Partner Professional Services Enablement Training

Clearwater, FL

Sept 29 to Oct 3, 2025
AMER Partner Activation + Professional Services Team

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Welcome and Introduction

Erica Miles + Jason Dinsdale

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- Be respectful of others and viewpoints that may be different from your own.
- Be mindful of your words and actions.
- Unacceptable behavior will not be tolerated
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VCF 9.0 Professional Services Enablement Training Agenda

Day 1 Session Details

VCF 9.0 Professional Services Enablement for Implement and Architect Partner Technical Roles ILT Session Details			TD Synnex (Clearwater, FL) Date: Sept 29th to Oct 3rd Time: Mon to Thurs - 9 to 5; Fri - 9 to 1 (Check In at 8:30)
Day	**Hours**	**Customized Onsite Live Fire Session**	**Presenters**
Day 1	**9 to 10:30**	• Transformation Consulting + Customer Migration & Roadmap	Abhishek Agarwal + Drew Dressler
	10:30 to 10:45	**BREAK**	ALL
	10:45 to 11	• VCF 9.0 Licensing + Packaging	Johnny Jagroo
	11 to 11:30	• VCF 9.0 Services Catalog	Kacy Reed
	11:30 to 12	• VCF 9.0 Repository (MDM)	Chris Hampton
	12 to 1	• **LUNCH** ○ General Lunch Session ○ The LATAM Alliance: A LATAM Partner Business Luncheon	ALL Ricardo Carraretto + Raphael Cavalcanti
	1 to 2:45	• Tools ○ Insights Portal Overview (15 min) ○ Optimization Tools (15 min) ○ Partner Project Escalation Process Review (15 min) ○ Prof Svcs Tools + Access (30 min) ○ Customer Readiness Assessment (30 min)	Kevin Mikalsen Johnny Jagroo Abhishek Agarwal Kacy Reed Andrew Hald
	2:45 to 3	• VCF 9.0 Introduction & What's New Recap	ATE (Livefire) team (Jason Dinsdale)
	3 to 3:15	**BREAK**	ALL
	3:15 to 5	• VCF 9.0 Introduction & What's New Recap (continued)	ATE (Livefire) team (Jason Dinsdale)

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VCF 9.0 Professional Services Enablement Training Agenda

Days 2 through 5 Session Details

VCF 9.0 Professional Services Enablement for Implement and Architect Partner Technical Roles ILT Session Details		TD Synnex (Clearwater, FL) Date: Sept 29th to Oct 3rd Time: Mon to Thurs - 9 to 5; Fri - 9 to 1 (Check In at 8:30)
Day	**Customized Onsite Live Fire Session**	**Presenters**
Day 2	• VCF 9.0 Upgrade Pathways (Lecture & Simulation labs)	ATE (Live fire) team (Jason Dinsdale)
	• VCF 9 Core Functionality (lecture & labs)	
Day 3	• VCF 9.0 Solution Design Workshop (case study based exercises + live interaction)	ATE (Livefire) team (Jason Dinsdale)
Day 4	• VKS / Supervisor (+ live labs)	ATE (Livefire) team (Jason Dinsdale)
	• VCF 9.0 Troubleshooting	
Day 5	• VCDX.Next Update	Andrew Hald
	• VCF Cert Exam Prep (Architect + Implement)	ATE (Livefire) team (Jason Dinsdale)
	• Learning Portal Walkthrough and Content Highlights ○ CSOD Partner Profile Setup + CertMetrics Partner Account Setup ○ RBF Path	Kimberly Wyant

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Partner Enablement Event

Accelerated motion for partners to deploy and design VCF 9.0 Solutions

Date: Sept 29th to Oct 3rd
Location: Clearwater, FL

5-day hands-on enablement workshop for services partners, focused on VMware PS methodology and full-stack VCF deployment — including installation, management, and configuration — to accelerate adoption and drive consumption.

34 Service Delivery Partners

34 unique PS delivery partners registered that span Strategic and Corporate segments

94 Technical Resources

94 technical resources with proven capabilities in one or more components of VCF

17 BRCM Instructors and Coordinators

17 leaders that the drive partner services strategy and/or oversee VCF service delivery to deliver the event program content

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VCF 9.0 Partner Enablement Expected Event Outcomes

1. Strengthen partner alignment with Broadcom Professional Services
2. Cultivate new resources for existing and future subco fulfillment
3. Drive VCF 9.0 certifications within the strategic services partners
4. Hands-on VCF 9.0 experience for Focus Partners - design, deploy, troubleshoot

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Private Cloud Adoption Journey

Abhishek Agarwal

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Outcomes / Key Messages:

- Transformations fail when customers cannot adjust their Operating model; Technology Implementation is simple.
- Focus on the Cloud Operating Model rather than just the technology
- We have well defined approach to help customer transition from existing operating model to a new cloud operating model

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Agenda

01 Meeting Customers where they are

02 Platform and Service Maturity

03 Why is this important?

04 Comprehensive Operating Model Framework

05 Example Stories & Closing Remarks

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Meeting You Where You Are

Easier and Faster VCF Value Realization

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Most Common Deployment Combinations

vSphere + Ops

vSphere + vSAN

vSphere + NSX

vSphere + Auto

vSphere w/full stack without SDDC Mgr.
OR VCF 5.x with SDDC Mgr.

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Platform and Service Maturity

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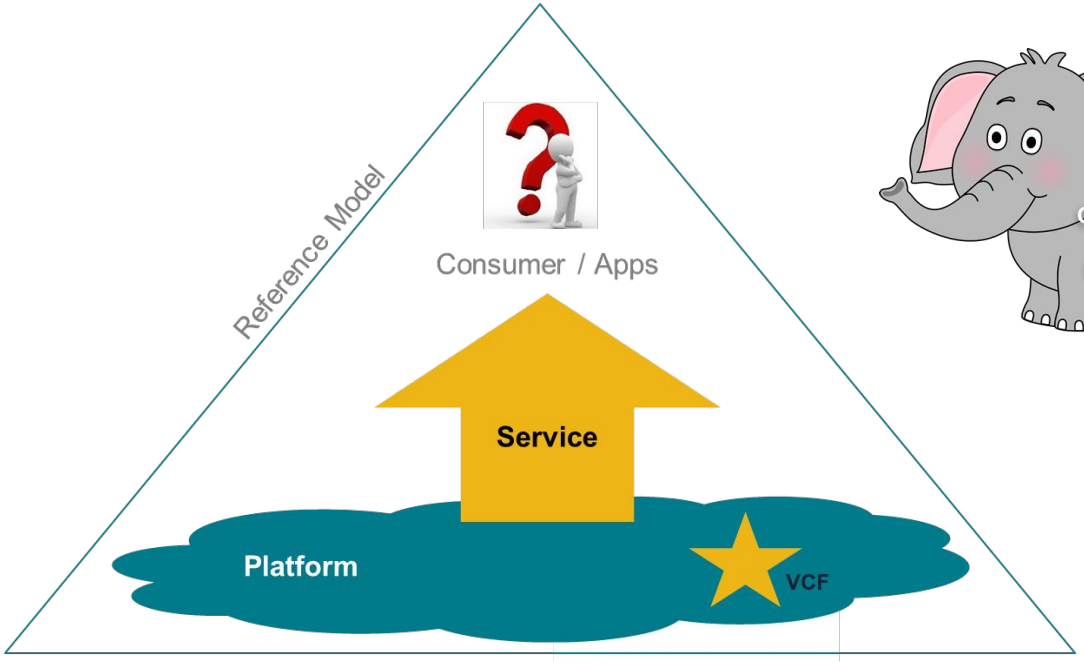
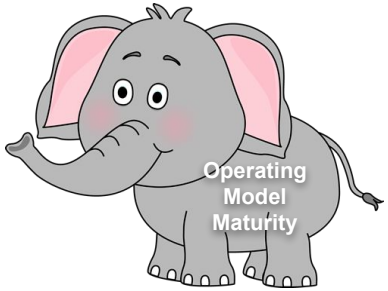
Platform & Service Maturity

IT Service Maturity

- **IT as a Service**
  - Diversified Service Catalog
  - Integrated Service Lifecycle
  - Service Lifecycle Extensibility
  - Service Metering => Chargeback
- **Platform as a Service**
  - Pre-integrated Development Stacks
  - Converged Application Platform
  - Containers & Kubernetes Service
  - Private AI/ML Service
- **Infrastructure as a Service**
  - Service Catalog
  - Service Capacity Forecasting
  - Service-oriented Budgeting
  - Service Metering => Showback

Project-based IT
- Project-oriented Budgeting
- Project-affiliated Resources





Pre-Virtual Infrastructure
- Physical Compute, Storage, Network
- Lots of Manual Operations

Virtual Infrastructure
- Internal Provisioning Portal
- Virtualized Compute & Storage Assets
- Performance Management
- Capacity & Utilization Management

Private Cloud
- Self-Service Portal
- Automated Service Fulfilment
- Automated Lifecycle Management
- Virtualized Network Assets
- CI / CD for Service Automation

- **Hybrid / Multi Cloud**
  - Cloud Bursting / Elasticity
  - Multi Cloud Telemetry
  - Multi Cloud Automation & Ops
  - Dynamic Workload Placement
  - IaC / DevSecOps / SRE

IT Platform Maturity

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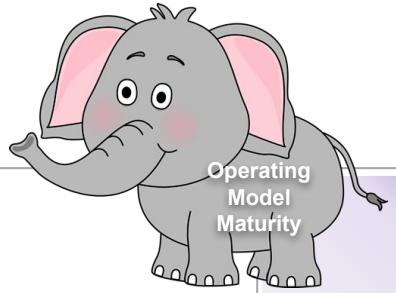

Operating Model Maturity

"Private Cloud Experience"
▸ VCF

1900's IT

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IT Platform Maturity

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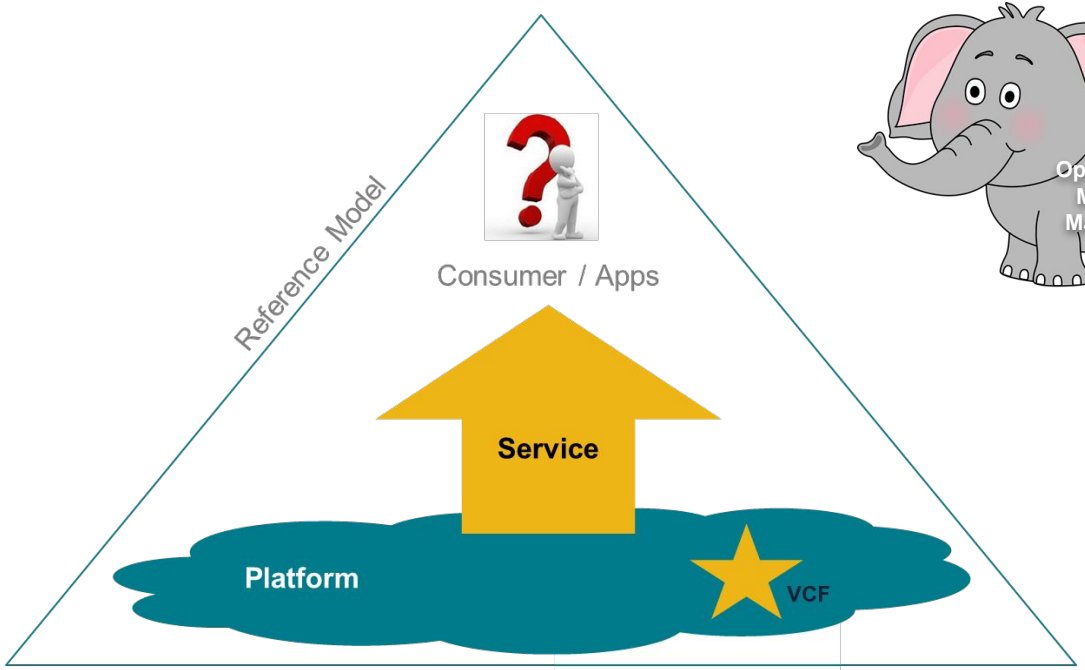
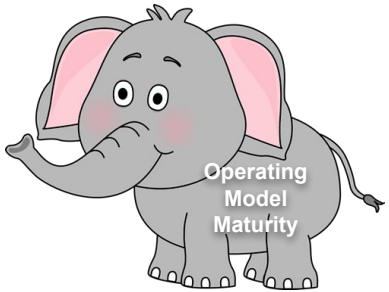
Operating Model Maturity

- Service Catalog & Automated Fulfillment
- Service Desk & Support
- Service Level Management
- Service Metering & Showback => FinOps
- Service Capacity Management & Budgeting





- Observability (= Monitoring & Alerting)
- Incident & Problem Management
- Change Management
- Lifecycle Management
- Utilization Management

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Why is this Important?

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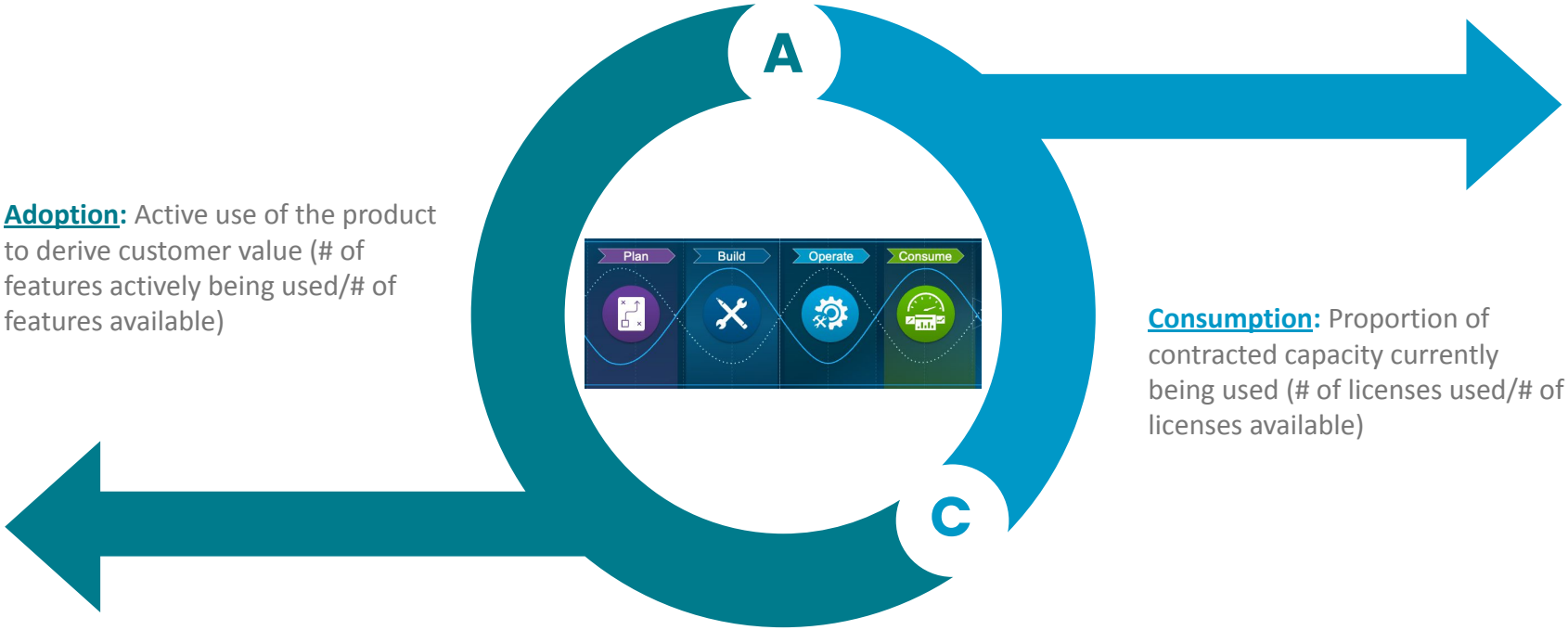
Driving Adoption and Consumption using VCF

