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Pre-Conference Boot Camps
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Tracks and Topics:
VMware Education Courses
SDDC - Cloud Infrastructure
SDDC - Management
SDDC - Networking & Security
SDDC - Storage & Availability
End-User Computing
Hybrid Cloud
VSP
VTSP
Certification Prep
VMware Partner Network
Cloud Foundry / Pivotal

VMware Education Courses

VMware vCenter Operations Manager: Analyze and Predict [v5.x] Boot Camp

Designed for Technical Post-sales delivery specialists, this course is ideal for experienced virtualization experts who want to gain hands-on experience with VMware® vCenter™ Operations Manager™ standard edition. Students will learn about major and minor badges and their underlying metrics, and how these badges can quickly help administrators find root causes of common operational issues in a vSphere environment. Plus, learn about how to create custom heat maps, use smart alerts to detect system issue, and create reports.

- When: Wednesday, February 12, 10:30 a.m. to 6:00 p.m. and Thursday, February 13, 8:30 a.m. to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Until January 6, 2014: $658 USD. Between January 7, 2014 and February 7, 2014: $987 USD. Onsite registration: $1,645 USD.

VMware vCenter Configuration Manager for Virtual Infrastructure Management [v5.x] Boot Camp

Designed for Technical Post-sales delivery specialists, this hands-on training course builds your skills with VMware® vCenter™ Configuration Manager™. It provides you with the knowledge and skills to install and configure vCenter Configuration Manager, navigate the user interface, manage compliance, and

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perform administrative and configuration tasks against your physical and virtual infrastructure. You learn how to manage Active Directory (AD), create and use compliance templates, use vCenter Configuration Manager for patching, deploy operating systems and Windows software applications, use vCenter Configuration Manager tools to download, import and export compliance templates, and view and collect debug information.

- When: Saturday, February 8 – Monday, February 10, 8:30 a.m. to 5:30 p.m. daily
- Location: Moscone West, Room TBD
- Cost: Until January 6, 2014: $990 USD. Between January 7, 2014 and February 7, 2014: $1,485 USD. Onsite registration: $2,475 USD.

VMware vSphere: Design Workshop [v5.x] Boot Camp

The goal of this course is to equip consulting professionals with the knowledge, skills, and abilities to achieve competence in designing a VMware vSphere® 5 virtual infrastructure. Given an organization's constraints and requirements, the infrastructure should be available, scalable, manageable, and secure while meeting the organization's business objectives. The course is based on VMware ESXi™ and VMware vCenter Server™ 5. This course discusses the benefits and risks of available design alternatives and provides information to support making sound design decisions. This course also provides an opportunity to practice your design skills by working with peers on a design project.

- When: Saturday, February 8 – Monday, February 10, 8:30 a.m. to 5:30 p.m. daily
- Location: Moscone West, Room TBD
- Cost: Until January 6, 2014: $1,078 USD. Between January 7, 2014 and February 7, 2014: $1,617 USD. Onsite registration: $2,695 USD.

VMware Horizon Mirage: Install, Configure, Manage [v4.0] Boot Camp

This hands-on training course builds your skills in installing, configuring, and performing common administrator tasks and end user tasks with the VMware® Horizon Mirage™ software. This course is based on the Horizon Mirage 4.0 release.

- When: Saturday, February 8 – Sunday, February 9, 8:30 a.m. to 5:30 p.m. daily
- Location: Moscone West, Room TBD
- Cost: Until January 6, 2014: $658 USD. Between January 7, 2014 and February 7, 2014: $987 USD. Onsite registration: $1,645 USD

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VMware View: Design Best Practices [v5.x] Boot Camp

This course presents a methodology for designing a VMware® View™ solution for the VMware vSphere® infrastructure. The design methodology includes recommendations for the type of information and data that must be gathered and analyzed to make sound design decisions for client systems, desktop options, the vSphere infrastructure, and View components. VMware recommended best practices are presented during each phase of the design process. You will work with other participants to design a View solution for a real-world project.

- When: Saturday, February 8 – Monday, February 10, 8:30 a.m. to 5:30 p.m. daily
- Location: Moscone West, Room TBD
- Cost: Until January 6, 2014: $1,078 USD. Between January 7, 2014 and February 7, 2014: $1,617 USD. Onsite registration: $2,695 USD.

