

VMware Partner Network Solution Provider

Program Requirements for Developing Countries*

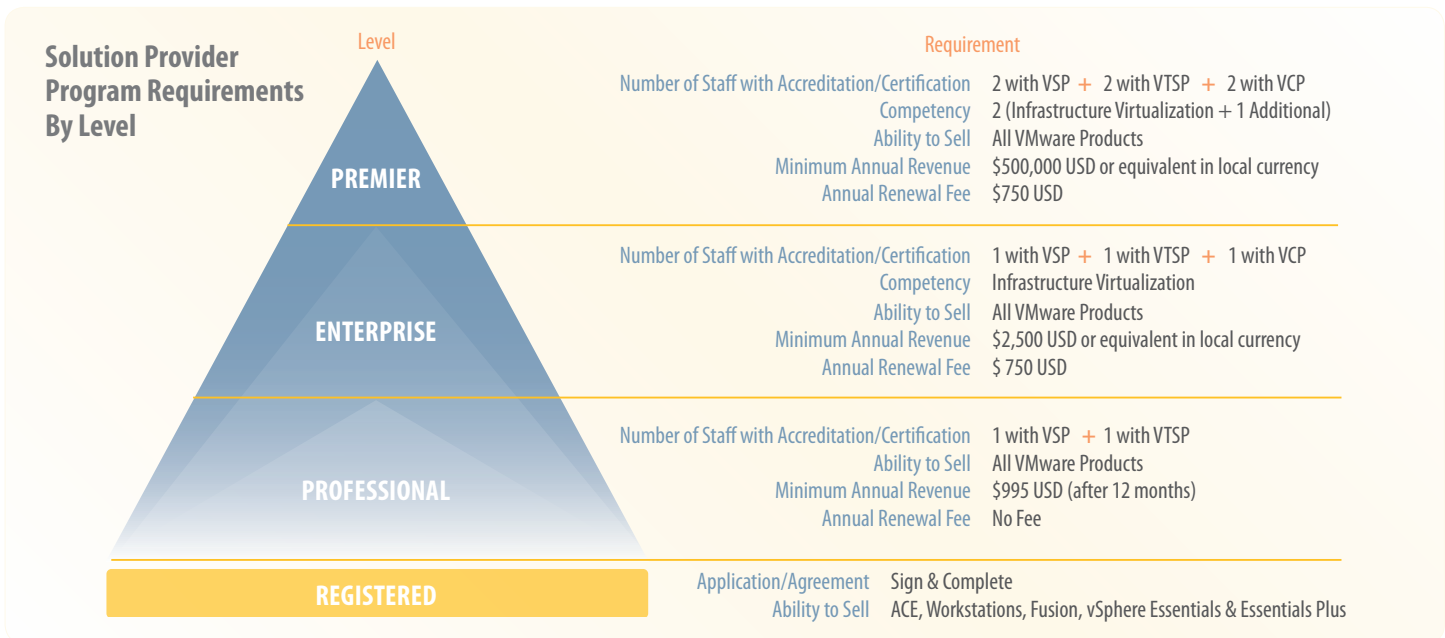


THE POWER OF PARTNERSHIP

www.vmware.com/partnercentral

Solution Provider Program Requirements for Developing Countries*

A comprehensive partner program, VMware's Solution Provider Program provides your company with the tools you need to stand out to customers and gain a long-term competitive advantage in your VMware virtualization practice. The program offers virtualization training and solution competency designation that helps differentiate your expertise.



* As identified by VMware. To confirm your country status, login to Partner Central and follow this path: My Program » Address Information » Country Status.

Earning a Solution Competency as a Company

To obtain a competency, all accreditations listed below each competency must be completed, in addition to customer reference requirements. These accreditations can be taken by one or multiple individuals in your company. However, courses within an accreditation (not listed here) must be completed by the same individual. Infrastructure Virtualization Competency must be attained prior to earning other competencies. Use the checklist on the back to track your company progress. To begin your competency training, please login to Partner Central, and click on the Partner University tab.

PRE-REQUISITES	INFRASTRUCTURE VIRTUALIZATION	BUSINESS CONTINUITY	DESKTOP VIRTUALIZATION
<p>VSP, VTSP & VCP (one of each) are pre-requisites to earn the Infrastructure Virtualization Solution Competency.</p> <p>These pre-requisites can be completed by one or multiple individuals in your company.</p>	<ul style="list-style-type: none"> Infrastructure Virtualization Sales Accreditation 4 Infrastructure Virtualization Technical Sales Accreditation 4 IV Technical Post-Sales Accreditation: VI3 to vSphere 4 Upgrade IV Technical Post-Sales Accreditation: Assessment Fundamentals IV Technical Post-Sales Accreditation: Capacity Planner Fundamentals IV Technical Post-Sales Accreditation: vSphere 4 Design¹ <p>1 Approved Reference</p>	<ul style="list-style-type: none"> Business Continuity Sales Accreditation Business Continuity Technical Sales Accreditation BC Technical Post-Sales Accreditation: Managing Availability Using vSphere 4 BC Technical Post-Sales Accreditation: SRM 1 Implementation Fundamentals <p>1 Approved Reference or 3 Prospects</p>	<ul style="list-style-type: none"> Desktop Virtualization Sales Accreditation Desktop Virtualization Technical Sales Accreditation DV Technical Post-Sales Accreditation: VMware View 3 Implementation Fundamentals DV Technical Post-Sales Accreditation: VMware View 3 Design <p>1 Approved Reference or 3 Prospects</p>

Solution Competency Requirement Checklist

The accreditations listed below each competency can be taken by one or multiple individuals in your company. However, courses within an accreditation (not listed here) must be completed by the same individual.

