

VMware vCloud Air Network with Insight.

Service Provider Partnership

Insight
October 2016

vmware®

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vCloud Air Network Program

For Service Providers to facilitate a successful partnership with VMware through subscription licensing, support, and tools enabling partners to develop, promote, and sell their products, services, and solutions

vCloud Air Network Program

Offers the ability to deliver and make use of any VMware software offerings without the need to buy separate licenses

Access to hundreds of license keys are at your fingertips,
and you only pay for what you use!

VMware vCloud Air Network Partner Journey



Freedom of Choice

Build the cloud business you want and your customers need with the flexibility of diverse business models – allowing for continued growth and profitability.



Deliver Cloud Services

Enable efficiency, agility, and security for your customers across their choice of clouds, devices, and workloads. VMware-based services solve your customers' challenges of moving workloads freely and enabling digital business safely.



Differentiate Your Business

Tap into a market of over 500,000 VMware customers looking to move workloads to a compatible cloud. VMware-led awareness and demand-generation campaigns communicate the power of the vCloud Air Network ecosystem.



Be a Trusted Advisor

With the freedom to deliver differentiated services and enabled through IP which helps you design, implement, and operate your cloud platform, you will be your customer's trusted advisor for their cloud strategy.

Based on Subscription Point Plans – Think Cell Phone Minutes

- We work as a VMware Authorized Aggregator
 - Each product available on the contract has an associated point value
 - Rental requires minimum commitment of 12 months
 - ALL contracts include EULA amendment to allow use of VMware products in hosted environments
 - Contract Minimum Monthly Commitment Levels
 - 360 Points
 - 1,800 Points
 - 3,600 Points
 - 10,800 Points
 - 18,000 Points
 - 30,000 Points
 - 100,000 Points

Partner Locator

Fields marked with * are required.

Partner Locator

Search Type: State/Province or City

Company Name: abc

Country*: UNITED STATES

State/Province: --None--

City: --None--

Partner Type: --None--

Partner Level: Aggregator

Solution Competency: Global System Integrator/Outsourcer

Global OEM Alliance

OEM Corporate Reseller

Service Provider

Solution Provider

Technology Alliance Partner

Training Center



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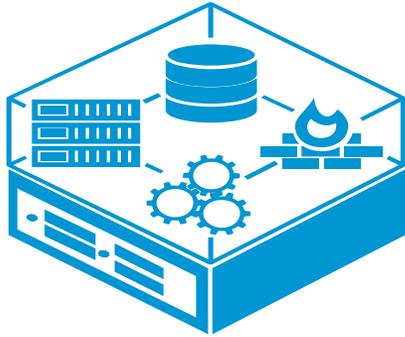
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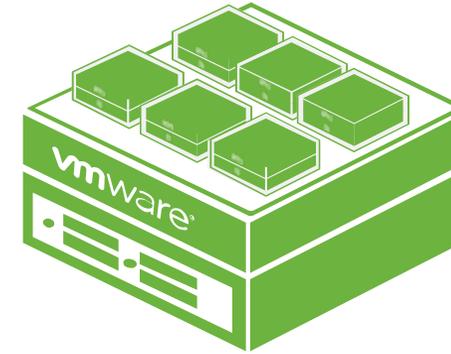
vCAN Flexible Licensing Model - for Hybrid Cloud Deployments