VMware Horizon View: Install, Configure, Manage [v5.2] Boot Camp

This hands-on training course builds your skills in the VMware Horizon View™ suite of products: VMware View Manager, VMware View Composer, and VMware ThinApp®. This course is based on the View 5.2 and ThinApp 4.7 releases.

- When: Saturday, February 8 – Monday, February 10, 8:00 a.m. to 6:00 p.m. daily
- Location: Moscone West, Room TBD
- Cost: Until January 6, 2014: $1,318 USD. Between January 7, 2014 and February 7, 2014: $1,977 USD. Onsite registration: $3,295 USD.

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SDDC - Cloud Infrastructure

Architecting Virtualized Business Critical Applications Boot Camp

An interactive series of workshops designed to teach the attendee how to architect a multi-tier business critical application on vSphere. The session will begin with a set of data points that you can use to have conversations with your customers about virtualizing business critical applications on vSphere, including how to address the concerns of the applications owners. A review of common best practices for virtualizing Database systems to achieve the best in

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performance, scalability, and availability while maximizing the use of hardware resources and software licenses. Next, the attendees will apply what they've learned to design a solution for a real-world customer scenario. Best practices for virtualizing MiddleWare and Presentation Layer systems to achieve the best in performance, scalability, and availability while maximizing the use of hardware resources. Finally we will focus on moving a multi-tier application into your production environment, complete with monitoring (vCOPs), automation (vCAC/vCO/AppDir), and business continuity (SRM). Next, the attendees will apply what they've learned to design a solution for a real-world customer scenario.

- When: Saturday, February 8 – Sunday, February 9, 8:30 a.m. to 5:30 p.m. daily
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

Learn How to Whiteboard And Sell SDDC Solutions Workshop

You heard a lot about the Software Defined Data Center (SDDC) but how to effectively demonstrate the value of the SDDC architecture to your customers? This interactive session will teach you how to showcase SDDC to your customers using white boarding techniques. You will learn from VMware sales and product marketing experts how to qualify opportunities, handles objections and drive sales to completion. Join us for this unique opportunities to sharpen us your skills and successfully sell SDDC solutions such as vCloud Suite and VSOM.

- When: Tuesday, February 11, 1:30 to 3:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

Jumpstart the SDDC Journey: Using VMware Infrastructure Planner to Accelerate Sales of the SDDC Workshop

In this session VMware partners will learn about VMware Infrastructure Planner, a free sales tool that accelerates sales of the software-defined data center. The session will cover how to position the tool with customers, when to use it during the sales cycle, what are the ideal customer segments, and which VMware products and suites the tool can help sell. The session will consist of a hands-on-lab, demo from a product expert, and a sales tactics Q&A with a VMware Systems Engineer who has experience successfully using Infrastructure Planner with customers. This session will be related to the vCloud Suite, vSOM, and SDDC PEX sessions. These particular sessions will prompt partners to attend the VMware Infrastructure Planner by highlighting its sales benefits and value to customer, and by offering $10 gift cards/raffle for iPad/other small incentives to

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attend the Infrastructure Planner session. The incentive prize would be claimed at the Infrastructure Planner session. VMware Infrastructure Planner may also announce a promotional incentive program (TBD) at the session. The program will be designed to generate new SDDC deal opportunities. The program may be similar to the existing incentive program that Infrastructure Planner is currently running with partners in the cloud accelerate program.

- When: Thursday, February 13, 1:30 to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VMware Sales Professional (VSP 5.5) Boot Camp

VMware Sales Professional Accreditation (VSP) is a free online sales training program providing baseline knowledge to enable successful selling of VMware products and Solutions.

- When: Sunday, February 9, 8:30 a.m. to 12:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VSP-IV (Infrastructure Virtualization 5.5) Boot Camp

VSP – IV is designed to help you, a VMware Sales Professional, successfully sell VMware's infrastructure virtualization solution: vSphere with Operations Management, also known as vSOM. vSphere with Operations Management serves as the next iteration of the vSphere platform, adding capacity optimization and performance monitoring to the most trusted and adopted virtualization platform.

- When: Sunday, February 9, 1:30 to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VMware Technical Solutions Professional Program (VTSP 5.5) Boot Camp

Provides foundational architecture and design knowledge around VMware vSphere and vCenter to help Solutions Architects/Solution Engineers/Pre-Sales individuals design the best VMware solution possible give a customers requirements.