Get to that iterative, virtuous cycle of “adoption” and “consumption”

Adoption: Active use of the product to derive customer value (# of features actively being used/# of features available)



Consumption: Proportion of contracted capacity currently being used (# of licenses used/# of licenses available)

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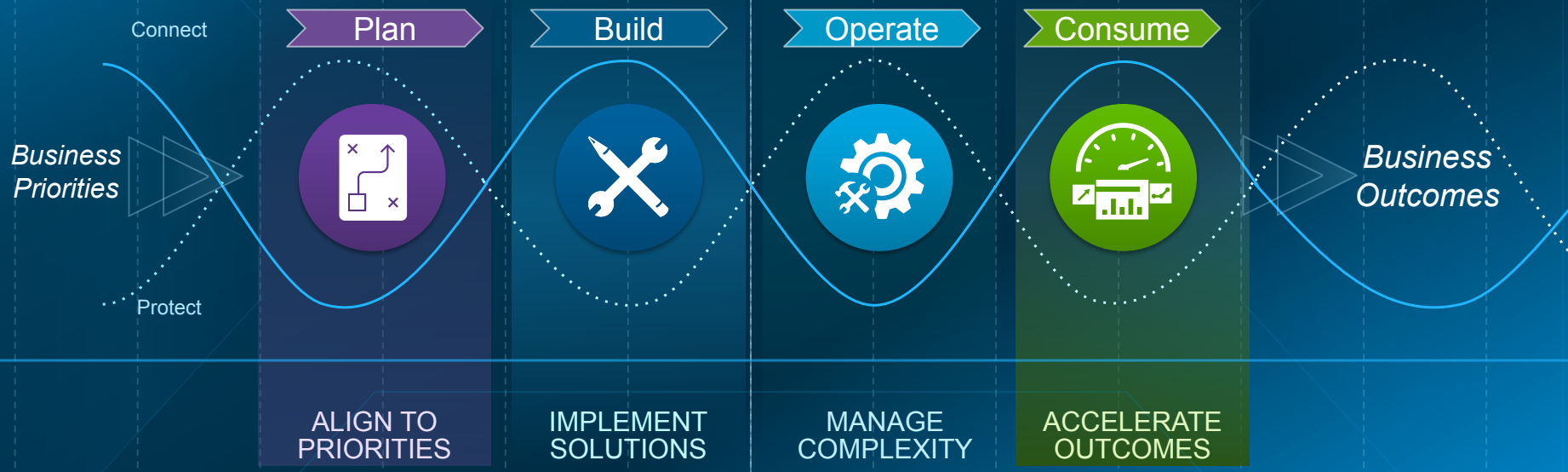
Guiding Customers at Every Step of the Journey

Plan. Build. Operate. Consume. Connect & Protect.



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Plan | Build | Operate | Consume

Connect

Business Priorities

Protect

How do we change?
(i.e., *will I lose my job*?)

What needs to migrate?

Agile? Traditional?

Jumpstart

FSA

PCMO / VVM

How do we manage incidents with VCF?

Where do applications run best?

What services should we offer?

I want a FinOps practice, just like public.

Design API Portal

Design & Deploy

How do we operate this thing?

HELP us migrate!

How do we implement services?

What does Private AI mean for us?

So complex, need simple views!

How many people do we need to run the VCF platform?

The business hates working with us, help!

This better NOT be shelfware!

What do developers expect?

You were acquired, what did you learn?

No more UI, we need APIs!

How do devs know we are secure?

Business Outcomes

70%

30%

ALIGN PRIORITIES | IMPLEMENT SOLUTIONS | MANAGE COMPLEXITY | ACCELERATE OUTCOMES

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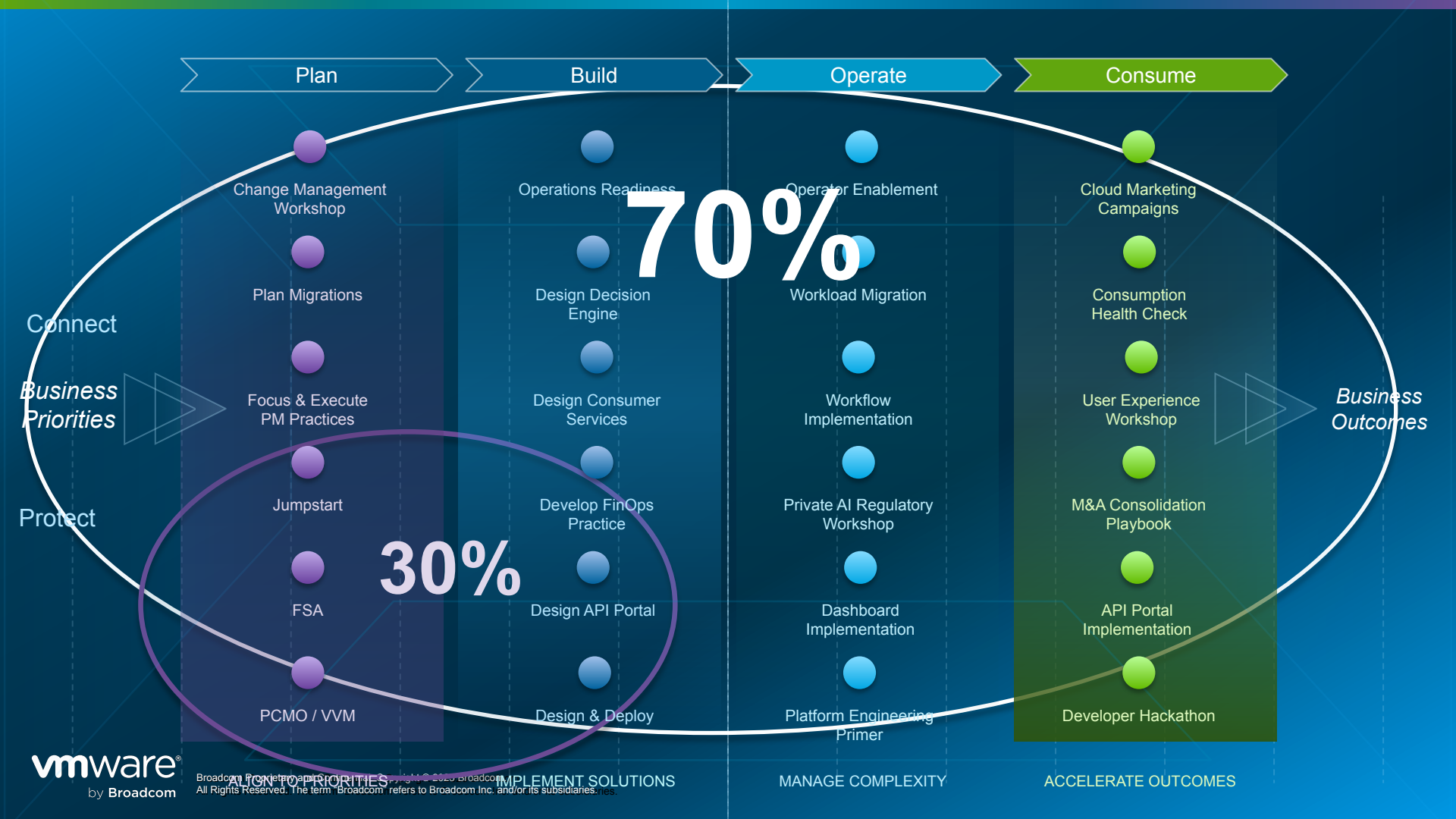

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Comprehensive Operating Model Framework

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What is a Cloud Operating Model?

5 Interconnected Elements

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The Paradigm Shift

Defining Your Operating Model: A Stir Fry Example

Building Infrastructure from Scratch

Focuses on **providing discrete IT services** (e.g., VM provisioning, database hosting, network configuration) often in response to individual requests or projects.

- Slow & Inconsistent
- High Effort
- Problematic

Ready-to-Consume Infrastructure

Focuses on **delivering integrated platforms or capabilities** that internal users (customers) consume to achieve their business outcomes.

- Customizable Menu
- Instant Consumption
- Focus on Innovation

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Key Adjustments for Modernization with VCF

Shifting to a proactive, automated, consumer-centric, and policy-driven model

Strategy & Governance

- Cloud Strategy Alignment
- Service Level Agreements & KPIs
- Policy Definition & Enforcement
- Architecture Conformity
- Stakeholder Communication

People & Organization Structure

- Roles & Responsibilities Definition (including RBAC)
- Skill Set Transformation
- Team Reorganization
- Training & Upskilling Programs

Processes & Workflows

- Automated Provisioning & Self-Service
- Lifecycle Management (LCM)
- Monitoring, Alerting & Remediation
- Cost Management
- Security & Compliance
- IT Service (ITSM) Integration

Technology & Tools Integration

- Unified Automation Platform
- Monitoring & Logging Stack
- Configuration Management Database (CMDB)
- Security Tool Integration
- Dev Toolchain Integration

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Strategy & Governance

Setting the North Star

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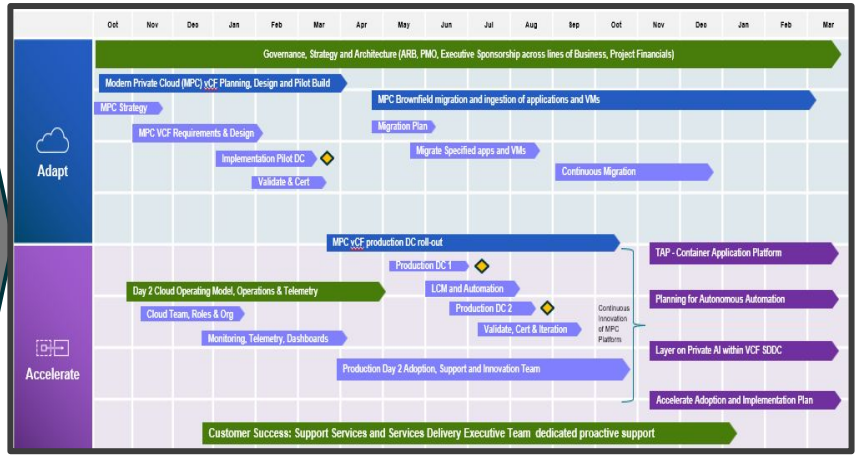
Connecting Strategy to Plan

"A Goal without a Plan is just a Wish"

IT Strategy

Objectives	Goals
Defend our Company	Improve patch and vulnerability management program Embed security into all products
Increase Cost Efficiency	Reduce the number for quarterly vulnerabilities Reduce labor costs Decrease S/W licensing costs Optimize capacity management Develop private cloud container services Reduce product and tool set
Provide Frictionless User Experience	Improve Infrastructure as Code (IAC) Automation Provide ability to easily move workloads across cloud providers Augment team skills to drive innovative solutions
Strengthen System Resiliency	Improve application high availability Improve monitoring and observability

Actionable Plan



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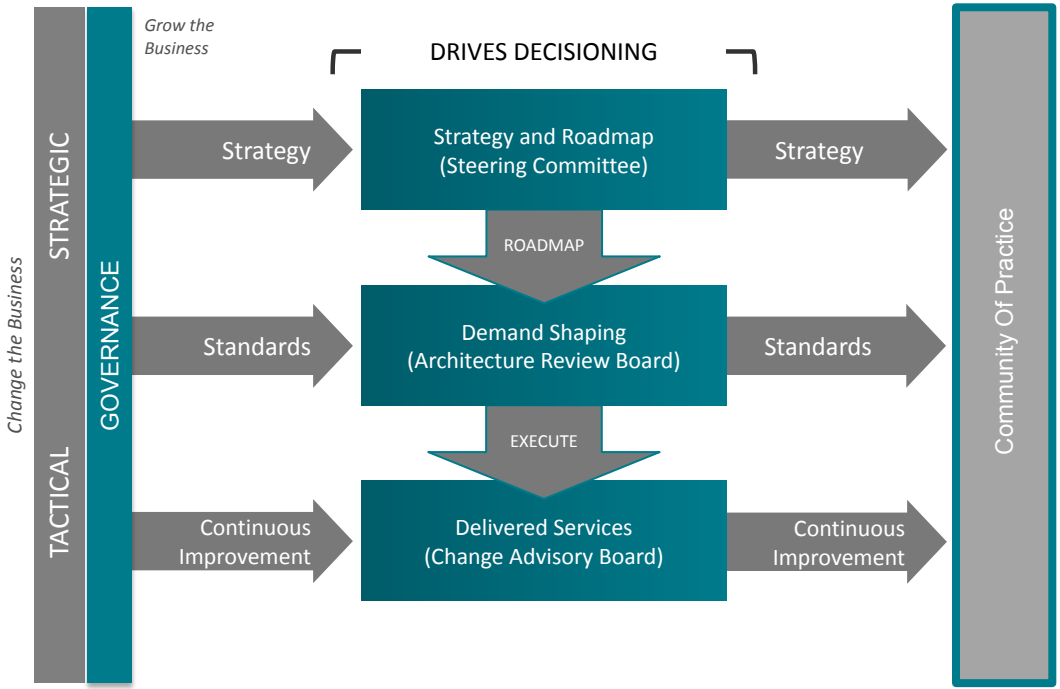
Expediting Decisions Through Governance

Embrace Adaptive Governance

Embed and automate compliance, security, and financial disciplines into the workflow from the start to ensure consistency and speed without sacrificing control



Modernization Recommendation

Create communication and a strategy that drives and shapes demand

Shift from “Permission” to “Policy & Guardrails”

Establish Cross Functional Governance Boards

Evolve CAB to “Change Policy Enforcement”

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Key Takeaways

- Foster an organizational culture where strategic intent is clearly communicated
- Establish transparent metrics and reporting that links performance to outcomes
- Implement clear, concise decision-making frameworks

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People & Organization Structure

Reshaping Teams for Modern Operations

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Legacy Organization Structure

