

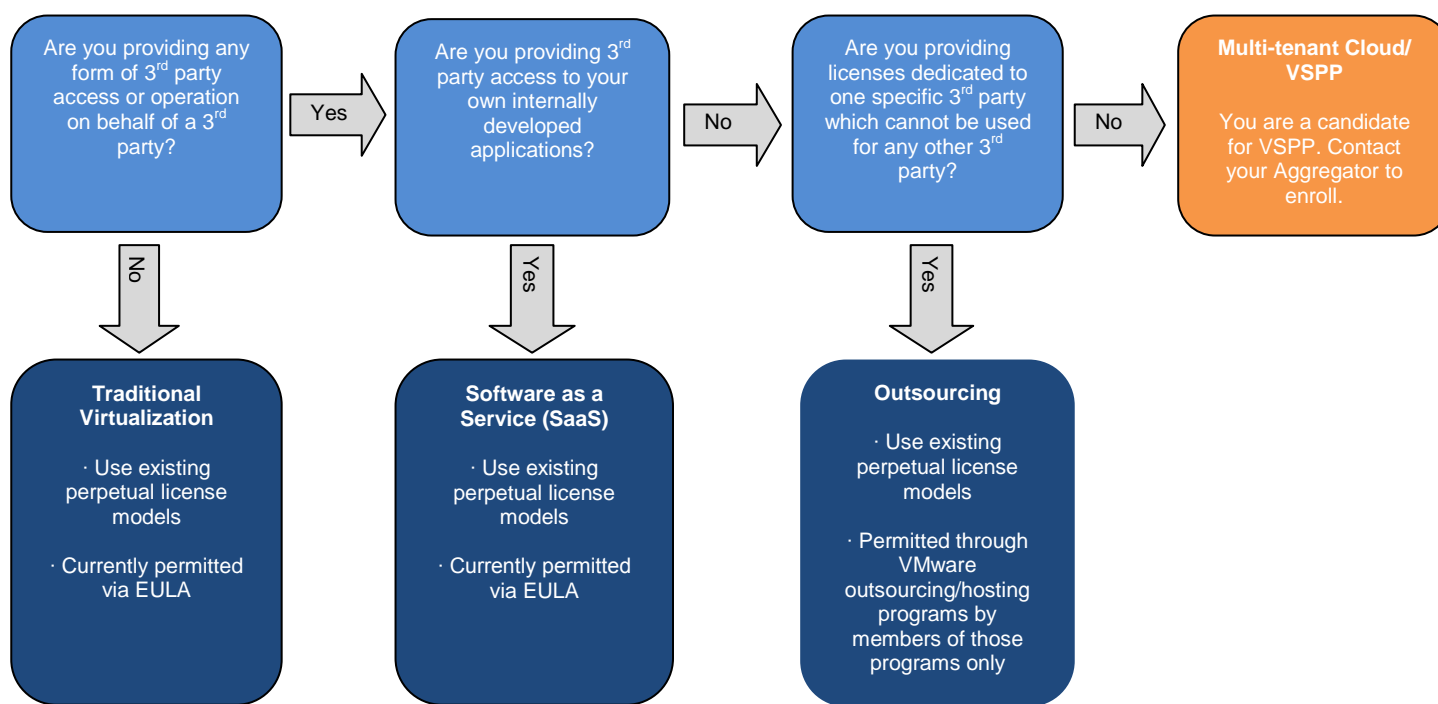
# VMware® Service Provider Program

VSPP Overview – Q4 2012

VMware is uniquely positioned to help Service Providers develop their cloud computing business due to its leading position in enterprise virtualization and visionary cloud computing goals. Partnering with VMware helps you succeed in three major areas: growing your revenue, differentiating your offerings and accelerating your growth opportunities.

The VMware Service Provider Program (VSPP) was created for partners who offer cloud computing and/or hosted IT services to enterprise and SMB organizations. Through a product subscription model, VSPP allows partners flexibility in offering virtualization solutions, applications and services to their customers with no up-front expenses. VSPP is the ideal solution for various types of VMware partners who offer hosted services to 3<sup>rd</sup> parties, such as Cloud Service Providers, Application Service Providers (ASPs), Internet Service Providers (ISPs), Platform as a Service (PaaS) Providers and Infrastructure as a Service (IaaS) Providers.