- When: Saturday, February 8, 8:30 a.m. to 5:30 p.m.
- Location: Moscone West, Room TBD

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- Cost: Free with Partner Exchange registration

VTSP-IV (Infrastructure Virtualization 5.0) Boot Camp

VTSP - IV (Infrastructure Virtualization) will take you to the next level of understanding and detail on how to identify, position and discuss design concepts focused on VMware Infrastructure Solutions. Within the VTSP - IV you will get additional information on constructing assessments, deeper technical information on Resource Management and insight into tools that can help customers within their virtual infrastructure. If you're looking to go deeper into VMware's Core virtualization platform, this badge is for you.

- When: Sunday, February 9, 8:30 a.m. to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

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SDDC - Management

vCloud Automation Center Sales Boot Camp

Attend this half-day interactive sales workshop to learn about VMware's solution for Management Automation (vCloud Automation Center, Application Director and vCenter Orchestrator). In this case-study based workshop, you will work hands-on with your peers through a number of exercises, all designed to help you sell the value of the VMware vCloud Automation Center Suite to your customers Learn how to handle competitive sales objects, qualify new opportunities and close the sale. You'll leave prepared for your next customer conversation.

- When: Monday, February 10, 1:30 to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VMware vCenter Log Insight Technical Essential Workshop

Every application and device, whether computer, network, or storage; physical or virtual; Windows or Linux, generates log messages. Messages from any single application or device contain useful information including auditing, statistics, and

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errors. When messages from multiple applications and/or devices are aggregated, a large amount of knowledge can be obtained if the information can be parsed and displayed properly. This session will focus on vCenter Log Insight, a new VMware log aggregation, correlation, alerting and reporting tool. We will be exposing some of the more advanced features that are available in the product and leveraging real environments to demonstrate the immediate value this product has to offer. You will leave the session with a better understanding of how to construct complex queries, the cost associated with the available search methods, and how to build powerful content packs for your own applications or for applications on which you rely. This session goes beyond the basics of installation and configuration of vCenter Log Insight and shows how to leverage the product to solve real-world problems.

- When: Thursday, February 13, 8:30 to 10:30 a.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VMware vCenter Operation Manager Technical Essential Workshop

This technical workshop on vCenter Operations Manager standard edition is designed for pre-sales technical partners looking to help their customers enhance performance management and better utilization of resources. You will learn about the vCenter Operations Manager vApp architecture, installation considerations, major and minor badges as well as Smart Alerts, reports and heat maps.

- When: Tuesday, February 11, 1:30 to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VMware vCloud Automation Center Technical Essential Workshop

Technical workshop, designed for a pre-sales audience, we will demonstrate how vCloud Automation Center purpose-built capabilities and policy-based governance can be used to customize the delivery of Infrastructure and Application Services to meet the unique needs of your business. We will also profile a customer case study and examine how that customer used vCloud Automation Center to leverage their existing infrastructure and tools while delivering IT services their business requires.

- When: Wednesday, February 12, 1:30 to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

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IT Business Management Standard Edition Workshop

The Standard Edition of VMware's New IT Business Management Suite provides out-of-the-box cloud costing, operational analysis, demand analysis, public cloud usage dashboards, and a public-private cloud comparison portal for Cloud Service Brokering. This is all done through simple integrations with vCenter Server and vCloud Automation Center. This workshop will take you through the installation, configuration, data discovery, cost modeling, cloud provider comparison dashboards and data reporting features of the new ITBM Standard Edition. At the end of the session you will be able to implement and demonstrate VMware's ITBM Standard Edition and provide extensive vSphere and vCloud costing information for your customer's VMware Hybrid Cloud Environment.

- When: Thursday, February 13, 8:30 to 10:30 a.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

Optimize Your Sales by Helping Your Customers Optimize Their IT Environment with vSphere with Operations Management Workshop

Industry research tells us that over 90% of VM's are over-provisioned! If you aren't helping your customers manage this ever-expanding virtualization environment, you are missing a huge opportunity! Join us to hear directly from VMware's sales team. They will share some key learnings and best practices on how to have the right discussions, ask the right questions and show customers how vSphere with Operations Management helps drive both OPEX and CAPEX costs down. We'll discuss competition and proven methodology to help you shorten the sales cycle.

