

# Partnering with Avnet

## On Virtualisation and Systems Management

Join our Virtualisation & Management Partner Programme

Avnet are a Microsoft Value Added Distributor for Systems Management. Microsoft has moved into the leader position on Gartner's Magic Quadrant for Server Virtualisation Infrastructure. Virtualisation and System Centre are strategic to Avnet's growth, is it the same for you?

Figure 1. Magic Quadrant for x86 Server Virtualization Infrastructure



## Commercial Messaging and Value Proposition

Avnet's Virt Central will help you when selling and positioning the Microsoft Systems Management proposition. At our portal, [www.virtcentral.co.uk](http://www.virtcentral.co.uk) you will find solutions playbooks, competitive analysis, market research, statistics and technical architecture. As Avnet offer complimentary vendors for virtualisation, multi vendor solutions are available via our SolutionsPath program

## Pre Sales Support and Professional Services

- **Pre-Sales Technical Support** - Your Avnet account manager can arrange for pre-sales support as you design and win Windows Server, Hyper-V and Systems Centre business.
- **Quotations** – Our licensing specialists will help you with cross sell and up sell licensing configurations.
- **Professional Services** – Our in house team can assist with Systems Centre and Hyper-V.

## Sales and Technical Training

To support our VAD partners in obtaining competencies, and to keep you up to date with Microsoft's product offerings, Avnet have designed a Systems Management training program to ensure that your organisation is ready for Systems Management gold competency for Microsoft Partner Network.

- **Webinars** – To help introduce your organisation to Microsoft Systems Management and Avnet, join us on a short webinar, which will help you understand the products and how Avnet can help you.
- **MLSE Virtualisation Bootcamp** – Run by a certified Microsoft trainer these bootcamps are a brilliant overview of the complex world of Microsoft licensing. Whether you are in sales or simply new to the Microsoft business these courses start you on the journey to your MCP (Microsoft Certified Professional) qualification.
- **Platform Passions** - This is a full & brain-challenging day that gives a brief view of the Microsoft “Stack” of Products and how they fit together. This day is an interactive event making you ultimately create your own Microsoft solution to solve a customer problem by the end of the day.
- **Technical Training** – Avnet sponsor subsidised technical training on the key MCP courses for the Systems Management gold competency.
- **Solutions Path** - The SolutionsPath team will run a series of briefings on solutions that address end-user challenges, in market growth opportunities. In 2011, the main focus will be on multi-vendor solutions for Systems Management and Virtualisation. HP, EMC, NetApp, Brocade and Datacore all compliment Microsoft. We'll show you how it works.

## Deal Registration

Deal Registration will be available for trained and active Avnet System Centre partners. This will be available at the end of September.

## Contacts

Your Avnet Account Manager is available to provide quotations, advice and can set up meeting with Business Development Managers.

[www.virtcentral.co.uk](http://www.virtcentral.co.uk)

Sarah Heath, Business Development Manager (South), [sarah.heath@avnet.com](mailto:sarah.heath@avnet.com) or telephone **07843 516123**

David Brown, Business Development Manager (North) [david.brown@avnet.com](mailto:david.brown@avnet.com) or telephone **07834 432227**

Ian Miller, Pre Sales Support – [ian.miller@avnet.com](mailto:ian.miller@avnet.com)

If the VAD Partner Program is not suitable for you, please ask Sarah or David about the Star Partner Program.