Follow the flow chart below to determine if VSPP is the right program for your company:



## Program Overview:

- Use VMware software on a subscription basis with no start-up costs
- Expand revenue streams with new lines of business based on VMware product portfolios including: Virtualization and Cloud Infrastructure, Cloud Application and End-user Computing
- License VMware products through a points-based model where each product is equivalent to a set number of points per month
- Commit to a minimum monthly point plan worth 360, 1,800, 3,600, 10,800, 18,000 or 30,000 points based on estimated usage
- Enter into an agreement with, report usage to and pay monthly invoiced amount to a VMware Authorized VSPP Aggregator
- Report usage each month and pay the agreed to minimum and any overages
- Acquire the latest VMware product versions
- Get production level support included for products rented under the VSPP subscription program
- Enjoy larger discounts with an increased minimum commitment
- With contract, obtain an automatic amendment to the VMware product EULA to allow for hosting and rental rights

## Service Provider Program Requirements and Benefits by Level (Developed Countries)

### Requirements

Minimum 4 VCPs  
(Two VCPs for developing countries)  
Signed contract with Aggregator at 18,000 points or above

Minimum 2 VCPs  
(One VCP for developing countries)  
Signed contract with Aggregator at 3,600 points or above

Minimum 1 VCP  
Signed contract with Aggregator at 360 points or above

Application and Click-Through Agreement  
No VCP requirement to enter into a signed contract

PREMIER

ENTERPRISE

PROFESSIONAL

REGISTERED

### Benefits

Enterprise level benefits plus:  
-MDF, social media, co-branded activities, account management support and vCloud Datacenter badge (by invitation) \*

Professional level benefits plus:  
-IUL licenses, vCloud Powered badge (by application with 3600 point contract or higher) and press release support

Registered level benefits plus:  
- NFR licenses, Cloud Test Demonstration Environment, partner directory listing and branding

Access to Partner Central, training discounts, events, program communications and VMware Virtualized badge (based on criteria)

Note: Service Providers must complete a VMware accreditation course to qualify as having a VMware Certified Professional (VCP). VCP requirements are lower for developing countries.

\*All are proposal based or by invitation only

### Available Products:

#### Desktop & End-User Computing Layer

VMware View™ Premier  
VMware View™ Enterprise  
VMware® ThinApp® Client  
VMware Mirage  
Zimbra Collaboration Server™ (ZCS) Professional Edition  
Zimbra Collaboration Server™ (ZCS) Standard Edition  
Zimbra Collaboration Server™ (ZCS) Business Email Edition  
Zimbra Collaboration Server™ (ZCS) Business Email Edition Plus

#### Cloud Application Platform Layer

VMware® vFabric™ Suite Advanced  
VMware® vFabric™ Suite Standard  
VMware® vFabric™ Data Director  
VMware® vFabric™ Hyperic®  
VMware® vFabric™ GemFire®  
VMware® vFabric™ SQLFire Enterprise Edition  
VMware® vFabric™ Application Director for Provisioning

#### Virtualization & Cloud Infrastructure Layer

VMware vCloud® Service Provider Bundle – Premier Plus  
VMware vCloud® Service Provider Bundle – Premier  
VMware vCloud® Service Provider Bundle – Standard  
VMware vCloud Integration Manager  
VMware vCenter™ Operations Management Suite Enterprise Edition  
VMware vCenter™ Operations Adapter for Network Devices  
VMware vCenter™ Operations Adapter for 3<sup>rd</sup> Party Data Sources  
VMware vCenter™ Server Heartbeat™  
VMware vCenter™ Site Recovery Manager™  
VMware vCenter™ Protect Standard for Server  
VMware vCloud Networking and Security  
Cisco Nexus® 1000V

### How to join:

1. Register at:  
<http://www.vmware.com/partners/programs/service-provider>  
  
(If you are already a VMware Partner, you can cross-enroll on Partner Central)
2. Accept the terms of the VSPP Click-Through Agreement during registration
3. The VMware Program Operations team will approve you as a Service Provider within 2-4 days
4. Enter into an agreement with your selected VMware Authorized VSPP Aggregator. To find an Aggregator in your area, go to Partner Locator at:  
<http://partnerlocator.vmware.com>

### Questions?

**Contact: Authorized VSPP Aggregator Ingram Micro**  
**Ingram Micro VSPP Specialists:**  
**Email:** [Curtis.Magnuszewski@ingrammicro.com](mailto:Curtis.Magnuszewski@ingrammicro.com)  
**Phone:** 800-705-7057 option 4  
**Email:** [cloud.infrastructure@ingrammicro.com](mailto:cloud.infrastructure@ingrammicro.com)

**Visit VMware Marketplace on Ingram Micro Cloud**  
<http://www.ingrammicrocloud.com>