- When: Tuesday, February 11, 3:30 to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

vCenter Operation Manager – Practical Reporting Workshop

vCOPs has many configuration options that can have a direct impact on the quality and usefulness of the generated reports. This workshop will take you through how to configure vCOPs to meet specific customer requirements and demonstrates how to create custom reports.

- When: Wednesday, February 12, 1:30 to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

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VSP-Management Operation (vCOPs) Boot Camp

Attend this half-day interactive sales workshop and earn credit toward the VMware Management Solution Competency. In this case-study based workshop, you will work hands-on with your peers through a number of exercises, all designed to help you sell the value of the VMware vCenter Operations Management Suite to your customers Learn how to handle competitive sales objects, qualify new opportunities and close the sale. You'll leave prepared for your next customer conversation.

- When: Monday, February 10, 8:30 a.m. to 12:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VTSP-MGMT (Management 5.6) Boot Camp

Attend this 1-day technical workshop and earn credit for the VMware Management Competency. Designed for Technical Pre-sales representatives, this newly updated covers the technical capabilities in the vCenter Operations Management Suite. Partners attending will learn how to install core solutions in the suite, position the technical value in a competitive situation, navigate and deliver a compelling demo, and discuss use cases important to not only to VI administrators, but to operations directors and line of business owners as well. After attending this course, you will be able to identify technology integration points to technical sell vCenter Operations Management into vSphere installed base accounts and attach to Cloud Infrastructure Initiatives.

- When: Tuesday, February 11, 10:30 a.m. to 6:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

SDDC - Networking & Security

Reference Design for Network Virtualization with NSX Workshop

A key benefit of Network Virtualization is that it provides increased scalability and flexibility over any IP based network infrastructure. However when designing a

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next generation datacenter, there are a number of design considerations that allow these benefits to be maximized. This session covers trends in datacenter design, such as the move towards standards based physical fabrics and increased compute density and consolidation. We will focus on how Network Virtualization when combined with a scalable and high performance Layer 3 network infrastructure meets the connectivity needs of applications and consumers by leveraging overlay networks such as VXLAN and providing integrated network services. We will cover sizing considerations and provide recommended design practices on logical networking topologies. As these designs are based on real world customer implementations, attendees will gain an understanding of these concepts can be applied to their own datacenters and use cases.

- When: Wednesday, February 12, 1:30 to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

Back to tracks & topics

SDDC - Storage & Availability

What's New in vSphere 5.5 Storage

Learn all about VMware Virtual SAN and vSphere Flash Read Cache technical under the hood details. This session will cover architecture, configuration and troubleshooting details of Virtual SAN and Flash Read Cache.

- When: Sunday, February 9, 8:30 a.m. to 12:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

Software-Defined Storage & Virtual SAN (VSAN) – Sales Boot Camp

Software-defined Storage represents the critical next phase to realize the Software-Defined Data Center vision and journey. VMware Virtual SAN is a new radically simple software-defined storage tier for VMware vSphere I environments. This Sales Workshop will provide training on how to use Virtual SAN (VSAN) to address the customer's storage pain points around management and provisioning, performance, and costs. It will include critical sales knowledge such as: what the product does, benefits, use cases, when and where to position, objection handling, etc. The Workshop will also feature a panel discussion with

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several customers who have been early users of VMware Virtual SAN. The moderated panel will provide an overview of their requirements, why they chose VSAN, and learnings. This panel discussion will give partners direct feedback on the product and insight into particular use cases.

- When: Monday, February 10, 1:30 to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

Software-Defined Storage Technical Boot Camp

This boot camp will provide attendees with an in-depth training on VMware's latest Software-Defined Storage products and technologies. The session will consist of a combination of presentations, demos, and hands-on exercises. There will be a major focus on Virtual SAN (VSAN), VMware's new scale-out storage solution, with sessions how VSAN internals, sizing and design, interop with the rest of the VMware family of products, and how to plan and execute a successful POC with customers. Other technologies such as vSphere Flash Read Cache will also be addressed.

- When: Saturday, February 8, 8:30 a.m. to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VSP-BC (Business Continuity 5.5) Boot Camp

VSP - BC (Business Continuity) will introduce you to the issues and challenges associated with maintaining business continuity, and developing a sound disaster recovery strategy. You will also learn how to identify and qualify prospects that are ripe for a VMware business continuity solution. This new version 5.5 accreditation now includes information relating to vSphere Data Protection Advanced (VDP Advanced). Attendee will receive the VSP-BC (Business Continuity) Accreditation by completing this workshop and its exam.