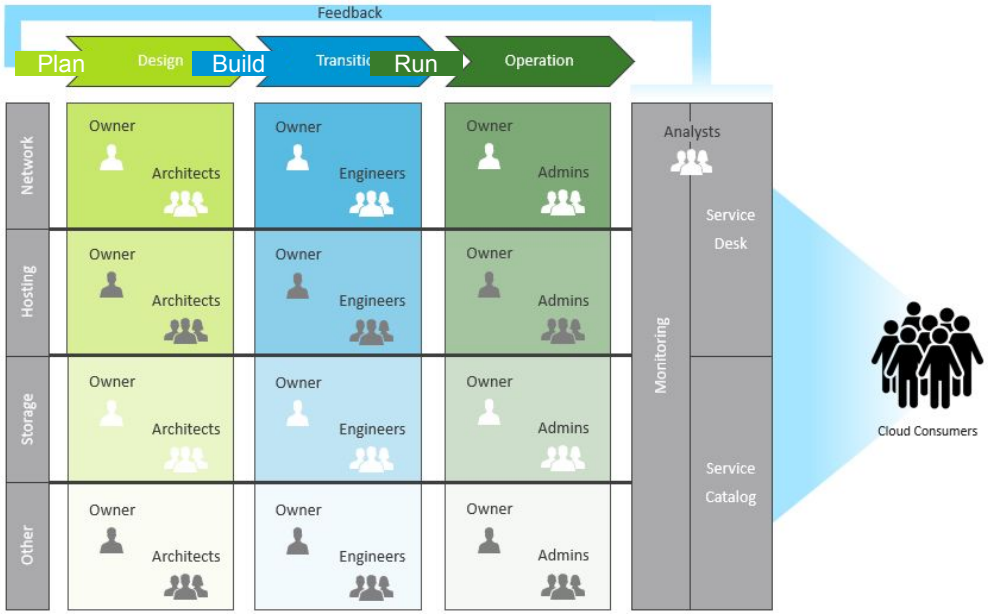
Plan, Build, Run

Current-state:

- Development teams segregated by Service Lifecycle stage AND IT functional silos
- Each team disparate; differing chains of command, reporting, and objectives
- Design, transition, and operational tasks completed by respective teams
- Development completed and passed to next team

Disadvantages:

- Rigid waterfall development lifecycle
- Dependent on exhaustive list of known requirements
- Difficult to incorporate consumer feedback or changing requirements



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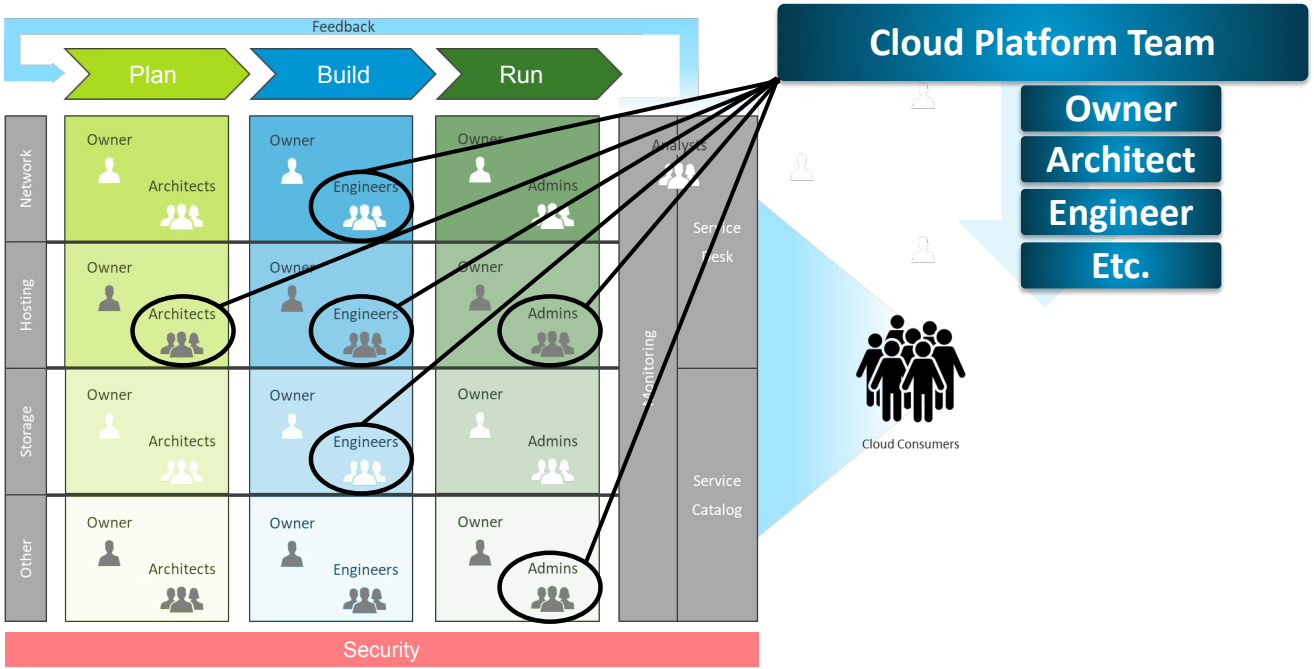
Create Future State Platform Team

Deploying a Cloud Platform Team



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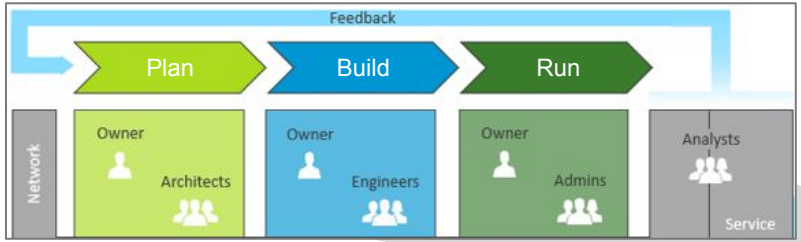
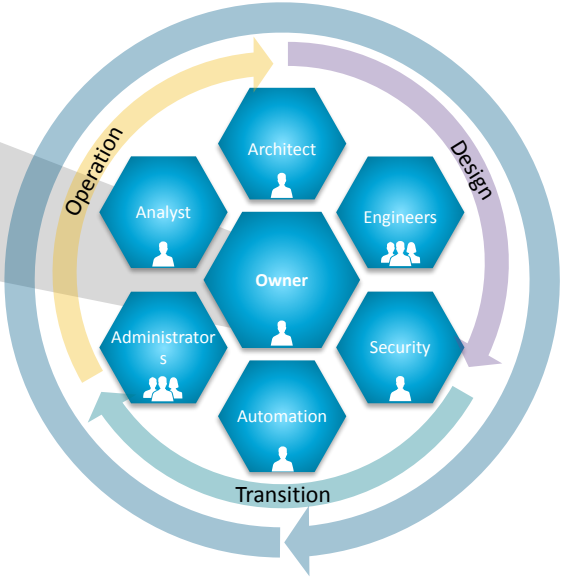
Transforming Platform Operations

How to begin the transition?





Future-state:

- Platform team aligns Service Delivery to Consumer
- Chain of command is centralized and manages all stages of the product lifecycle
- Design, Transition, and Operational tasks completed within the same team
- All stages of product development completed by the same team with continual feedback

Advantages:

- Agile development lifecycle
- Flexibility to adapt to dynamic requirements
- Constant feedback and continual improvement

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Cloud Platform Team

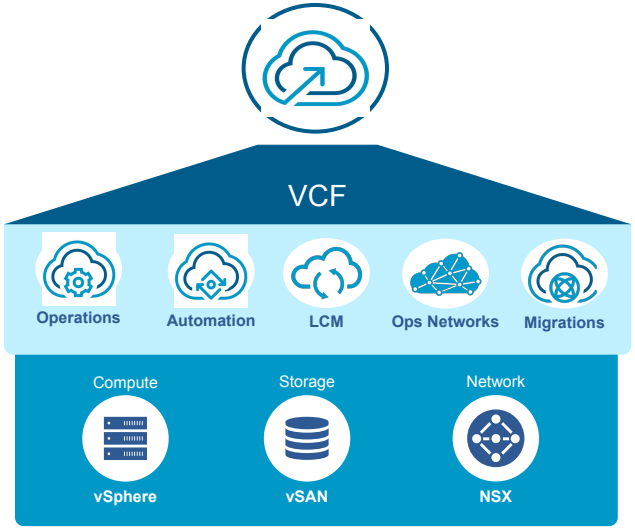
The Platform of Platforms

Offering: Delivers as a reliable, secure, efficient, and continuously updated platform for hosting all workloads across public and private clouds. This includes the managed core components: Cloud suite, vCenter, vSphere (ESXi hosts), vSAN (storage pools), and NSX-T (network virtualization platform, not individual segments).

Responsibilities:

- Core VCF Lifecycle Management (LCM)
- Physical Infrastructure Management
- Core Resource Pool Provisioning
- NSX Architecture & Core Services
- VCF API Exposure & Reliability
- Platform-level Monitoring & Health
- Base Platform Security & Compliance
- Tanzu Base Enablement

Primary Customer: Other internal IT service teams (IaaS, CaaS, LBaaS, PaaS, DBaaS).



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Platform Roles and Responsibilities

Primary Focus

Role	Primary Focus	Key Question They Answer
Owner	**Why & For Whom?** (Business Value, Cost, Risk)	"Is this platform delivering the value we paid for and meeting business needs?"
Architect	**What & How?** (High-Level Design, Strategy)	"What is the best architectural blueprint to meet the business requirements?"
Engineer	**How?** (Detailed Design, Implementation, Automation)	"How do I build, automate, and optimize this platform according to the architecture?"
Administrator	**Keeping it Running** (Operations, Maintenance)	"Is the platform healthy, patched, and available for users right now?"

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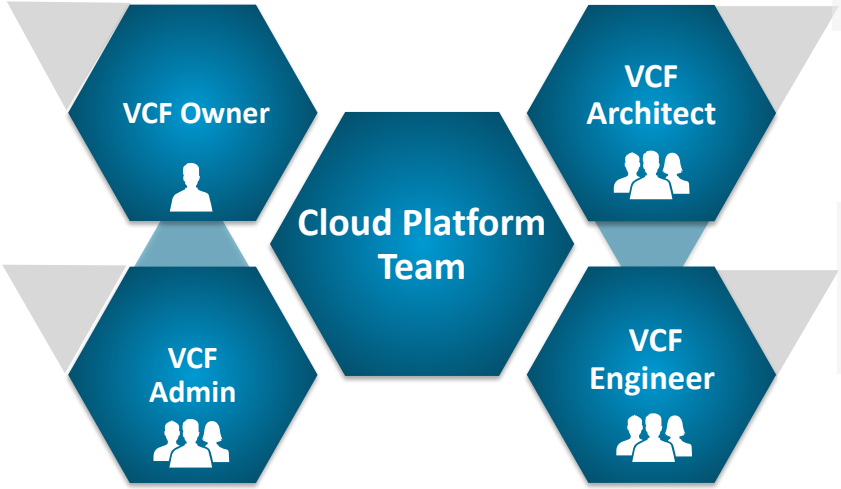
Platform Team Roles

Cross functional and platform aligned

Set vision, strategy, and goals for the platform. Communicate and engage stakeholders

Responsible for the high-level design, strategic planning, and overall architectural integrity of VMware Cloud Foundation deployments.



Day-to-day operations, maintenance, and executing standard procedures (like LCM managed by SDDC/Fleet Manager).

Focuses on detailed design, implementation, advanced troubleshooting, and automation.

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IaaS, PaaS, CaaS, DBaaS

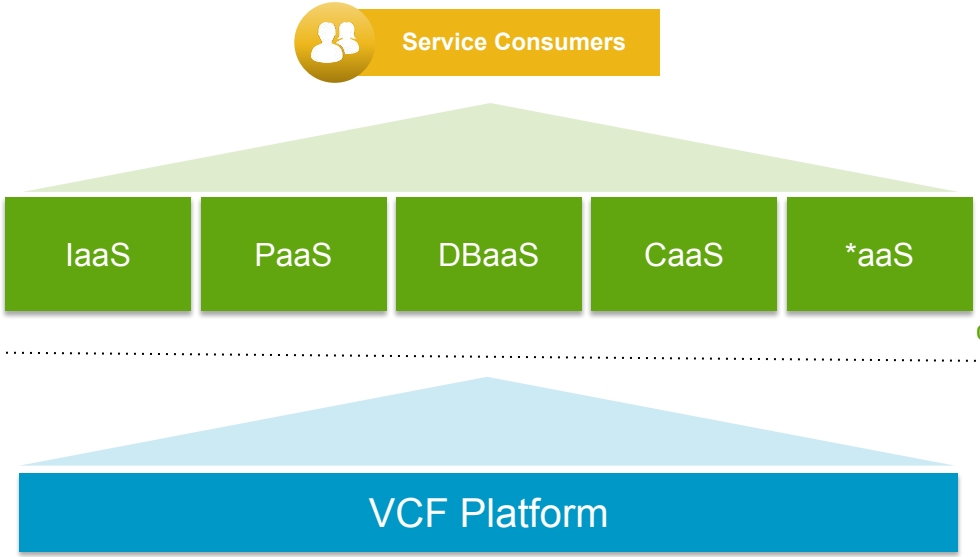
Mapping the Platform to Consumer-Facing Offerings

Consumer Services

Their "product" is the **self-service consumption experience**. They take the raw capabilities provided by the VCF Platform Team and turn them into easy-to-use offerings.

VCF Platform

Provide a **stable, secure, efficient, and up-to-date modern cloud foundation** for other teams to consume. Enabling other product teams.



