

# Server Virtualization Solution Competency

## Overview

### THE SERVER VIRTUALIZATION SOLUTION COMPETENCY IS RIGHT FOR PARTNERS WITH

- A desire to grow your business beyond general IT services
- Customers coming to you to help them take advantage of virtualization
- Interest in creating a foundation for cloud solutions and services

### Why Achieve the Server Virtualization Solution Competency?

**10x Cloud services growth:** Industry analysts predict global spending on professional services around building or implementing cloud services will grow 10x faster than overall IT services and expect it to reach \$16.7B in 2015.\*

The Server Virtualization Competency helps Partners take advantage of this opportunity by achieving expertise in virtualizing and consolidating server environments and developing foundational virtualization skill sets and practices.

**Greater annual sales:** VMware research has shown that attaining the Server Virtualization Competency can result in 3.5x greater annual sales.\*

The Server Virtualization Solution Competency validates a depth of knowledge, commitment and experience to potential customers and helps accelerate your customers' shift to cloud computing in whatever form (private, public or hybrid) as you build a differentiated organization.

### With the Server Virtualization Solution Competency, you gain:

- Sales and Technical trainings to sell, design and deliver VMware virtualized business continuity and disaster recovery solutions with confidence
- Solution Enablement Toolkits (SETs) that help you get to market faster by giving you the tools, templates and rich sales and services IP to create your own unique, branded solutions

**More Efficiency and Control. Less Cost.** IT customers are looking to ensure availability, security and scalability of their business applications while reducing expenses and resources. The Server Virtualization Solution Competency enables you to help customers run these applications with confidence and respond faster to the needs of their business – with the hardware and infrastructure solutions of their choice. Why Achieve VMware Solution Competencies?

Attaining a Solution Competency gives you a proven route to more revenue and profitability by arming you with the knowledge and tools to:

- Accelerate deals by selling your own, branded solutions
- Multiply profits with more rebates, larger deals, more volume and greater services margin
- Lead customers to IT Transformation with the proven leader in virtualization and cloud infrastructure

### BENEFITS AT A GLANCE

- **Virtualization and cloud expertise through no-cost online learning** to promote and build out an accredited, knowledgeable team or practice
- **New opportunities** to take advantage of the tremendous virtualization and cloud opportunity and move beyond general IT solutions
- **Financial incentives and rebates** for new customer acquisition and cross-selling deals
- Make your IT customers heroes by **helping them achieve lower costs while delivering IT infrastructure as an easily accessible service**
- **Resources to help speed sales** including product betas, Solution Enablement Toolkits (SETs), Grid campaigns, and more
- Higher and faster ROI with **minimal investment required to achieve accreditations**

**Server Virtualization Solution Competency Requirements**

In order to give you flexibility and choice, the training path for Server Virtualization Competency trainings includes free, self-paced eLearning courses, which may be taken as schedules permit. Competencies are attained by groups of employees in your company rather than individuals attaining the entire Competency.

**Complete 2 VSP, 2 VTSP and 1 Technical Post Sales accreditation listed below:**

Training	Sales	VSP - SV (Server Virtualization) <i>3 hours eLearning OR ½ day Boot Camp (instructor-led)</i>							
	Technical Sales	VTSP - SV (Server Virtualization) <i>8 hours eLearning OR 1 day Boot Camp (instructor-led)</i>							
	Technical Post-Sales	vSphere Upgrade: Install, Configure, Manage	OR	vSphere with Operations Management: FastTrack	OR	VCP Certification	AND	vSphere Design Workshop	OR

For the accreditation/certification versions that currently qualify, please go to Partner University.

**Associated Products**

Partners will earn credit for selling the following solutions: VMware® vSphere®, VMware vSphere® with Operations Management™, VMware® vCenter™ Server and VMware vSphere® Data Protection™ Advanced

**Next Steps**

1. Choose and [Complete Server Virtualization Solution Competency Courses](#) on Partner University.
2. Submit online enrollment form on Partner Central.

**Additional Information**

- For more information on the Server Virtualization Solution Competency benefits, incentives go to: <http://www.vmware.com/go/competency/iv>
- For Server Virtualization Solution Competency training details go to Partner University: <http://www.vmware.com/go/partneruniversity/ivcompetency>
- For more on all the Competencies: [www.vmware.com/go/competencies](http://www.vmware.com/go/competencies)
- All other questions, please contact: [partnernetwork@vmware.com](mailto:partnernetwork@vmware.com)

\* Based upon VMware and industry research



Your Cloud Advantage

Accelerate IT. Accelerate Your Business