- When: Monday, February 10, 8:30 a.m. to 12:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VTSP-BC (Business Continuity 5.5) Boot Camp

VTSP - BC (Business Continuity) boot camp starts you down the path of being able to identify, engage and design solutions for customers around their disaster recovery and business continuity challenges. This comprehensive technical boot

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camp will explore interoperability and recommend best practices for the full set of VMware Availability products, building out a strategy from local component through to full site protection. We'll be examining individual components to talk about capabilities, and doing live demos and allowing interaction and Q&A with the audience to drive the demos as we go. See how to recover systems with vSphere Data Protection Advanced, vSphere Replication, vCenter Site Recovery Manager, AppHA, High Availability and Fault Tolerance. The instructors will include three top experts on Business Continuity in VMware's Tech Marketing group. Attendee will receive the VTSP-BC (Business Continuity) Accreditation by completing this bootcamp and its exam. VMware recommends attendees to complete VTSP and VTSP-IV prior to starting this accreditation.

- When: Monday, February 10, 8:30 a.m. to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

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End-User Computing

Doing it for Real: Architecting Horizon View Workshop

In this session you will work with VMware's most experienced field architects to create a design for Horizon View. This interactive architecture case study allows you to learn about and put into practice key design decisions for Horizon View. You will be given 4 hours working in small teams to come up with an enterprise-class View design.

- When: Thursday, February 13, 8:30 a.m. to 12:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

Horizon Mirage Architecture, How to Scale Your Deployment Successfully! Workshop

An EUC Architect will cover in this breakout session a real world overview of Mirage Best practices and Strategy, what required components should be put in place to scale Horizon Mirage successfully. Mirage is highly dependent on storage and network to deliver its critical features & functionality used by thousands of endpoints without having major impact on the network.

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Understanding the core components of the solution will help partners build a scalable Horizon Mirage solution.

- When: Tuesday, February 11, 1:30 to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

Doing it for Real: Architecting Horizon Workspace Workshop

Come hear how to architect and size Horizon Workspace for both scale and performance, from Architects that have been involved since the beginning. In this session you will get the raw numbers behind the scaling guidance, and how these were determined.

- When: Wednesday, February 12, 1:30 to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

Everything You Needed to Know to Architect vCenter Operations for View! Workshop

vCenter Operations Manager for Horizon View provides comprehensive visibility to monitor and optimize the health, performance, and efficiency of a virtual desktop infrastructure. This session will address the essential considerations and objectives that are often overlooked during the V4V architecture process. The session will address the following key concepts: business objectives, SLA and KPI concepts, sizing, scalability, security, and availability.

- When: Wednesday, February 12, 1:30 to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VMware View Storage Design in 2014 Workshop

Experienced Partners know that one of the most complex parts of the virtual desktop infrastructure to design is storage; and with inadequate storage being one of the most common causes of failed VDI deployments, it is critical to get it right. Fortunately, new features introduced in View 5.x combined with recent advances in storage technology enable innovative new ways of designing storage solutions for VMware View. Presented by the author of the storage section of the VMware View 5.x Plan and Design Guide, this session goes deep on all aspects of storage design for VMware View. Topics of discussion include: accurately calculating your customer's desktop IOPs requirements, analysis of

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the storage requirements of desktop boot compared to running state, understanding how to design for read versus write IOPs, and the impact of advanced storage technologies including View Storage Accelerator, storage tiering systems, "SAN-less" solutions, and new write caching technologies. Real world examples of both successful and failed storage designs, including how the failed designs were ultimately fixed will be presented to emphasize the lessons learned and knowledge transferred.

- When: Tuesday, February 11, 1:30 to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

Mirage Advance Design Boot Camp

Mirage Advance Design is a technical workshop geared towards architects or senior SEs who are involved in the design or specification of Mirage for large scale implementations. In the first half of the workshop we'll take you through VMware's most current large scale design guidelines, interjecting details from real customer implementations. In the second half of the workshop, you'll roll up your sleeves and work in groups on a realistic case study that will exercise your new found knowledge of Mirage design and implementation. At the end of this workshop, you'll be able to articulate the key capabilities of Mirage, the customer pain points addressed, and be able to confidently scope a customer opportunity or recommend a high level design.