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Key Takeaways

- **Transition cross-functional teams** from rigid, hierarchical structures
- **Decentralize decision-making** where appropriate, pushing authority closer to the work
- **Proactively identify and develop critical skills** across the workforce through continuous learning

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Processes & Workflows

Reimaging Core Processes for Speed & Scale

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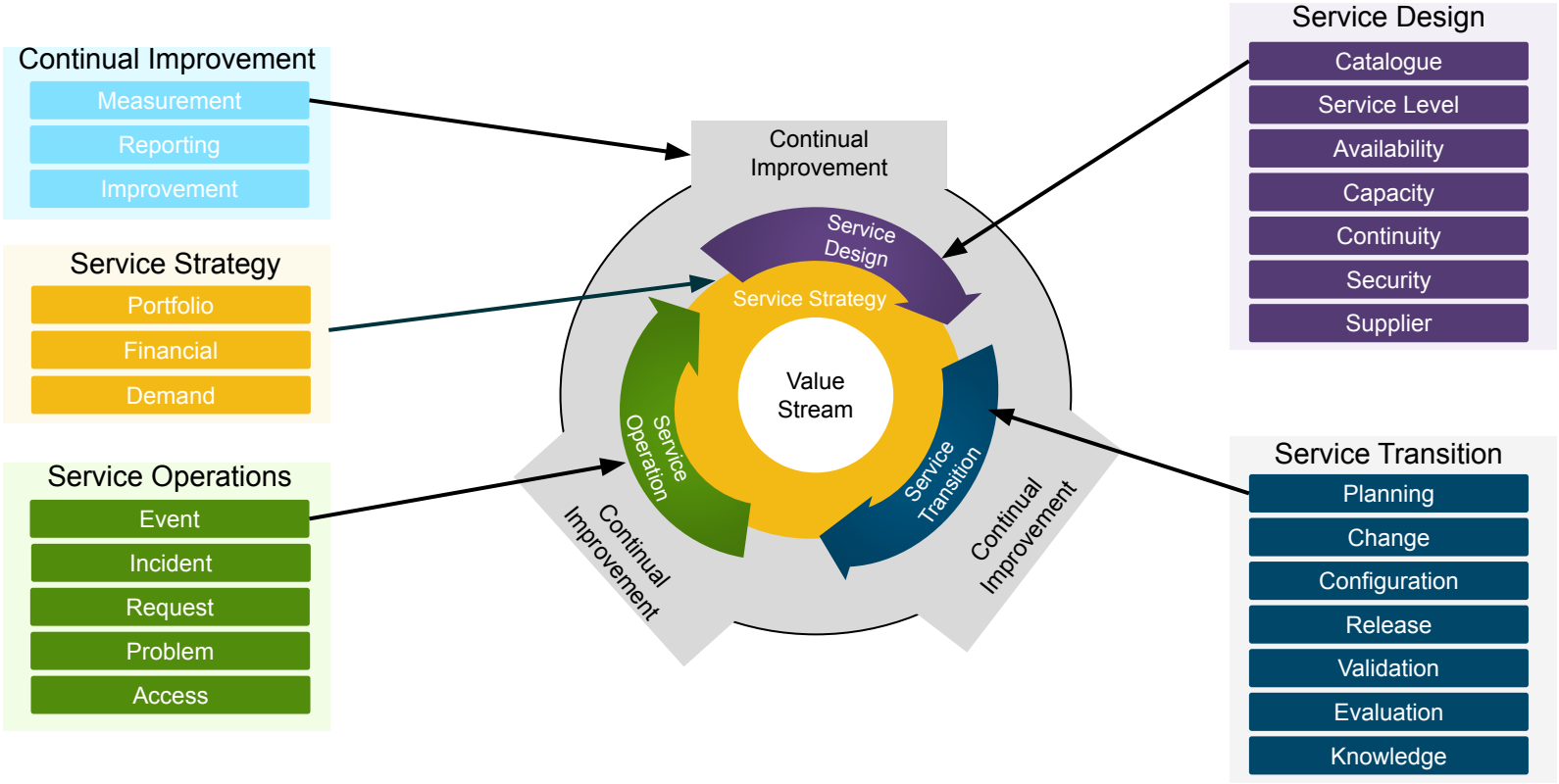
Alignment to Value Streams



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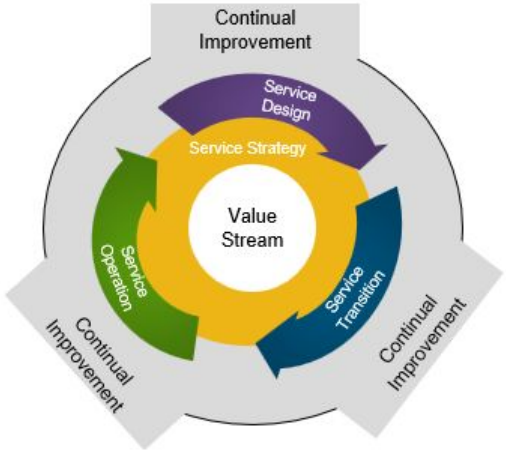
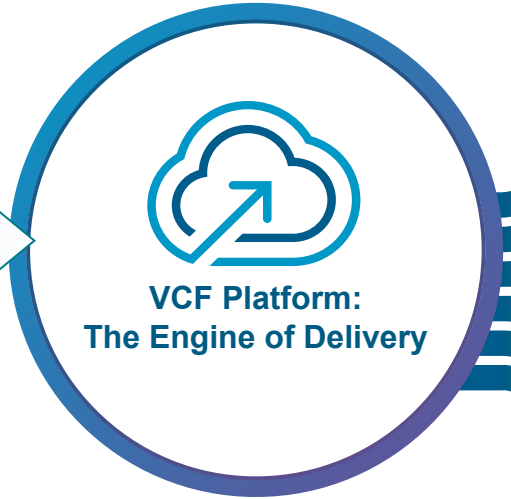
Overarching Principles

ITSM in a Modern Cloud Operating Model

Traditional ITSM





ITSM Modernization Principles

- Automation & Orchestration
- Self-Service Enablement
- Shared Responsibility Model
- Shift-Left & DevOps Integration
- Data-Driven Decisions (Observability)
- FinOps (Financial Operations)

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Process Adjustments for Modernization

	Legacy ITSM	Modern ITSM
Reactive Ticketing to Automated Self-Service & Product Enablement	Incident, problem, and change management driven by tickets, manual approvals, and human intervention.	• Self-Service Portal • Automation is King • ITSM as the Orchestration Layer (for governance)
Change Management (From Gatekeeper to Enabler)	Change Advisory Board (CAB) often a bottleneck, manually reviewing every change.	• "Infrastructure as Code" (IaC) & GitOps • Automated Change Documentation • Policy-Driven Changes
Proactive Incident & Problem Management	Reactive, focusing on restoring services after an incident	• Automated Alerting & Self-Healing • Faster Triage & Resolution • Deep Integration with Observability Tools
CMDB as a Real-time Asset Register	Often manually updated, leading to stale and inaccurate data.	• Automated CMDB Updates • Source of Truth
FinOps Integration into ITSM	Cost management often a separate, quarterly exercise.	• Cost Visibility & Allocation • Automated Cost Optimization
Governance and Continuous Improvement	Focused on process adherence and compliance.	• Policy Enforcement via Automation • Performance Metrics for Products

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Key Takeaways

- **Enable Self-Service via Automation** of product/service consumption
- **Maintain visibility and control** over dynamic, software-defined environment
- **Ensure compliance and security** through policy automation
- **Facilitate collaboration** between product teams and consumers
- **Measure and demonstrate value** of IT products/services to the business

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Example Stories & Closing Remarks

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Solera Holdings

The global leader in vehicle lifecycle management

ABOUT

Solera solutions empower smarter decision-making for those engaged in vehicle-lifecycle management, their teams, and their customers. Our AI-enabled technologies apply proprietary algorithms on the most robust collection of vehicle, repair, performance, and telematics data in the industry to deliver actionable insights and streamlined workflows that accelerate business outcomes.

CHALLENGES

- Adversarial Broadcom relationship
- Legacy/Siloed approach to platform operations
- Disparate global environments
- Lack of innovation and integration
- Ignorant of platform capabilities
- Short-term Exec staff focused on IPO

STRATEGIC PRIORITIES

- Financial Resilience – IPO by the end of the year
- IT Value – Optimize costs while maximizing enterprise impact
- Innovation – Advance app delivery and AI adoption
- M&A Growth – Accelerate integration with simplified onboarding
- Modernization – Plan VCF upgrades for agility and scale

SOLUTION

- Meet customer where they are and re-establish strategic alignment
- Leverage PSO entitlement and partner relationship to bring Solera back to the table
- Align customer initiatives with platform capabilities
- Perform global gap analysis and establish execution plan to modernize and transform IT operations leveraging VMware Cloud Foundation

IMPACT

- Re-establishing customer trust
- Improved strategic alignment
- Enhanced operational efficiency through globally consistent operations
  - Global instance of VCF 9 Operations
  - Global standard for VCF 9 Automation
- Expanded account engagement
- Significantly improved customer insight

SERVICES

VCF 9.x Design & Deployment (upgrade and integration)
VCF Operations Architecture & Consolidation
VCF Automation Use-Case Expansion
Adoption of Private Cloud Operating model
AVI POC, DSM POC, DFW Enhancements

SOLERA

Westlake, Texas
Automotive Industry

vmware by Broadcom | AHEAD

PRODUCTS

VCF (Compute, Operations, Automation, Networking), NSX DFW, AVI

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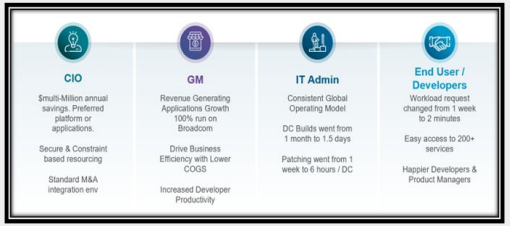
Broadcom - Modern Cloud Journey

Executive Vision

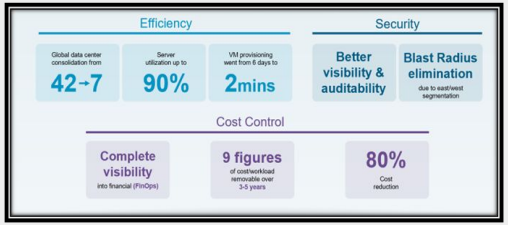
Operational Mission

Challenges

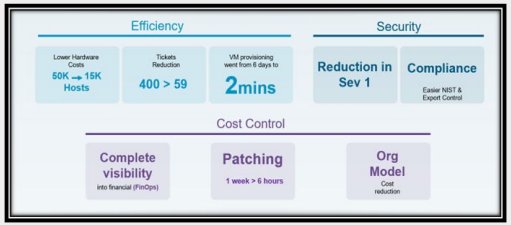
Impact



Quantitative Results



Operational Results



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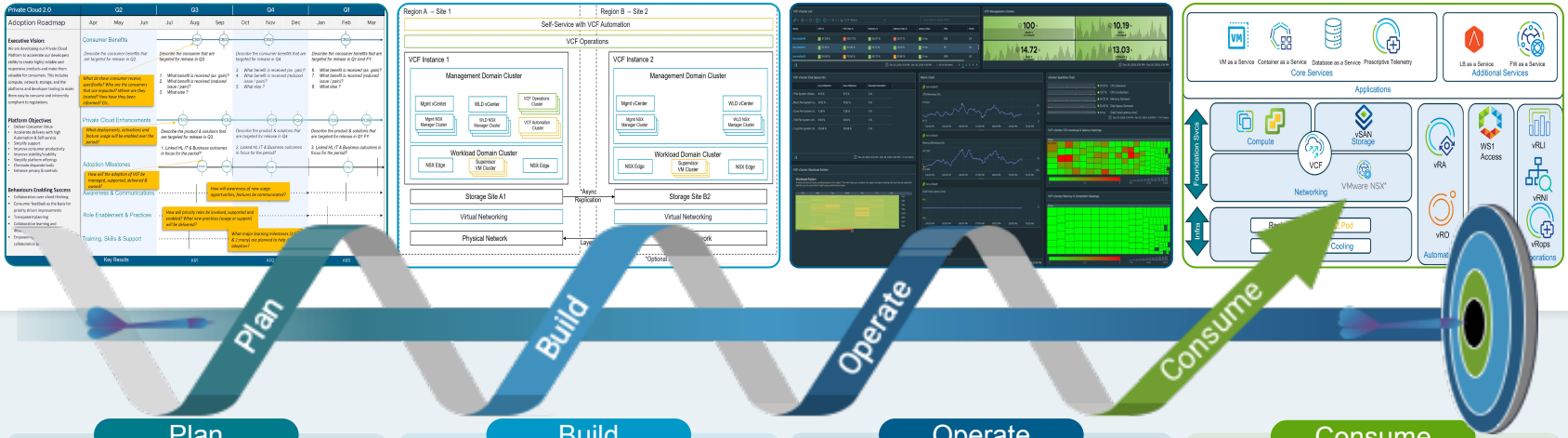
Planning to Production

A Targeted VCF Consumption and Adoption Plan



Plan

- Strategy Planning & Development
- Current State Assessment & Delivery
- Requirements Gathering (Business/Technical)
- VCF Solution Design (Conceptual, Logical, Physical)
- Hardware Compatibility List Validation
- Network Readiness Assessment
- IP Address Management Planning
- Documentation & Design Review
- Pre-requisites Checklist & Remediation Plan

Build

- Environment Preparation Validation
- SDDC/Fleet Management Deployment & Initial Configuration
- Management Domain Deployment
- Network Configuration
- Workload Domain Deployment
- Aria Suite Deployment & Integration
- Post-Deployment Validation & Health Checks
- Initial Security Configuration

Operate

- Operational Readiness & Runbook Development
- LCM Best Practices & Support
- Monitoring & Alerting Configuration
- Capacity Management & Performance Tuning
- Security Posture Management
- Backup & Disaster Recovery Testing
- Advanced Troubleshooting & RCA
- Operational Automation Development

Consume

- Service Catalog Design & Implementation
- Policy & Governance Definition
- Application Onboarding & Migration Strategy
- Developer Experience Enablement
- Self- Service Portal Customization & Adoption
- Usage Monitoring & Reporting
- Tenant Group Onboarding

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Closing Recommendations

Shifting to a proactive, automated, service-centric, and policy-driven model

Strategy & Governance

Evolve strategy and governance from control to enablement, focusing on outcomes, speed, and continuous adaptation.

People & Organization Structure

Break down silos and empower autonomous, multidisciplinary teams focused on end-to-end value delivery.

Processes & Workflows

Identify high-friction, manual processes. Determine where automation can drive significant efficiency and reduce human error

Standardize and streamline our delivery pipelines for consistency and speed

Technology & Tools Integration

Technology is the enabler, but its power is only realized when integrated seamlessly.

Assess your current tool chain and ensure you are optimizing it for end-to-end cloud capabilities

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The Business Value of a Customer Roadmap

Drew Dressler

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Modern Private Cloud for a Cloud Operating Model

Modern Private Cloud, or MPC, is The Private Cloud Platform for Modern IT. You can think of the term as the desired end state of VCF to achieve the most business value. Broadcom's strategy is to drive the adoption of VMware Cloud Foundation as the best subscription-based private cloud platform for innovation, and it is a strategy firmly in the mind of every engineer who worked on VCF.

MPC is the driving force behind Broadcom's **Cloud Operating Model** and helps customers easily facilitate changes to **People and Processes** through transformation. An important part of professional services is to guide the customer in these changes. This operational efficiency upgrade is just as important to their business value as the technology is.

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The Modern Private Cloud

Become your Own Cloud Provider

Empowering agility to drive innovation

Modernize Infrastructure

Software Defined, Automated, Simpler Operations, Highly Resilient, Extendable

Unified Cloud Experience

Self-Service, All Applications, Private AI

Secure and Resilient

Prevention, Compliance, Faster Recovery

Reduce Total Cost of Ownership

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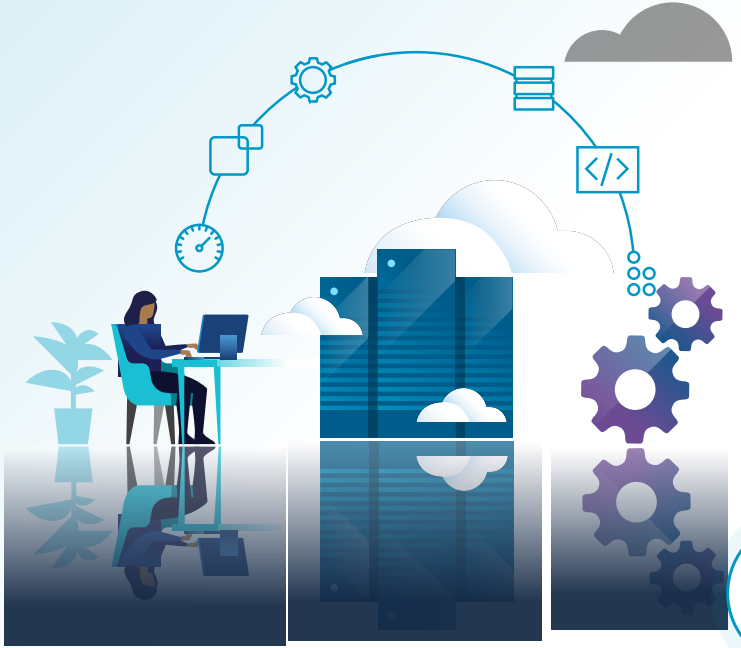
Why is a Cloud Operating Model Important?



