink. vLink is an exclusive portal enabling chat, team discussions, and greater access to VMware resources through town halls and curated information feeds. Additionally, success assurances are built into the VTAM engagement at multiple levels through regular dashboards and impact reports to verify VMware is in alignment with you.

6. Accelerate Your Cloud Strategy

Are you seeking options and advice from the vendor community on your cloud strategy? Curious how to drive quick enough to meet the needs of your executives? With access to a VMware VTAM, you can harness vendor expertise and curated industry news on trends and developments. Specific to VMware, you can stay up to date with End User Computing, network and storage virtualization, security, DevOps, containerization, and more. Your VTAM has access to the entire VMware ecosystem of people and resources, easily able to develop quick information based on the areas of interest you note. Your relationship with your VTAM can then enhance and accelerate your ability to meet your strategic vision through greater knowledge.