- When: Monday, February 10, 8:30 a.m. to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

EUC Practice Building & Technical Workshop

[Abstract pending]

- When: Thursday, February 13, 8:30 a.m. to 12:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VSP-DV (Desktop Virtualization 5) Boot Camp

VSP - DV provides you with an overview of the desktop virtualization business opportunity, the important new features in View 5, and the sales strategies that will help you sell VMware-View-based desktop virtualization solutions effectively. It will also provide you with tips and links to resources that will help you build a

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successful desktop virtualization practice around VMware View and the other products in VMware's End User Computing portfolio.

- When: Sunday, February 9, 1:30 to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VTSP-DV (Desktop Virtualization 5) Boot Camp

VTSP - DV (Desktop Virtualization) starts you on the path to designing VMware based End User Computing Solutions for your customers. Gain technical insight and information around VMware's Horizon Suite as well as getting additional training on how to complete a technical whiteboard around a View 5 solution. VTSP-DV gets you the first overview on how these solutions can help your customers with their enterprise desktop and device problems. VMware recommends having completed VTSP and VTSP-IV prior to starting this badge.

- When: Saturday, February 8, 8:30 a.m. to 5:30 p.m. and Sunday, February 9, 8:30 a.m. to 12:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

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Hybrid Cloud

VSP-Hybrid Boot Camp

VMware vCloud Hybrid Service gives you, our partner, the opportunity to participate and gain influence in the cloud discussion with your customers & prospects. With this in mind, the VSP-Hybrid accreditation focuses on the vCloud Hybrid Service sales opportunity and is ideal for partners interested in learning how to capitalize on a recurring revenue model in what is anticipated to be a multi-billion dollar cloud infrastructure market over the next few years. Partners who want to expand their reach by offering managed services while maintaining the customer relationship and profiting from the entire user consumption life cycle will benefit most from the vCloud Hybrid Service Sales Training which covers: Market Opportunity, Best Use-cases for the Service, Competitive Landscape, Objection Handling, and Basics of Pricing, Packaging and Licensing.

- When: Monday, February 10, 8:30 to 10:30 a.m.
- Location: Moscone West, Room TBD

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- Cost: Free with Partner Exchange registration

VTSP-Hybrid Boot Camp

In this boot camp, you will further your vCloud Hybrid Service expertise by helping you gain a better understanding of the vCHS core components and service options. With detailed information covering service onboarding & deployment, migration of workloads, as well as networking and security, getting this badge ensures that you'll be able to confidently position the right Cloud solutions and services for your customers & prospects.

- When: Monday, February 10, 12:30 to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

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Certification Prep

Preparing for VMware VCAP Certification Boot Camp

This session includes VCAP Administration and VCAP Design. VCAP Administration covers the VCAP-DCA, VCAP-DTA, and VCAP-CIA certifications. It is designed to ensure candidates understand the blueprints for each track. It provides examples of the scenarios, labs, and questions within the exam. The VCAP Administration exams are VMware's equivalent to the Cisco CCIE certification, but focused on advanced administration and engineering of VMware technologies supporting a datacenter. Candidates who take this session will have an opportunity to speak with VCAP and VCDX certified individuals on experience and strategies for success. This certification is a pre-requisite for the VCDX certification. VCAP Design covers the VCAP-DCD, VCAP-DTD, and VCAP-CID certifications. It is assigned to ensure candidates understand the blueprints for each track. It provides examples of the exam in the categories of questions, drag-and-drop items, and the in-exam design tool. The VCAP Design exams provide validation of design experience as a pre-requisite to the VCDX certification.