Enables Business Outcomes
Provides a structured approach from traditional IT to cloud-centric

Maximizes Cloud Value
Helps optimize performance, reduce costs, and enhance security and compliance

Fosters Agility and Innovation
Streamlined processes and self-service accelerates delivery of products and services

Reduces Risk
Helps mitigate risks associated with cloud adoption

Improves Collaboration
Promotes better communication and collaboration across cloud management teams

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The Architecture of Modern Work

ALIGNMENT

Anchors cloud operations to business strategy, ensuring every initiative serves organizational priorities.

PEOPLE

Defines roles and ownership models that accelerate decision-making and team collaboration.

PROCESS

Establishes repeatable workflows for provisioning, security, compliance, and operational excellence.

TECHNOLOGY

Integrates platforms, tools, and data into a unified foundation that scales with demand.

GOVERNANCE

Creates guardrails with policies and controls that protect value while enabling speed.

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Examples of Transformation Differences

From virtualized infrastructure to operating as a cloud platform

People Transformation

Infrastructure Admin	**Cloud Architect**
Security Analyst	**Security Automation Engineer**
Finance Tracker	**Cost Transparency Owner**

Process Transformation

Manual Approvals	**Automated Workflows**
Siloed Operations	**Unified Governance**
Reactive Support	**Self-service enablement**

Technology Transformation

Virtualization Mgmt. Tools	**Platform Mgmt. Tools**
Individual Monitoring Products	**Cloud-Native Observability**
Customer Scripting	**CI/CD Pipelines**

VCF is *the* platform that brings all these elements together to drive business outcomes.

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{ Company } 3-Year Consumption & Services Plan

Account team: { AD / RDL/ SA / CA / TAM }
Partner Name: {_____}
Complete/Update Date: {_____}

INSTALLED | CERTIFIED
POC | CERTIFICATION
OPEN DISCUSSION
NOT YET PRIORITY

	Current State	H1CY1	H2CY1	CY2	CY3
	VCF FULL STACK: X%	VCF FULL STACK: X%	VCF FULL STACK: X%	VCF FULL STACK: X%	VCF FULL STACK: X%
Core & Maturity Expansion	Private AI Foundation Tanzu (TAS & Data) vDefend & ATP VLR, SRM, VCDR, RWR vSphere Kubernetes Svc	Private AI Foundation Tanzu (TAS & Data) vDefend & ATP VLR, SRM, VCDR, RWR vSphere Kubernetes Svc	Private AI Foundation Tanzu (TAS & Data) vDefend & ATP VLR, SRM, VCDR, RWR vSphere Kubernetes Svc	Private AI Foundation Tanzu (TAS & Data) vDefend & ATP VLR, SRM, VCDR, RWR vSphere Kubernetes Svc	Private AI Foundation Tanzu (TAS & Data) vDefend & ATP VLR, SRM, VCDR, RWR vSphere Kubernetes Svc FULL VCF STACK?
Technology Implementation	VCF Networking - NSX VCF Automation, VKS-CM SDDC Manager VCF Operations vSAN vSphere	VCF Networking - NSX VCF Automation, VKS-CM SDDC Manager VCF Operations vSAN vSphere	VCF Networking - NSX VCF Automation, VKS-CM SDDC Manager VCF Operations vSAN vSphere	VCF Networking - NSX VCF Automation, VKS-CM SDDC Manager VCF Operations vSAN vSphere	VCF Networking - NSX VCF Automation, VKS-CM SDDC Manager VCF Operations vSAN vSphere
Notional Services Effort & Plan	**Partner to Complete** • Describe where the customer is at present- contract date • This is a lookback that describes our starting point from the previous FY • PCMO – Value modeler scheduled	**Partner to Complete** • Services plan, and/or, entitlement burndown • Discovery Workshop or JumpStart scheduled • Insert comments related to Goals • Project plans needed for success	**Partner to Complete** • Insert comments related to Goals • Plans needed for success • Limit to 3-4 bullets	• Solution effort 1 • Solution effort 2 • Solution effort 3	• Solution effort 1 • Solution effort 2 • Solution effort 3

Current Entitlement ~ funded thru VCF SKU

BSAS Labor Pools /Partner - Planned / Proposed

VCF Phased Implementation Path

Real World Example

PHASE I
$185k Savings

No add'l services charge 1st 12 mo. included

Enhance Compute & Network Operations

Increase Ops Efficiency and Visibility
- Continuous performance optimization
- Manage cost & capacity
- Compliance reporting

Deployment Ease ●●●
- No disruptions
- No rip and replace

Aria Operations

23-46% Ops efficiency gain

$126/VM/Yr cost reduction e.g. Over-provisioned, orphan disks

Offer Self-Service

IaaS for IT
- Automate server build and delivery to App support teams
- Blueprint/Templatize Apps to streamline OS Upgrades
- Enforce tagging governance

Deployment Ease ●
- Partner to help w

Aria Automation

10-20% accelerated new service roll-out from design to release

PHASE II
$439k Savings

Partner to Honor $150k SOW 3-5mo vCF deployment. Deliver with 1st HW installment

Automate LCM

Automate Lifecycle Management at Scale
- Centralized Day 0-2 ops
- Autos patch & upgrades
- Certificate management, Backup, Password

Deployment Ease ●●
- Brownfield Import
- Across vSphere, vSAN, NSX

SDDC Manager

35% Ops efficiency gain*

$400K/Yr savings due to reduced patching effort*

Reduce Storage TCO

Storage Performance, Agility, Scale-out Arch
- Simplified ops, Integrated security, Enhanced resiliency Lower TCO

Deployment Ease ●●
- Co-exist with existing storage
- Phased: Start with new apps or edge, expand to DB, Replace EoL storage

vSAN

33-67% Ops efficiency gain
49% Lower ($0.19/GB/Yr) OPEX
$1.8/GB/Yr savings for migrated workloads

PHASE III
$770K Savings

Covered in PHASE II services

Virtualize Network

Agile and Self-Service Network
- Zero tickets, SDN
- Consistent policies
- Hardware independent
- Lower TCO

Deployment Ease ●
- Use existing hardware and fabric management with SDN overlay

NSX

32-64% Ops efficiency gain
35-50% Network & Compute Capex reduction

VMware Cloud Foundation™

VMware vSphere®

Source: VCF Cloud Economic Research with actual aggregate customer data

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VCF vs Competitive Cost Comparison

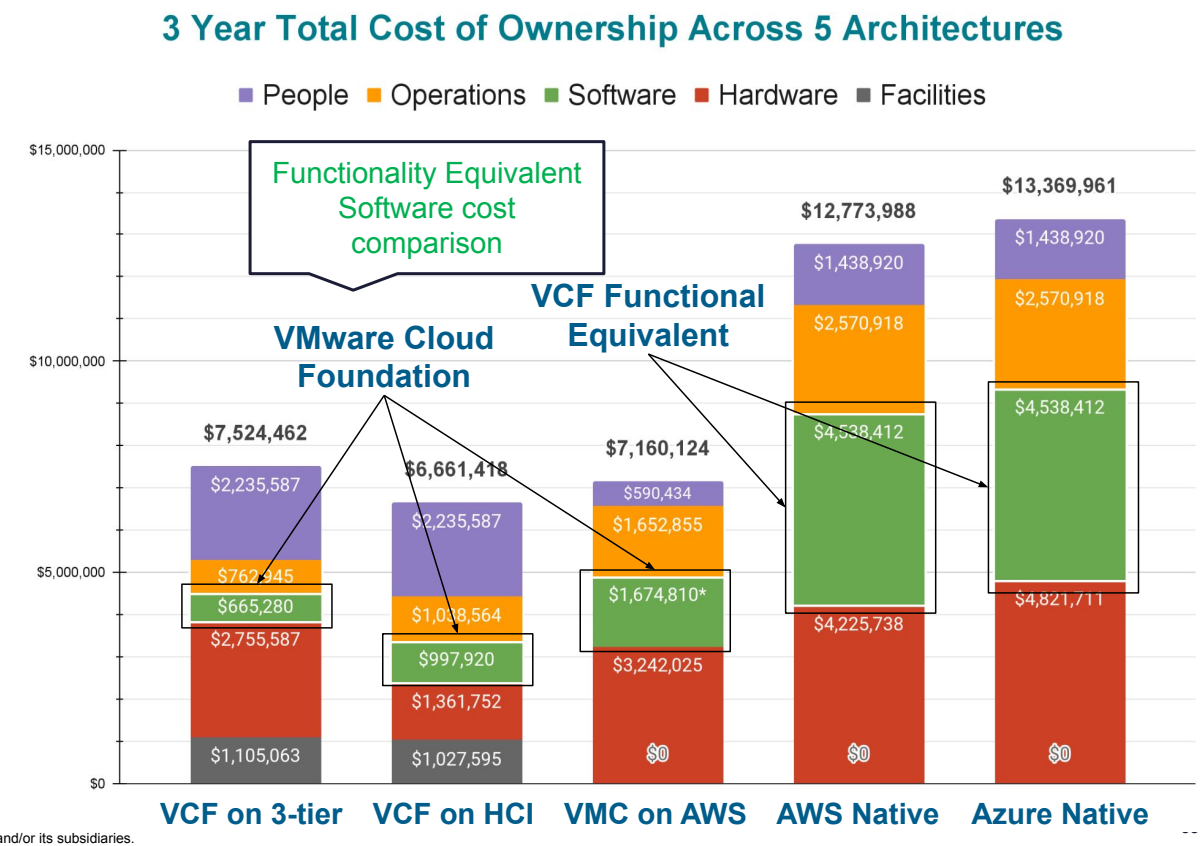
500 VM Example Use Cases

VCF on 3-tier - with industry average costs
VCF on HCI - with specifics from a large financial
VMC on AWS - on i4 hosts with Aria
AWS Native - with native sizer recommendations
Azure Native - with native sizer recommendations

3 year TCO Key Assumptions:

- VM size, host density
- Estimated and real costs
- Ecosystem costs, discounts
- Facilities (power, cooling, rack space, etc.)
- Native cloud discount of 30%

Avg. VM Size	
vCPUs	6
vRAM (GB)	24
Storage (GB)	600



Source: Field collaboration between VMware Cloud Economics, Expert Services, and Cloud Architecture

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FAQ For Our Partners - Suggested Paths Based on Feedback

Q1 - Customer states, “We already solve for X with brand Y”

A1 - “We understand that you already have heavy investments in other solutions and we would never ask you to stop using them until you have finished capitalizing them and they are fully depreciated. Since **Broadcom’s (VMware’s)** direction is a full **Modern Private Cloud**, and the best experience with the best value is in the entire stack, we would like to give you a roadmap that works for you and your teams that demonstrates full value and the best ROI.”

Q2 - Customer States, “We are not prepared to fully automate our private cloud (on prem)” OR “We do not have the skills to operate that way” OR “We have too many nuances with our model to just open the doors for self service”

A2 - “This is a common concern and aside from helping you with the **technology**, which can be the easiest part, we can also help with your **people and processes**. We start by finding the manual processes and approvals and creating a security standard and governance model that all stakeholders agree to. We can suggest we workshop this carefully, and deploy a working model in a non-production environment so that the final decision makers can see the value themselves and provide feedback. Nothing is moved to production without full consensus.”

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FAQ For Our Partners - Suggested Paths Based on Feedback (cont.)

Q3 - Customer states, “We just don’t see the value for spending years on your ‘Forced’ design.”

A3 - “We understand your feeling on this. We will never force you to do anything you are not interested in, but someone at your organization cares about budget sustainability. Today, VCF is sold with a much better technical and financial value than ever before. With your help, we would like to go over the **Private Cloud Maturity and Optimization** program to show you how to get as much back from your **MPC** based on a technical roadmap for the next 3-5 years we will outline for you.”

Q4 - Customer states, “The technical teams are not ready or equipped for all these changes in technology.”

A4 - “VCF Customers have included access to the entire digital learning platform and support in many ways to achieve certification in all portions of the stack. Live training and custom on-premise classes are also available for an additional cost. **Broadcom (VMware)** offers paid for services such as **TAMs (Technical Adoption Managers)**, **SAMs (Support Account Managers)** on a yearly basis to give you advanced support in implementing and troubleshooting. Your assigned **Solution Architects** in conjunction with the **Field Specialists** are available at no additional costs to do technology reviews and workshops not directly related to implementation. Our teams (Partner sales and services) are also here for guidance in any aspect of your cloud journey. You are not in this journey alone.”

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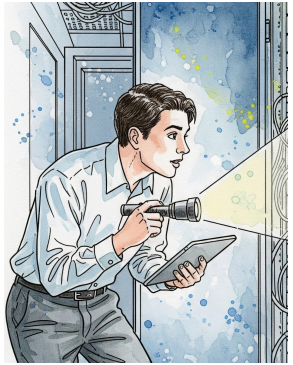
We Are here to Help Our Partners

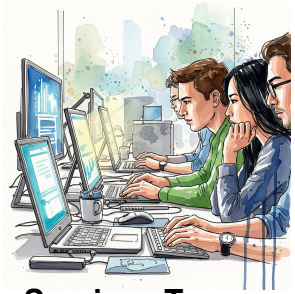


You

Your PBM

BC Sales Team

PCMO Team



Services Team

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Questions?

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VCF-9 Packaging, and Licensing Overview

Johnny Jagroo

Johnny Jagroo, PhD

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VCF 9 Makes Licensing Intuitive

Modern Overhaul with Fleet Management at Scale

Reduce Risks:
Full visibility across all licenses and easier compliance

- What do I own?
- What am I using?
- When do they expire?

Reduce Operational Processes:

- Better centralized license manageability
- Dynamic license adjustment
- Fewer licenses to manage
- Fewer actions to take

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What is Changing for VCF 9 Licensing

Simplicity from managing multiple license keys to 1 License File

VCF Business Services Console

Licensing Before

ESX LK 1	ESX LK 1	ESX LK 1
vCenter LK 2	vCenter LK 2	vSAN LK 3
VCF Operations LK 4	NSX LK 5	VCF Automation LK 6

VCF 9 Licensing

One License file (core, TiB)

- Complete license view
- Flexibility when scaling
- Dynamic splitting & pooling

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Q4 PnP Update

What's Happening in Q4 Price List?

3 year SKUs for vSphere Ent Plus and vSphere Standard removed beginning of Q4.
You can continue to quote using 1 year SKUs.

Question:
Can I quote deals longer than 1 year for vSphere Ent Plus and vSphere Standard?

