

# vmware® Solution Provider Partner Program

Program Tier:



No Resell rights



1 VSP / 1 VTSP  
\*Resultado de vendas: \$0



1 VSP / 1 VTSP / 1 VCP  
\*Qualquer Competência



2 VSP / 2 VTSP / 2 VCP  
\*Quaisquer 2 Competências  
\*Mínimo 10 transações  
Revenue: \$500k

## Enablement

### Partner University

The Power of Knowledge



Sales

Pre-Sales

Post-Sales



## Recursos de Vendas

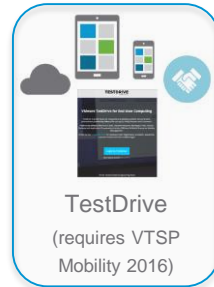
- ✓ IUL – Internal Use Licenses
- ✓ NFR – Not-for-Resale
- ✓ Partner Demo Repository



vSphere Optimization Assessment (VOA)  
vSAN Assessment  
VN Assessment  
HC Assessment



SALES READINESS BRIEFCASE



Demand Center  
Social Media Syndication  
Website Plugins  
Integrated Reporting  
Integrated Campaigns  
Marketing Services

## Benefícios Financeiros

- ✓ ELA - Enterprise License Agreement
- ✓ VPP - Volume Purchasing Program

### SOLUTION REWARDS

Business Continuity  
Management Automation  
Management Operations  
Network Virtualization  
Server Virtualization  
Software-Defined Data Center  
Software-Defined Storage  
Cloud Provider  
Hybrid Cloud  
DaaS  
Desktop Virtualization  
Mobility Management

5% Back-end Rebate  
(2% add Premier)

### ADVANTAGE+

Opportunity Registration Program

NSX	30%
vRealize	30%
vSAN	30%
Airwatch	20%
Workspace ONE	20%
vSOM	20%
vCloud Suite	20%
Horizon	15%
vSphere	10%