- When: Saturday, February 8, 8:30 a.m. to 12:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

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Preparing for VMware VCDX Certification Boot Camp

VMware Certified Design Experts are an elite group of architects leading virtualization implementations around the world. Certification is achieved through the Design Defense where all candidates must submit and successfully defend a production-ready VMware Solution before a panel of veteran VCDX-holders. This popular boot camp led by John Arrasjid (VCDX001) and Mostafa Khalil (VCDX002) is now in its 6th year of preparing candidates to face the VCDX Defense Panel. This highly interactive session is a complete and engaging deep dive into the VCDX Design Defense providing tips and success strategies for: solution design selection and development; the VCDX application and supporting documentation; creation and delivery of the design overview; the VCDX design scenario; and the VCDX troubleshooting scenario. The boot camp also includes a complete exam blueprint review with strategies for maximizing scoring opportunities in each knowledge category, time management strategies, and a mock defense session with VCDX Panelists asking questions candidates can expect to field during their Design Defense. If you are pursuing the VCDX credential at VMware Partner Exchange 2014, the VCDX Design Defense Boot Camp is the ultimate preparatory tool. All 9 of the VCDX candidates who achieved VCDX at VMworld 2013 in San Francisco attended this boot camp and provided feedback on the value. This boot camp is 4 hours. Pre-requisite: Candidates preparing to sit for the VCDX Panel Defense.

- When: Saturday, February 8, 1:30 to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

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VMware Partner Network

Developing a Plan for Success Workshop

Practical advice for Professional partners who want to accelerate their path through the VPN programs. This interactive session will include an insight into tools, competency selection and live demos to help you to get the most out of your partnership with VMware.

- When: Thursday, February 13, 8:30 to 10:30 a.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

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Driving a Successful Plan for Distribution Workshop

Whether you are new to Distribution, working in an Emerging Market or you are a long standing member of the Distribution community, this workshop is designed to help you build a robust approach to your business. With insights into VMware tools, business planning and best practice guidance, this will help you get your year off to a great start.

- When: Thursday, February 13, 10:30 a.m. to 12:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

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Cloud Foundry / Pivotal

PaaS: Getting Started and How To Set Up Pivotal CF Workshop

What is PaaS and why is IaaS choice important to private PaaS success? VMware and Pivotal provide the best, most innovative solution. Learn how to install, add a service, deploy a demo application, monitor and manage a vSphere and Pivotal CF solution. In addition, you will learn about deployment considerations and capacity management on vSphere.

- When: Thursday, February 13, 10:30 to 12:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

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VSP

VMware Sales Professional (VSP 5.5) Boot Camp

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VMware Sales Professional Accreditation (VSP) is a free online sales training program providing baseline knowledge to enable successful selling of VMware products and Solutions.

- When: Sunday, February 9, 8:30 a.m. to 12:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VSP-IV (Infrastructure Virtualization 5.5) Boot Camp

VSP – IV is designed to help you, a VMware Sales Professional, successfully sell VMware's infrastructure virtualization solution: vSphere with Operations Management, also known as vSOM. vSphere with Operations Management serves as the next iteration of the vSphere platform, adding capacity optimization and performance monitoring to the most trusted and adopted virtualization platform.

- When: Sunday, February 9, 1:30 to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VSP-BC (Business Continuity 5.5) Boot Camp

VSP - BC (Business Continuity) will introduce you to the issues and challenges associated with maintaining business continuity, and developing a sound disaster recovery strategy. You will also learn how to identify and qualify prospects that are ripe for a VMware business continuity solution. This new version 5.5 accreditation now includes information relating to vSphere Data Protection Advanced (VDP Advanced). Attendee will receive the VSP-BC (Business Continuity) Accreditation by completing this workshop and its exam.

- When: Monday, February 10, 8:30 a.m. to 12:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VSP-Management Operation (vCOPs) Boot Camp

Attend this half-day interactive sales workshop and earn credit toward the VMware Management Solution Competency. In this case-study based workshop, you will work hands-on with your peers through a number of exercises, all designed to help you sell the value of the VMware vCenter Operations Management Suite to your customers Learn how to handle

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competitive sales objects, qualify new opportunities and close the sale. You'll leave prepared for your next customer conversation.

- When: Monday, February 10, 8:30 a.m. to 12:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VSP-DV (Desktop Virtualization 5) Boot Camp

VSP - DV provides you with an overview of the desktop virtualization business opportunity, the important new features in View 5, and the sales strategies that will help you sell VMware-View-based desktop virtualization solutions effectively. It will also provide you with tips and links to resources that will help you build a successful desktop virtualization practice around VMware View and the other products in VMware's End User Computing portfolio.