Answer:

- Yes, you can quote deals longer than 1-year by using the 1 year SKU
- You can do that by specifying the desired end date, just like other SKUs
- Do not quote the same SKU twice for 2-year deals. We don't want customers end up with 2x license quantity the first year, and no licenses second year

Question:
Can I quote 3+ year deals on vSphere Ent Plus and vSphere Standard?

Answer:
No, you cannot quote vSphere Ent Plus and vSphere Standard past Oct 2027. EOGS for vSphere Ent Plus and vSphere Standard is Oct 2027. There is no upgrade path to v9 for these 2 products at this time. If you need to quote 3-year deal, please quote VCF or VVF.

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V9 Upgrade Eligibility

Eligible Broadcom Subscriptions

Product
VCF
VCF Edge
VCF eOEM
vSphere Foundation
vSAN

vSphere Ent+, VVS, vSphere Essentials Plus not eligible for v9 upgrade at this time

Certain pre-Broadcom per core subscriptions are eligible to upgrade to a near-equivalent[1] v9 license.

From:	To:
VCF	VCF
vSAN	vSAN[2]
Cloud Packs 2,3 (HCI, HCI with Advanced Automation)	VVF[2]
Cloud Pack 1 (Compute with Advanced Automation)	VVF[3]
vCloud Suite	VVF[3]

Not Eligible

Product
Perpetual licenses
Per CPU Subscriptions (including VCF, vCloud Suite)
Pre-Broadcom a la carte NSX and Aria per core subscriptions
Pre-Broadcom ECS

1. See following slides for feature-equivalency details
2. vSAN conversion: 1 core = 1 TiB.
3. Will not receive vSAN in VVF v9 entitlement because the original entitlement did not include vSAN

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V9-Eligible Broadcom Subscriptions

From:	To
VCF	VCF
ECS ENT	
VCF Edge	VCF Edge1
VCF eOEM	VCF eOEM2
vSAN	vSAN
vSphere Foundation	VVF3
ECS ADV	

1. vSAN Edge TiBs cannot be aggregated with vSAN TiBs
2. vSAN eOEM TiBs cannot be aggregated with vSAN TiBs
3. 0.25 TiB vSAN per 1 VVF core

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V9-Eligible Pre-Broadcom Per Core Subscriptions

From:	To:	Feature Delta:
VCF (all editions)	VCF[1]	Documented in VCF SPD
vSAN (all editions)	vSAN[2]	STD, ADV editions receive ENT feature set.
Cloud Pack 3: HCI with Advanced Automation	VVF[2]	More vSAN features, less Aria Suite features
Cloud Pack 2: HCI	VVF[2]	More vSAN features
Cloud Pack 1: Compute with Advanced Automation	VVF[3]	Less Aria Suite features
vCloud Suite (all Editions)	VVF[3]	ADV, ENT editions receive less Aria Suite features

1. Certain entitlements are paper restricted as detailed in the VCF SPD due to customers having a lower VCF edition until customers renew VCF
2. vSAN conversion: 1 core = 1 TiB.
3. Will not receive vSAN in VVF v9 entitlement because the original entitlement did not include vSAN

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Explore Announcements

VCF to include PAIF

PAIF will be included in VCF 9 (targeting Q1). Customer will need to upgrade to VCF 9.0 to receive PAIF

Pricing, availability, upgrade paths, etc will be available closer to GA

New VCF Advanced Cyber Compliance offering

Includes Salt, on-prem VLR, database capabilities and proactive insight report

Pricing, availability, upgrade paths, etc will be available closer to GA

FAQ Links: Private AI Services FAQ | VCF Advanced Cyber Compliance FAQ

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Licensing Comparison

VCF 9.0 Modifications + Improvements

Modifications	Prior to VCF 9.0	Post VCF 9.0
License	License key per component	1 License File across VCF
Versions	Version specific licensing keys (e.g. vSphere 7 vs vSphere 8)	No version specific licensing
License Compliance Reports	No license usage data shared with Broadcom	Requires license usage data every 180 days
Licensing Portal	Broadcom Support Portal support.broadcom.com	VCF Business Services console vcf.broadcom.com
Evaluation Period	60-day	90-day
Add-ons	License Key: (all Add-ons)	**License File:** Private AI Foundation, vSAN **License Key:** vDefend Firewall, Avi Load Balancer, Tanzu Platform, Data Services Manager, Telco Automation **SaaS:** VMware Live Recovery

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AMER Pro Cloud and Consulting Services Portfolio

Kacy Reed

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Why Sell VCF Professional Services and Lifecycle Support

Sales Benefits

- Professional Services contribute to ABV but not expiring annual revenue
- Drives adoption and consumption and protects future renewals
- Generates cross-sell and up-sell opportunities

Customer Benefits

- Get to private cloud faster
- Get it right the first time
- Integrate with entire ecosystem

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Services and Support for each Stage of the Journey

Leverage the full portfolio to drive maximum results

VCF Services

Jumpstart Workshop

Accelerate Private Cloud Adoption, with backlogs aligned to customer goals

Pro-Cloud Services

Delivers VCF use cases faster with VMware Validated solutions and field-proven Best practices

Extended Expert Team Services

Advance cloud maturity with hands-on skilled experts through a flexible delivery model

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VCF Services Entitlement*

Leverage to help customers adopt and consume VCF faster

VCF Professional Services

Up to 15% of new VCF purchases** can be used for VCF Professional Services***

Use within the 1st year

*Available for qualifying customers purchasing VCF-CLD-FND-5 only (not for TAM, Support, Tanzu, ANS or any other products)

**When purchased thru resellers, the entitlement is based on 15% of the contract amount with Broadcom.

***Entitlement cannot exceed 20M USD for Professional Services.

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Customers Can Use for VCF Professional Services*

Internal Use Only

Wherever customers are in their cloud journey

For a new VCF environment

Start with a Jumpstart Workshop

Build a Private Cloud Infrastructure

For an existing VCF environment

Modernize by upgrading to 5.2 and/or adopting additional components of VCF and add-ons

Get Assistance to Expand Cloud Capabilities

- Operational Dashboards
- Advanced Automation
- Self-Service Catalog
- Migrate Workloads to VCF
- VCF Add-On, Telco Cloud Platform and ANS Offerings**

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*Available for qualifying customers.

** Requires customer on VCF journey and approval from ANS division

VCF Professional Services and Lifecycle Support

Assistance for every stage of your private cloud journey

VCF Professional Services

VCF Jumpstart Workshop
Get started with your private cloud initiatives

VMware Pro Cloud Services
Implement your VCF solutions faster

Extended Expert Team Services
Advance your private cloud maturity

Platform Lifecycle Support

VCF Technical Adoption Manager
Optimize your existing VCF investments

Learning
Expand your team's knowledge

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Expansion of How VCF Services Entitlement Can Be Used

VCF Services Entitlement is for onsite deployments and enhancements to the VCF Platform

Definition of VCF Journey*

The customer has stated that VCF full-stack is their end-destination, and they are executing towards that end point.

Acceptable Uses of VCF Services Entitlement

VKS Deployment	**Yes** – VKS is part of the VCF-CLD-FND SKU
Migration of Legacy Tanzu to VKS (Migration Paths 1 to 6)	**Yes -** Migration to VKS is covered but if additional products from Tanzu are required then the services for those products are not covered.
TKO with Avi (Tanzu for Kubernetes Operations) to VKS	**Yes* -** Requires additional products from ANS which may be covered by services entitlement, verify before proposing with ANS division. May require IMS products which are not covered.
App Rationalization	**Maybe* -** If the rationalization is a required step in there VCF Journey it may be eligible. Consider the customers current VCF deployment and consumption. The entire services entitlement should not be used for App Rationalization and the priority should be to use it to consume VCF Cores, but if they are on the journey and this is one step in that journey then its eligible.
OpenShift to VKS Migration	**Yes –** There is ProCloud Service for this migration
Activation of Operations / Fleet Control	**Yes –** This is a core part of VCF
Repatriation of workloads from Public Cloud	**Yes* -** If the target is VKS on VCF then this eligible.
Tanzu Mission Control	**Yes -** VKS Cluster Management is part of VCF.
VKS on VCF Edge	**Yes* –** If the customer is on a path to VCF then services related to VCF Edge can be done.
VKS on TCP	**Yes –** If the customer is on a path to VCF, then some entitlement can be used related to TCP

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Advance Customer Maturity with up to 15% VCF Services Entitlement

Ensure customers have the right level of services

Partner Use Only

69%* of customers are early in their VCF journey and need services to implement their first full-stack VCF cloud (greenfield or brownfield)

31% of customers are more mature and need services to help them enhance and expand their private cloud

Typical Customer Journey

1 Jumpstart Workshop

- Identify priorities
- Create adoption roadmap
- Build technical and operational backlog

2 Implement for New / Existing VCF Environment

- Design and deploy
- Migrate workloads
- Begin to incorporate VCF operations and provisioning automation

3 Enhance / Expand Cloud

- Launch new use cases
- Expand to new sites and users
- Automate everything
- Onboard more Apps

With up to 15%, most customers will get column 1 and most of column 2

Our largest customers will also get part of column 3

We will need to drive upsell for the rest

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**Customer is less than 50% adopted across the full-stack*

VCF Accelerate Framework

Customer journey phases may be executed concurrently

Consumption & Value Realization

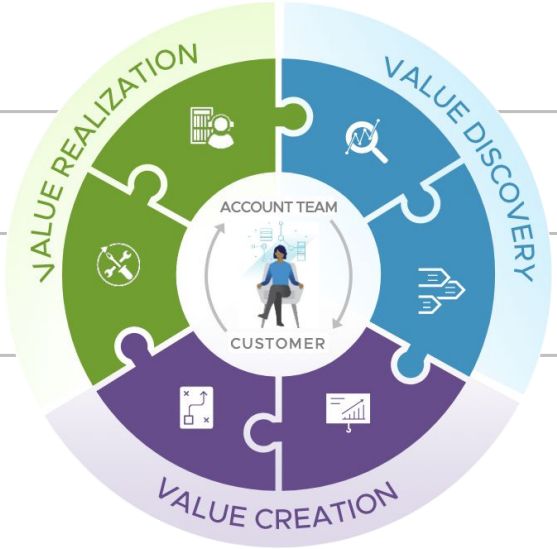
Use Case Expansion & Customization, Migration, Report Consumption & Adoption, KPI Achievement, Value Realization & Architecture Governance, Exec Interlock

Deployment & Adoption

Operating Model, Program/Project Management, Product Updates, Implementation, Adoption Measurement, Escalations

Value Roadmap

Solution Success Plan, Services Scoping, PS Investments Justifications & Delivery Roadmap, Forecast Adoption



Business & IT Discovery

Business Priorities, Aspirations & Challenges, Timelines, Metrics, Use Cases & Services, Tech Discovery, CxO Interlock & Validation, Transformational Strategy, Value Perception

Future State Architecture

Tech Vision, Use Case Adoption & Prioritization (Consumption Plan), Technical Landscape, Future State Discovery/Vision, Tech Reference Models, Operating Model Tech Validation

Value Modeling & Commercials

Value Articulation, Business Case, TCO Analysis, ROI, Industry Benchmarks, Commercial Models, Offer Mgmt

For more information see the VCF Field Guide.

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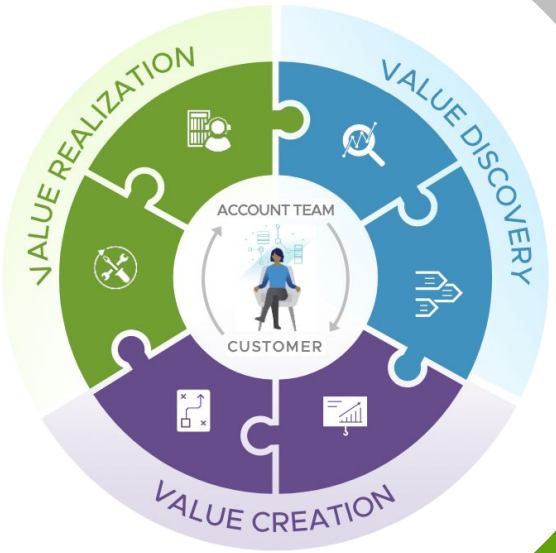
World Class Proposal to demonstrate VMware value impact



0 : **Executive Summary**	- Executive Summary of Proposal and VMware by Broadcom Vision
1 : **Priorities & Maturity**	- Realized Value and Cloud Maturity Assessment
2 : **Future-State Architecture**	- Architecture of Intention:Future State Architecture / Vision
3 : **Value Model**	- Return on Investment (ROI), TCO analysis and industry benchmarks
4 : **Execution Roadmap**	- Execution Plan with clear Journey Path and call to action
5 : **Commercial Proposal**	- Solution & Financial Proposal
6 : **Adoption Plan**	- Indicative Customer Adoption Roadmap for Private Cloud

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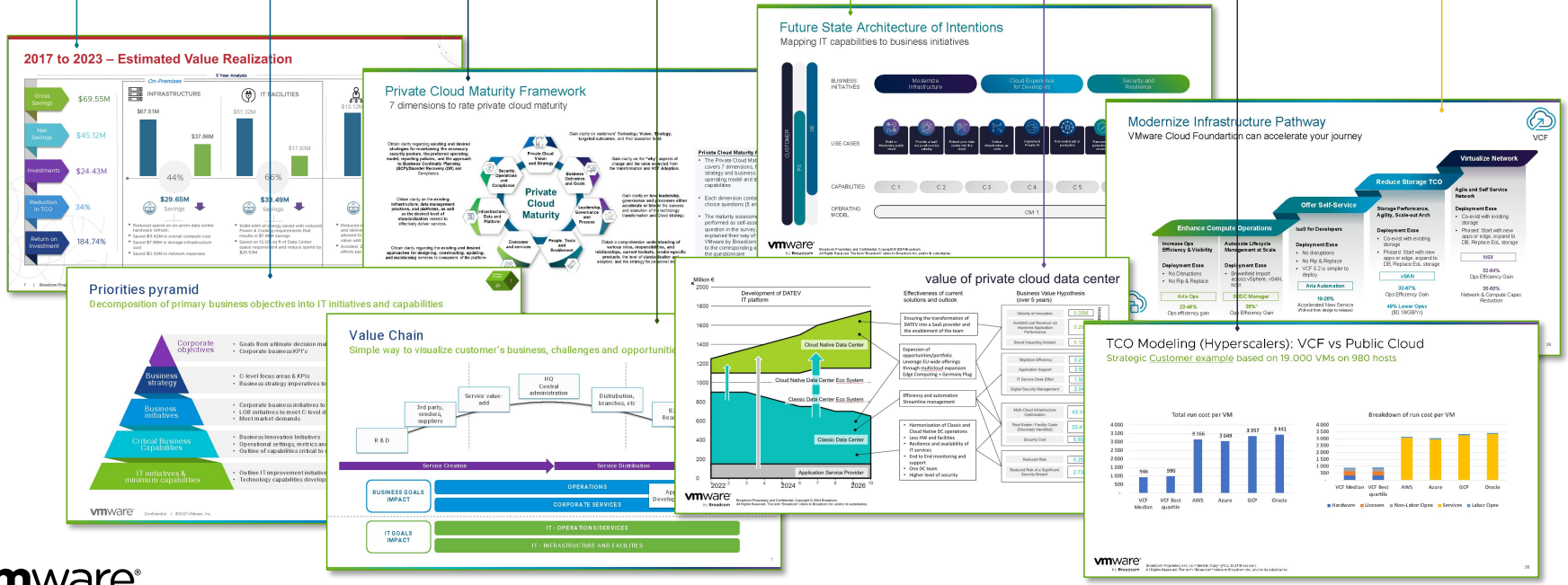
Practical and Impactful Customer Deliverables