REQUIRED ACCREDITATIONS/CERTIFICATIONS	TYPE	DURATION	RECOMMENDED ROLE	ASSIGNED TO/ COMPLETED BY	COMPLETED?
INFRASTRUCTURE VIRTUALIZATION COMPETENCY (MUST START WITH THIS COMPETENCY)					
VSP Core Accreditation	eLearning	4 hours	Sales	NAME:	<input type="checkbox"/>
VTSP Core Accreditation	eLearning	7 hours	Technical Pre-Sales	NAME:	<input type="checkbox"/>
VCP Core Certification	Instructor-Led Training + Exam	4 days	Technical Post-Sales	NAME:	<input type="checkbox"/>
Infrastructure Virtualization Sales Accreditation 4	eLearning	5 hours	Sales	NAME:	<input type="checkbox"/>
Infrastructure Virtualization Technical Sales Accreditation 4	eLearning	5 hours	Technical Pre-Sales	NAME:	<input type="checkbox"/>
IV Technical Post-Sales Accreditation: VI3 to vSphere 4 Upgrade	Online Test	Self-Paced	Technical Post-Sales	NAME:	<input type="checkbox"/>
IV Technical Post-Sales Accreditation: Assessment Fundamentals	eLearning	2 hours	Technical Post-Sales	NAME:	<input type="checkbox"/>
IV Technical Post-Sales Accreditation: Capacity Planner Fundamentals	eLearning or Instructor-Led Training	5 Hours or 1 day	Technical Post-Sales	NAME:	<input type="checkbox"/>
IV Technical Post-Sales Accreditation: vSphere 4 Design ¹	Instructor-Led Training	TBD	Technical Post-Sales	NAME:	<input type="checkbox"/>
1 Approved Reference	-	-	Any	NAME:	<input type="checkbox"/>
BUSINESS CONTINUITY COMPETENCY					
Business Continuity Sales Accreditation	eLearning	5 hours	Sales	NAME:	<input type="checkbox"/>
Business Continuity Technical Sales Accreditation	eLearning	5 hours	Technical Pre-Sales	NAME:	<input type="checkbox"/>
BC Technical Post-Sales Accreditation: Managing Availability Using vSphere 4	Instructor-Led Training	1 day	Technical Post-Sales	NAME:	<input type="checkbox"/>
BC Technical Post-Sales Accreditation: SRM 1 Implementation Fundamentals	Instructor-Led Training	2 days	Technical Post-Sales	NAME:	<input type="checkbox"/>
1 Approved Reference or 3 Prospects	-	-	Any	NAME:	<input type="checkbox"/>
DESKTOP VIRTUALIZATION COMPETENCY					
Desktop Virtualization Sales Accreditation	eLearning	5 hours	Sales	NAME:	<input type="checkbox"/>
Desktop Virtualization Technical Sales Accreditation	eLearning	4 hours	Technical Pre-Sales	NAME:	<input type="checkbox"/>
DV Technical Post-Sales Accreditation: VMware View 3 Implementation Fundamentals	Instructor-Led Training	3 days	Technical Post-Sales	NAME:	<input type="checkbox"/>
DV Technical Post-Sales Accreditation: VMware View 3 Design	Instructor-Led Training	1 day	Technical Post-Sales	NAME:	<input type="checkbox"/>
1 Approved Reference or 3 Prospects	-	-	Any	NAME:	<input type="checkbox"/>

Next Steps

- 1) **Review current training status & requirements.** Login to Partner Central & view the Competency Dashboard². (URL: www.vmware.com/partnercentral)
- 2) **Fill in checklist above** to track your company's process in attaining a competency.
- 3) **Begin competency trainings** at Partner University (Partner Central » Partner University tab)
- 4) **Submit the Competency Enrollment form** at Partner Central and an approved customer reference through the automated system at Partner Central.

¹ The vSphere 4 Design Accreditation will be available in Q1 2010. Partners will be able to receive a provisional Infrastructure Virtualization Competency if all other accreditations and customer reference competency requirements are completed. Partners then will have a period of time from accreditation availability to successfully complete the accreditation to maintain competency designation. There may be regional variances due to training localization. Please look for updated information as localized training becomes available.

² Competency Dashboard can be found by clicking on "My Company" » "Competency Dashboard" under Custom Links section

Questions?

Please visit the "Contact Us" page at Partner Central or email us at partnernetwork@vmware.com.