Service Provider Data Center



vCAN Licenses
Cross Boundaries

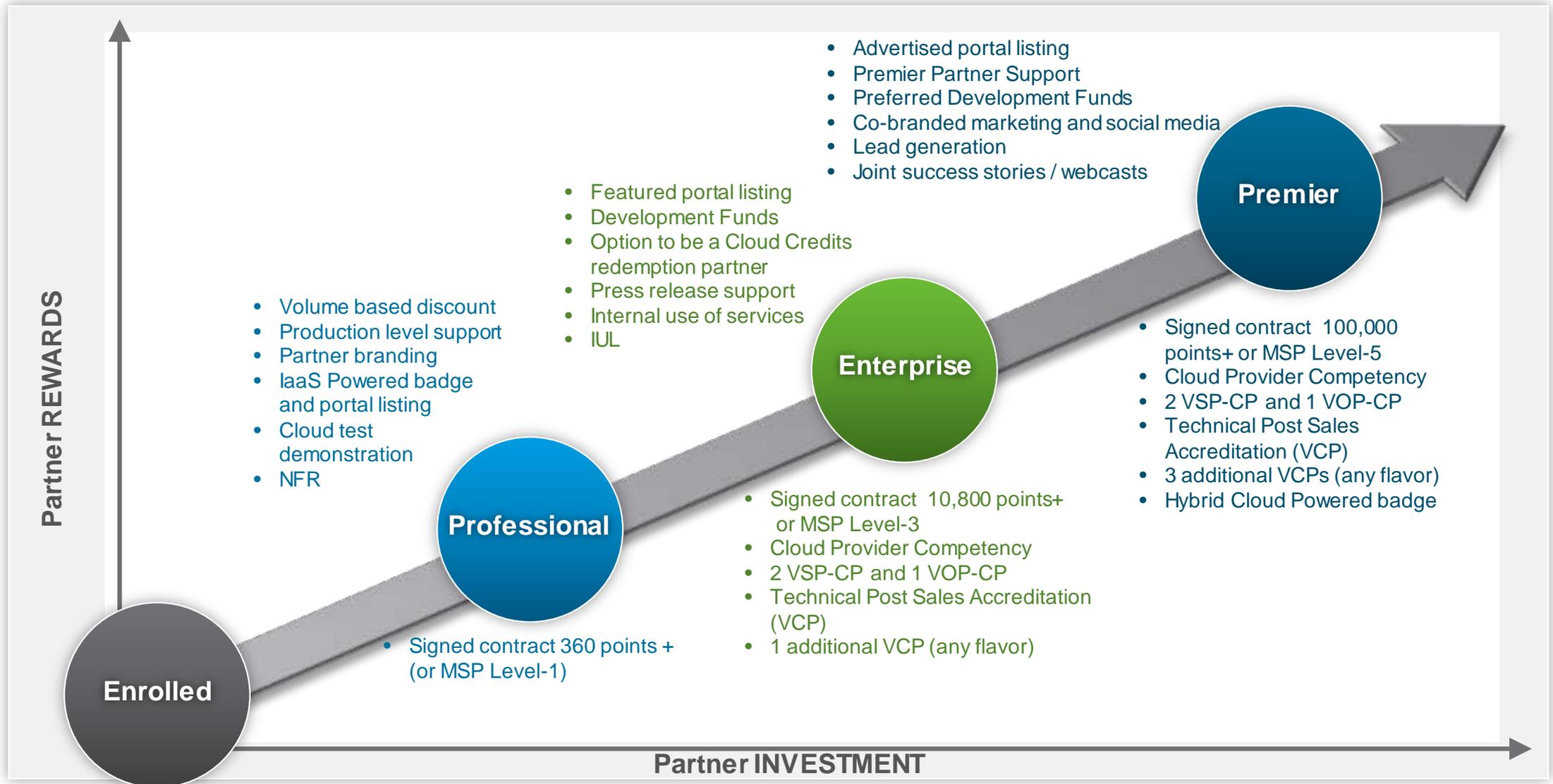
Customer Data Center



Flexible Licensing Model Benefits

- Facilitates hybrid deployments, crossing boundaries between hosting and managing:
 - Multi-tenant and dedicated hosted workloads, and
 - On-premises workloads
- Enables workloads to move between on premises and service provider data centers as needed
- Enables management and visibility across on-premises and cloud workloads

vCloud Air Network Program





vCAN Reference Documents

VMware Website and Product Information – vCAN Edge

- <https://cloudsolutions.vmware.com/>

vCloud Air Network Program Guide

- <http://www.vmware.com/content/dam/digitalmarketing/vmware/en/pdf/partners/vspp/vmw-vcloud-air-network-program-guide.pdf>

Pricing and Product Guide

- Please contact your Account Executive or vCAN representative – Logan.Carter@insight.com



Social Media Channels for vCloud Air Network



LinkedIn vCloud Air Network group



Facebook VMware Service Provider



Twitter VMwareSP



VMware vCloud Blog

Want to Learn More?

Insight has a dedicated resource for the vCAN program

Logan Carter, VMware Partner Champion – vCAN :
Logan.Carter@insight.com t. 480.889.9618

Contact your Insight Account Executive today!



Work smarter.

At Insight, we'll help you solve challenges and improve performance with Intelligent Technology Solutions™.

Learn more