Based on proven Advisory frameworks

Realized Value | Priority pyramid | Maturity Assessment | Value Chain | Architecture of Intentions | Value Model | TCO Benchmarking | Value Realization Roadmap



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VCF Jumpstart Workshop

Develop an actionable plan to achieve target private cloud state

A VCF Jumpstart Workshop is a service designed to help utilize and optimize the VMware Cloud Foundation® (VCF) capabilities that benefit a customer's specific private cloud use cases. It can help gain visibility into the current cloud state and define desired future state private cloud operating model, align technology priorities to overall business strategy and operations goals, and foster internal team knowledge and skills to implement, maintain, manage, and troubleshoot VCF capabilities. This service provides a documented, high-level technical plan and actionable roadmap to accelerate the success of a customer's technology investment. It is:

- Based on a customer's specific technology environment
- Designed to assist both new and existing VCF environments
- Focused on private cloud use cases
- Delivered by senior-level VCF experts
- Scheduled around customer availability

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VCF Use Cases

Infrastructure Modernization

- Build and deploy private cloud infrastructure on-premises
- Optimize infrastructure and operations
- Extend data center to the edge, public and sovereign clouds

Application Modernization

- Enable self-service infrastructure and cloud services for app teams
- Build, run and manage Kubernetes and other modern apps
- Build, run and manage Private AI apps

Security Modernization

- Strengthen compliance and harden infrastructure
- Bolster lateral security and intrusion prevention / detection
- Accelerate recovery from ransomware and other disasters

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VCF Consulting Portfolio - Global

Use Case Initial Implementation + Extended Expert Teams

Implement

Pro Cloud Use Case Packaged Services

Infrastructure Modernization

- Build and deploy private cloud infrastructure on-premises
  - Build a private cloud
  - Build a US Federal Cloud
- Modernize your virtualized storage
- Migrate Workloads
- Extend your data center into the cloud
- Upgrade

Application Modernization

- Enable self-service for App teams
- Build Private AI
- Build and migrate Kubernetes

Security Modernization

- Implement ransomware protection and recovery
- Implement disaster recovery

Operate / Ongoing Assistance

Extended Expert Team Services

Focus Areas (aligned to PCMO*)

- Virtualized Infrastructure
- Automated Operations
- Management
- Security Governance & Compliance
- Data Protection & Recovery
- Integrations & 3rd Party Ecosystem
- Multi-Tenant Consumers & Services

*PCMO: Private Cloud Maturity & Optimization

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Example Deliverables and Metrics

High-Level Design, Low-Level Designs, Detailed Diagrams, Workshops, Metrics

VMware Pro Cloud Service for Private Cloud Infrastructure - High-Level Design and Architecture

VMware Cloud Foundation 5.1.x

4. Logical Design

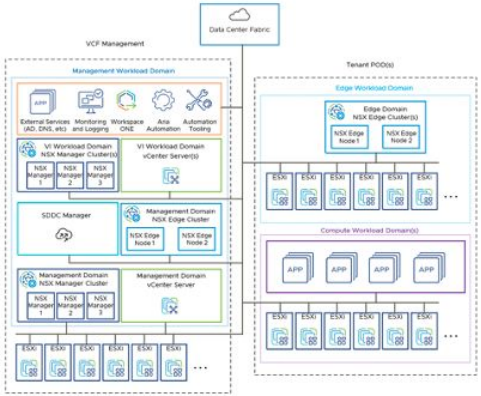
This section details the conceptual design for the VMware by Broadcom Solution.

VMware Pro Cloud Service for Private Cloud Infrastructure High-Level Logical Design

Based on the output from the conceptual design, the below diagram defines the services that will be available in Customer's Private Cloud Infrastructure.

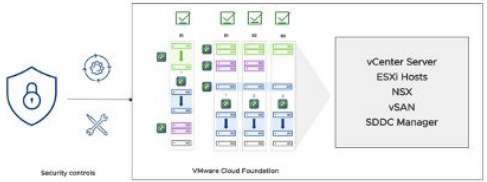
Note This design document only details the VMware solutions and products, please refer to the 3rd party design and documentation for further information about the other services).

Figure 4-1. VMware Pro Cloud Service for Private Cloud Infrastructure High-Level Logical Design



Each of the component design decisions will be described in the below sections.

gure 4-9. NIST Security Configuration Hardening High-Level Design



ıcure Configurations will be implemented for the following components:

ıble 4-16. Security Configuration Hardening Components

Component	Total Configurations to be Hardened
vCenter Server	• 60
ESXi Hosts	• 77
NSX	• Controller – 2 • Distributed Firewall – 7 • Manager – 25 • Tier-0 Gateway Firewall – 4 • Tier-0 Gateway Router – 14 • Tier-1 Gateway Firewall – 5 • Tier-1 Gateway Router – 4
vSAN	• 6
SDDC Manager	• 12

ıcurity configurations will be reviewed with Customer to determine applicability and discuss potential ıitigating controls. Once the review is complete, the future state security configuration will be ıplemented to the default configuration bringing the environment to a secure state.

etwork Platform High-Level Design for VMware Pro Cloud Services for Private loud Infrastructure

ıis section describes the high level design for the Network platform (using VMware NSX) that is used r VMware Pro Cloud Services for Private Cloud Infrastructure.

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Build a Private Cloud

Create a well-architected foundation for current and future needs

Target Customer

- New VCF customers
- New VCF deployments within an existing customer
- Aging infrastructure that needs to be replaced
- New data center for repatriating workloads from public cloud
- New data center for data center consolidations

Design, deploy, integrate, and configure the environment

Implement security hardening

Define a cloud operating model

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Build a Private Cloud

Service Details

Feature	Accelerated Deploy	Design and Deploy
Use case	VCF 9 pilot/validation	Production private cloud
Engagement length	4 weeks	Starting at 18 weeks
Delivery method	Offshore and in-region	In-region
Deployment model	Single instance	Multi-site, stretched clusters
Deploy and integrate a virtual compute, network, storage, automation and operations platform	Prescriptive	Tailored design/configuration
Implement a service catalog with VMaaS	●	●
Conduct workshops to define priorities and additional service catalog items	●	
Implement STIG compliance reporting	●	
Implement security standards/hardening		●
Define infrastructure team roles and skills		●
Define and implement operational processes		●
Develop platform lifecycle management policies		●
Define KPIs and metrics		●
Provide operational assistance for platform lifecycle management, prioritized backlog items, and developing automation and reporting		●

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VCF 9.0 Solutions

3 Key offerings

Design v9

Summary:

- Docs in MD
- Based off EDM Product Provided Documentation
- New Seperate LLD's
- New Key Approaches
- Design Blueprints
- Architectural Model
- Jira Backlog

Members:

Chris McCann and John McGillick - Docs

Matt Dillard, Gaurav Gupta, Sajal Debnath, Sanjay David, Srini Satyavarpu - Jira

Build v9

MVP Release

- Update the Jira template with links to available external documentation
- Present the VCF 9 manual deploy Jira on the next Infra community call
- Jira Backlog
- will be generic, not include content for all design decisions or use cases
- the tasks will not include hyperlinks to external documentation resources, and
- the board style will be Jira KanPlan format rather than Scrum

October Release:

- Update the Jira template with links to available external documentation
- Present the VCF 9 manual deploy Jira on the next Infra community call

Members:

Mark Jusko, Travis Fahey - Jira

Operationalize v9

Summary:

- Minimum Viable Product for operating the VCF platform
- Includes incident management. request fulfillment and monitoring / reporting
- Provides guidance on necessary roles and responsibilities for MVP operation as well as additional needs for maturing operating the platform
- Provides recommendations for next steps for increasing effectiveness and efficiency of operating platform

Members:

Abhishek Agarwal, Joe Yeager and Vince Proia

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Upgrade

Get current and stay current

Target Customer

- Customers who want to upgrade VCF to the latest version
- vSphere 7.x customers who need to upgrade to 8.x
- Customers who want to converge their vSphere environment to VCF

Perform upgrade pre-checks, readiness preparation, clean-up and remediation

Upgrade management and workload domains

Troubleshoot and resolve issues

Validate and knowledge transfer

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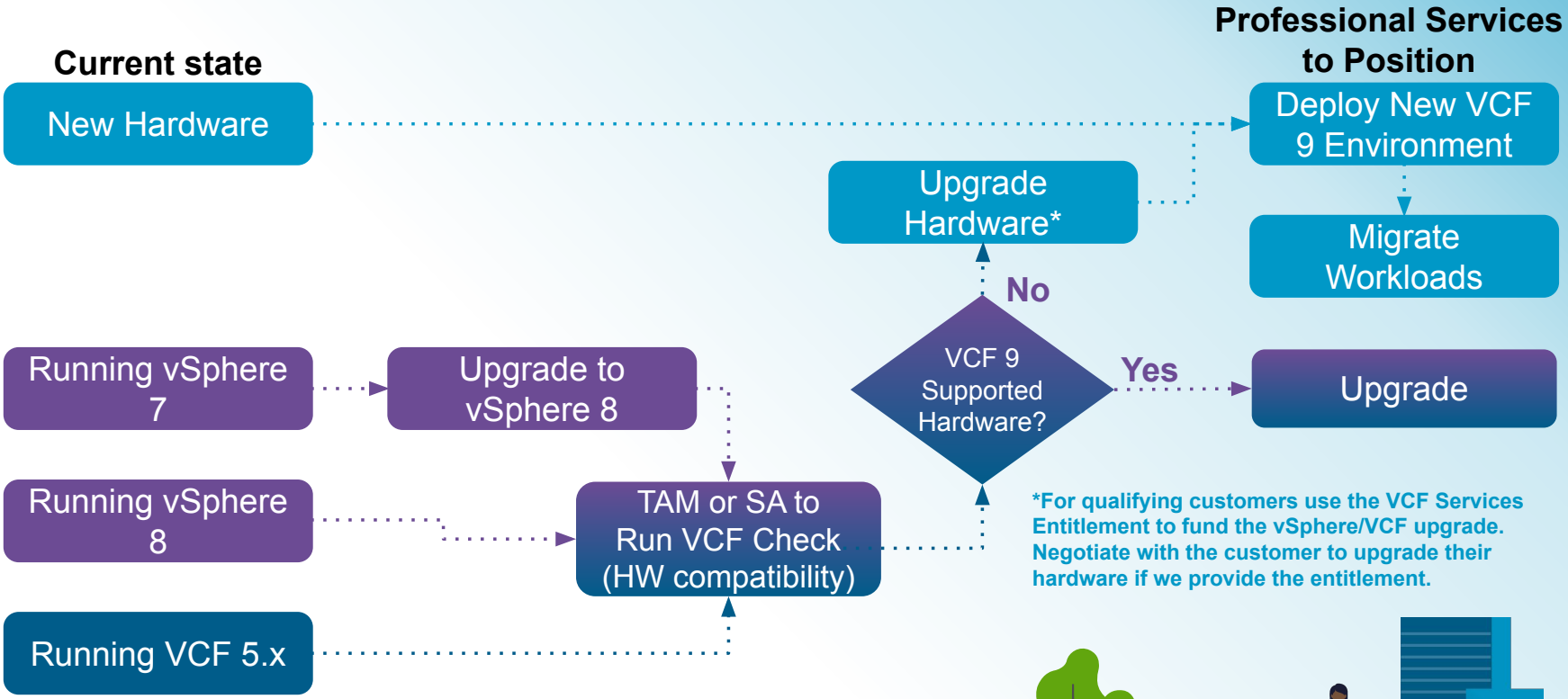
Upgrade Scenarios to VCF 9



*For qualifying customers use the VCF Services Entitlement to fund the vSphere/VCF upgrade. Negotiate with the customer to upgrade their hardware if we provide the entitlement.

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Build Private AI

Target Customer

Existing VCF customers looking to adopt Private AI and need assistance standing up a private AI foundation

Deploy and configure private AI components

Deploy and prepare scalable AI framework and data services

Define and prepare the AI Sharing Model

Customize DLVMs or Private AI clusters

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Extended Expert Team Services

Advance your private cloud maturity

01 Targeted, flexible staffing model from a team of VCF subject matter experts

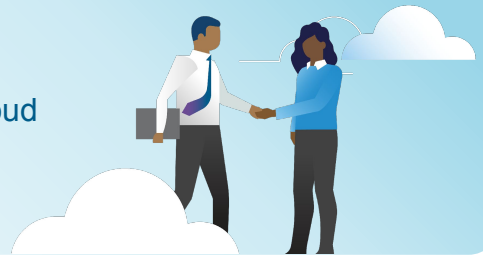
02 Expert guidance, tasks prioritization, and predictable results

03 Iterative hands-on implementation of backlogs

04 Progress communicated with monthly reporting

Assists with one or more focus areas

- Virtualized Infrastructure
- Automated Operations
- Services Consumption
- Security Governance and Compliance
- Integration and 3rd Party Ecosystem
- Data Protection and Recovery
- Multi-Tenant Consumers and Services
- Telco Cloud
- Modern Private Cloud



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Extended Expert Team

Example assistance / backlog items per focus area

Virtualized Infrastructure

- Perform an environment health check
- Install, upgrade and troubleshoot VCF
- Enable dynamic commissioning and decommissioning of ressources
- Configure high availability and dynamic resourcing
- Implement storage replication between multiple locations
- Design and configure network virtualization and operations

Compute I Storage I Network

Automated Operations

- Configure monitoring and reporting of VCF
- Enable proactive planning and intelligent remediation
- Build custom dashboards for tracking KPIs
- Configure additional dashboards for 3rd party monitoring
- Build dashboards for troubleshooting and security based on log analysis
- Aggregate logging data across VCF and 3rd party solutions
- Configure network visibility and troubleshooting capability
- Configure monitoring network flow and configurations

VCF Operations
VCF Operations for Logs
VCF Operations for Networks

Management

- Install, configure and integrate VCF Automation with:
  - IPAM
  - DNS
  - Authentication services
  - Database management system
  - Monitoring tools
  - Software-defined networking
- Set up Self-Service Catalog
  - Develop self-service catalog
  - Create initial service catalog items
  - Configure VCF Data Services
  - Implement CI/CD framework

VCF Automation

Security Governance & Compliance

- Perform a security configuration assessment
- Implement security hardening
- Provide compliance guidance and data governance
- Define and implement hardening process for tenant workloads compliance

VCF Full Stack

Data Protection and Recovery

- Install and configure VLR
- Assess application and dependency mappings
- Implement automated disaster recovery plans
- Validate failover

