VMware

VMware Solution Provider Program & VMware Service Provider Program

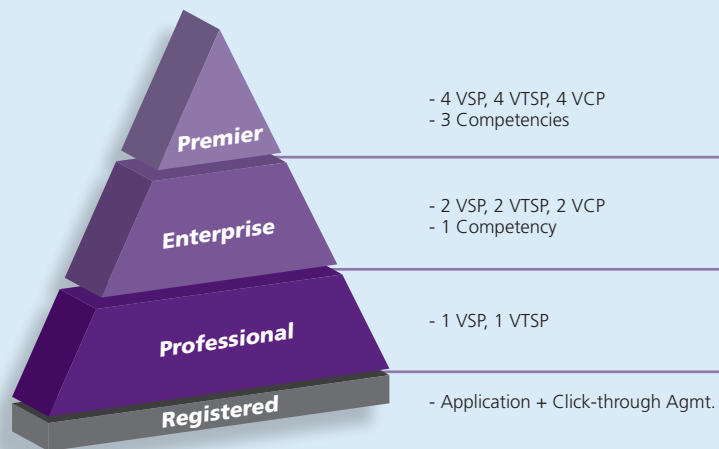The VMware Partner Network provides unique solutions and offers unparalleled value. As a VMware partner, you have exclusive access to information and tools, allowing your company to build revenue and grow virtualisation practice through tailored content, specific to your needs.
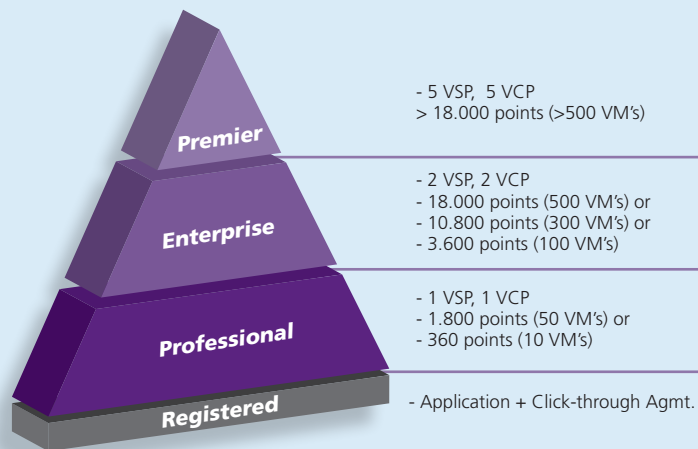
The VMware Solution Provider Program has the following partner levels:

For Partners that offer hosted services to end customers, the VMware Service Provider Program was set up:

SOLUTION PROVIDER REQUIREMENTS

Premier
- 4 VSP, 4 VTSP, 4 VCP
- 3 Competencies

Enterprise
- 2 VSP, 2 VTSP, 2 VCP
- 1 Competency

Professional
- 1 VSP, 1 VTSP

Registered
- Application + Click-through Agmt.

SERVICE PROVIDER REQUIREMENTS

Premier
- 5 VSP, 5 VCP
- > 18.000 points (>500 VM's)

Enterprise
- 2 VSP, 2 VCP
- 18.000 points (500 VM's) or
- 10.800 points (300 VM's) or
- 3.600 points (100 VM's)

Professional
- 1 VSP, 1 VCP
- 1.800 points (50 VM's) or
- 360 points (10 VM's)

Registered
- Application + Click-through Agmt.

Global Knowledge, the world's leading VMware Authorised Training Centre (VATC) and VMware's Global Education Partner of the Year, has a range of competitively priced bundles. They have been compiled to help you become a VMware partner, maintain your status or accelerate you to the highest level, Premier Partner.

Course code	Course Title	VMware Solution Provider Program				VMware Service Provider Program		
		Premier *	Enterprise *	Professional v4 to Enterprise Upgrade **	Professional	Premier **	Enterprise **	Professional **
VSICM	VMware vSphere 4: Install, Configure, Manage			2		5	2	1
VMWN	VMware vSphere 4: What's New	4	2					
VCP-410	vSphere 4 Exam Voucher	4	2	2		5	2	1
VSP	VMware Sales Professional	4	2		1	5	2	1
VTSP	VMware Technical Sales Professional	4	2		1			
VSCP	VMware vSphere 4: Capacity Planner (Partner Only)	1	1	1				
VSD	VMware vSphere 4: Design Best Practices (Partner Only)	1	1	1				
VSMA	VMware vSphere 4: Manage Availability	1						
VMSRM	VMware Site Recovery Manager	1						
VMVIEW	VMware View: Install, Configure & Manage	1						
VMVD	VMware View: Design Best Practices	1						

* Bundles based on students who already obtained VCP-310 and therefore will attend the What's New-course
** Bundles based on students who didn't obtain VCP-310

If you are interested in a VMware bundle or need further advice, please contact one of our training consultants at www.globalknowledge.net/locations or e-mail: info@globalknowledge.net

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