- When: Sunday, February 9, 1:30 to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VSP-Hybrid Boot Camp

VMware vCloud Hybrid Service gives you, our partner, the opportunity to participate and gain influence in the cloud discussion with your customers & prospects. With this in mind, the VSP-Hybrid accreditation focuses on the vCloud Hybrid Service sales opportunity and is ideal for partners interested in learning how to capitalize on a recurring revenue model in what is anticipated to be a multi-billion dollar cloud infrastructure market over the next few years. Partners who want to expand their reach by offering managed services while maintaining the customer relationship and profiting from the entire user consumption life cycle will benefit most from the vCloud Hybrid Service Sales Training which covers: Market Opportunity, Best Use-cases for the Service, Competitive Landscape, Objection Handling, and Basics of Pricing, Packaging and Licensing.

- When: Monday, February 10, 8:30 to 10:30 a.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

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VTSP

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VMware Technical Solutions Professional Program (VTSP 5.5) Boot Camp

Provides foundational architecture and design knowledge around VMware vSphere and vCenter to help Solutions Architects/Solution Engineers/Pre-Sales individuals design the best VMware solution possible give a customers requirements.

- When: Saturday, February 8, 8:30 a.m. to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VTSP-IV (Infrastructure Virtualization 5.0) Boot Camp

VTSP - IV (Infrastructure Virtualization) will take you to the next level of understanding and detail on how to identify, position and discuss design concepts focused on VMware Infrastructure Solutions. Within the VTSP - IV you will get additional information on constructing assessments, deeper technical information on Resource Management and insight into tools that can help customers within their virtual infrastructure. If you're looking to go deeper into VMware's Core virtualization platform, this badge is for you.

- When: Sunday, February 9, 8:30 a.m. to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VTSP-BC (Business Continuity 5.5) Boot Camp

VTSP - BC (Business Continuity) boot camp starts you down the path of being able to identify, engage and design solutions for customers around their disaster recovery and business continuity challenges. This comprehensive technical boot camp will explore interoperability and recommend best practices for the full set of VMware Availability products, building out a strategy from local component through to full site protection. We'll be examining individual components to talk about capabilities, and doing live demos and allowing interaction and Q&A with the audience to drive the demos as we go. See how to recover systems with vSphere Data Protection Advanced, vSphere Replication, vCenter Site Recovery Manager, AppHA, High Availability and Fault Tolerance. The instructors will include three top experts on Business Continuity in VMware's Tech Marketing group. Attendee will receive the VTSP-BC (Business Continuity) Accreditation by completing this bootcamp and its exam. VMware recommends attendees to complete VTSP and VTSP-IV prior to starting this accreditation.

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- When: Monday, February 10, 8:30 a.m. to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VTSP-MGMT (Management 5.6) Boot Camp

Attend this 1-day technical workshop and earn credit for the VMware Management Competency. Designed for Technical Pre-sales representatives, this newly updated covers the technical capabilities in the vCenter Operations Management Suite. Partners attending will learn how to install core solutions in the suite, position the technical value in a competitive situation, navigate and deliver a compelling demo, and discuss use cases important to not only to VI administrators, but to operations directors and line of business owners as well. After attending this course, you will be able to identify technology integration points to technical sell vCenter Operations Management into vSphere installed base accounts and attach to Cloud Infrastructure Initiatives.

- When: Tuesday, February 11, 10:30 a.m. to 6:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VTSP-DV (Desktop Virtualization 5) Boot Camp

VTSP - DV (Desktop Virtualization) starts you on the path to designing VMware based End User Computing Solutions for your customers. Gain technical insight and information around VMware's Horizon Suite as well as getting additional training on how to complete a technical whiteboard around a View 5 solution. VTSP-DV gets you the first overview on how these solutions can help your customers with their enterprise desktop and device problems. VMware recommends having completed VTSP and VTSP-IV prior to starting this badge.

- When: Saturday, February 8, 8:30 a.m. to 5:30 p.m. and Sunday, February 9, 8:30 a.m. to 12:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

VTSP-Hybrid Boot Camp

In this boot camp, you will further your vCloud Hybrid Service expertise by helping you gain a better understanding of the vCHS core components and service options. With detailed information covering service onboarding & deployment, migration of workloads, as well as networking and security, getting

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this badge ensures that you'll be able to confidently position the right Cloud solutions and services for your customers & prospects.

- When: Monday, February 10, 12:30 to 5:30 p.m.
- Location: Moscone West, Room TBD
- Cost: Free with Partner Exchange registration

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