VMware Live Recovery
VCF Operations for Networks

Integration and 3rd Party Ecosystem

- VCF Operations Integrations:
  - Management pack development and deployment
- VCF Automation Integrations:
  - ITSM
  - Security compliance
  - Database management systems
  - API/CLI

VCF Operations
VCF Automations

Multi-Tenant Consumers and Services

- Assist with tenant onboarding
- Implement multi-tenant key management encryption for workloads
- Implement tenant policies and resource management controls
- Multi-tenant services implementation:
  - Backup as a Service
  - DR as a Service
  - LB as a Service
  - Containers as a Service
- Implement chargeback

VMware Cloud Director
VCF Automation

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Extended Expert Team Services

Default teams

Extended Expert Team SMALL

- 100% — 1 Senior Consultant In-Region (T1-T4)
- 20% — 1 Project Manager In-Region (T1-T4)

Extended Expert Team MEDIUM

- 100% — 1 Senior Consultant In-Region (T1-T4)
- 20% — 1 Architect In-Region (T1-T4)
- 20% — 1 Project Manager In-Region (T1-T4)

Extended Expert Team LARGE

- 100% — 1 Senior Consultant In-Region (T1-T4)
- 100% — 2 Senior Consultants In-Region (T4)
- 25% — 1 Architect In-Region (T1-T4)
- 25% — 1 Senior Architect In-Region (T1-T4)
- 50% — 1 Project Manager In-Region (T1-T4)

Extended Expert Team EXTRA-LARGE for MPC

- 100% — 6 Senior Consultants In-Region (T1-T4)
- 100% — 1 Architect - VCF In-Region (T1-T4)
- 50% — 1 Architect - TC In-Region (T1-T4)
- 100% — 1 Project Manager In-Region (T1-T4)

Choice of Team Size Based on Focus Area

- 1 Focus area allows choice of S, M, or L
- 2-3 Focus areas allows choice of M, or L
- 4-7 Focus areas allows choice of L
- X-Large is for Modern Private Cloud only

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VCF 9.0 Modern Delivery Management Repository Overview

Chris Hampton

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MDM Demo

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LUNCH

12 TO 1

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EAP + INSIGHTS Portal Overview

Kevin Mikalsen

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At Broadcom, Services Partners Are More Important Than Ever

Partner-led Services Translates to Customer Value

Hock Tan, CEO
Regan McGrath, VP AMER Sales
Brian Moats, SVP, Global Comm Sales and Partners
Krish Prasad, SVP and GM, Broadcom VCF
Luigi Freguia, President EMEA Sales
Chris Hill, EMEA Services Lead
Sylvain Chopard, VP APAC Sales

Broadcom's Take: Partner-led Servic
news.broadcom.com

PARTNERS · 2 min read

Fueling Customer Success Through Deep Pa
Collaboration

Brian Moats · June 1, 2025

Broadcom B-Connected Blog

Krish Prasad
Senior Vice President and General Manager, VMware Cloud Foundation Division

Search Blog

December 11, 2023 | 8 Minute Read

VMware by Broadcom dramatically simplifies off
lineup and licensing model

Innovation Listen

vmware by Broadcom

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Leverage Services Partners Along Our Customers' VMware Journey

Get Unstuck

Implement Faster

Drive Better Outcomes

Improve Competitiveness

Explore & Evaluation

Scoping & Implementation

Adoption Assessment

Healthcheck & Renewal

Expansion Assessment

Advocacy & Thought Leadership

Health Check | Assessment | Architecture & Design | PoC | Implementation | Upgrade & Migration | Integration Development | Training | Support

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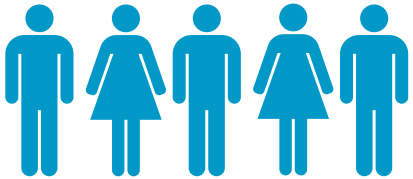
VCF Partner Services Attach

Sales Mandate: 100% Services Attach for VCF Sales



Commercial Segment

Partner sold and delivered services
no subcontracting

Partner team works with Sales team to engage Services partner where there is not one already engaged

Corporate Segment

In addition to VCF Services Entitlement – **applicable on VCF** LESS THAN **$500K ABV**

Services plan required for all VCF deals

Partner team works with Sales to **engage Services partner** in deals where one has not been selected/identified

Partner Sold and Delivered Services
no subcontracting

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Corporate Accounts – Partner Delivery Model

Maintaining best-quality services delivery and the most rapid path to consumption growth

	Strategy & Planning	Deployment / Adoption	Expansion
Partners	• Cloud Strategy Workshops • Future State Architecture • Adoption Plan • Delivery Plan • Define Service Engagement with Customer • Project Management	• Architecture (Tech & Ops) • Integration • Automation Design & Implementation • Operational Model • Operational Model Implementation • Adoption Plan Updates • Deployment • Workload Migration • Project Management	• Partner-led services sales • Architecture Oversight • Use-case Expansion Strategy • Adoption Plan Updates • Architecture Updates • Workload Migration • Deployment of new use cases • Project Management • Lifecycle
Broadcom Services	• Oversight & Guidance - Capability Roadmap, Adoption Plan • Co-delivered Jumpstart per customer request or Partner capability needs	• Oversight & Guidance - Capability Roadmap, Adoption Plan • Program/Project Mgmt. If Co-delivered with Partner • Subcontract Administration, Billing	• Oversight & Guidance - Capability Roadmap, Adoption Plan

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Expert Advantage Partner Program

BROADCOM | EXPERT ADVANTAGE PARTNER PROGRAM

Curated group of proven Professional Services partners

These partners align go-to-market strategies

Ecosystem of relationships & resources

Improves efficiencies and customer satisfaction

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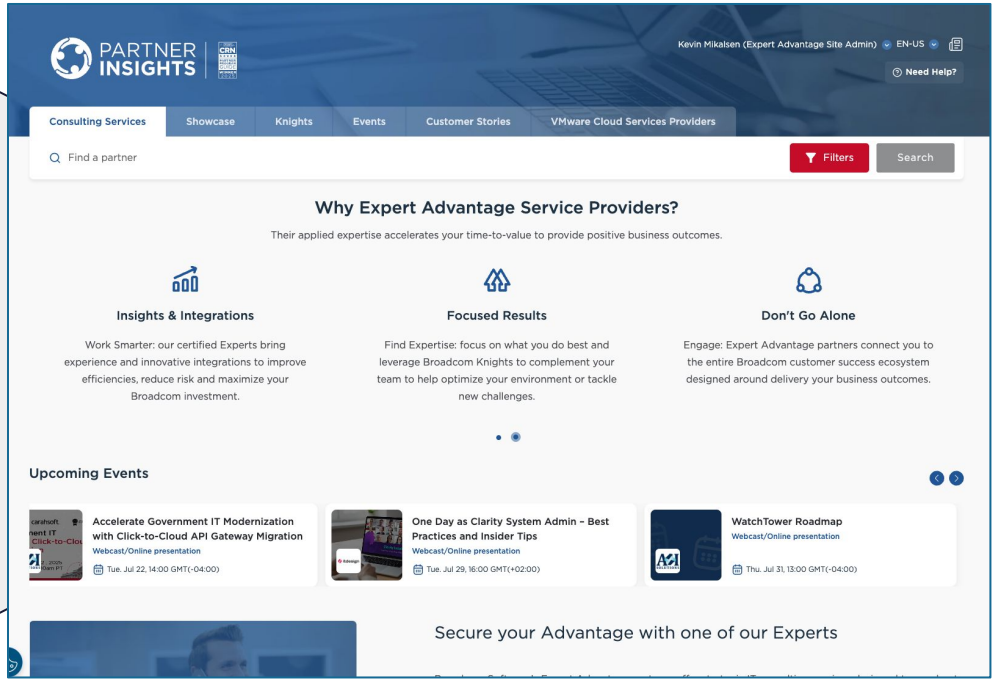
EAPs Covering All Regions - VCF & TNZ

PARTNER INSIGHTS

expert.broadcom.com

	Coverage	
	Active Onboarded	*Onboarding Future*
Global VCF Partners	143	
US_CAN	35	4
LATAM	30	5
EMEA	35	13
APJ	43	12

Strategic | Corporate | Commercial
Pinnacle Resell are Required to be in EAP - grow Services Practice
Some partners span regions



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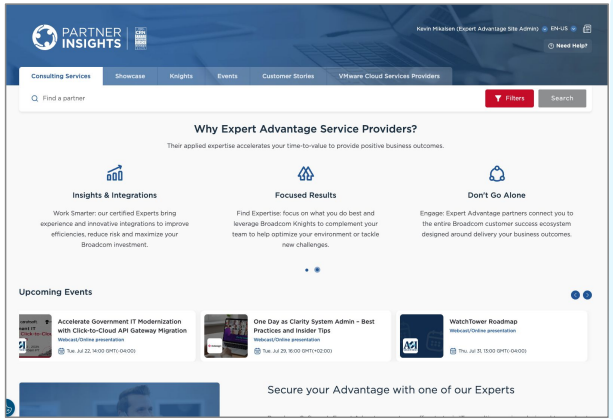
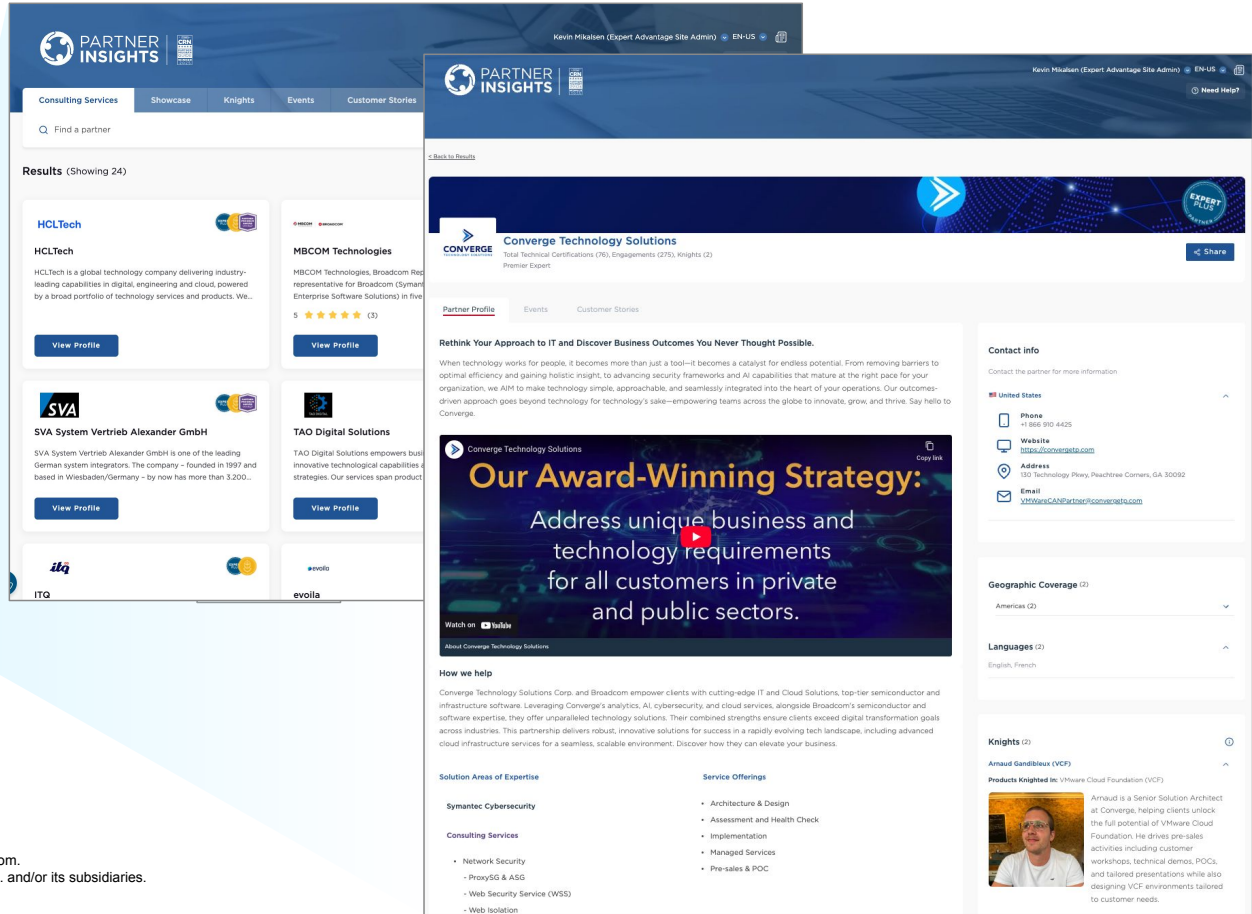
INSIGHTS - Promoting EAPs

PARTNER INSIGHTS

THE CHANNEL CO. CRN PARTNER PROGRAM GUIDE WINNER 2025





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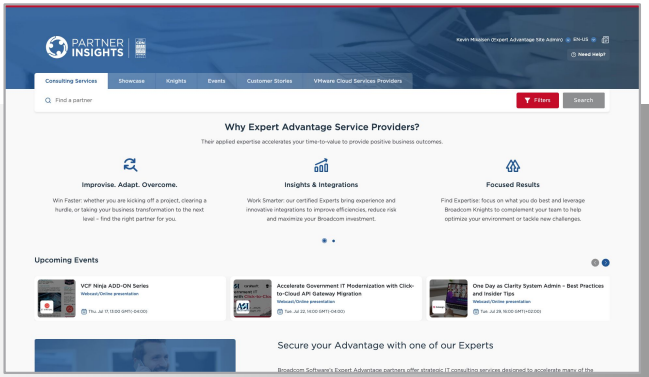
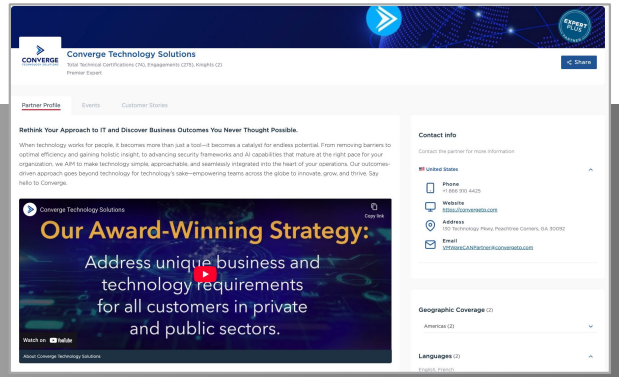
Partner INSIGHTS Platform

PARTNER INSIGHTS

THE CHANNEL CO. CRN PARTNER PROGRAM GUIDE WINNER 2025

expert.broadcom.com





INSIGHTS PARTNER FINDER	INSIGHTS CUSTOMER STORIES	INSIGHTS SHOWCASE	BROADCOM KNIGHTS	INSIGHTS EVENTS
Using search bar or filters will return Partner tiles fitting selected parameters	Discover real-world examples of Partner-led engagements	Identify Partner-created integrations that accelerate value	Find recognized Broadcom solution experts	Locate local events sponsored by Broadcom and Partners

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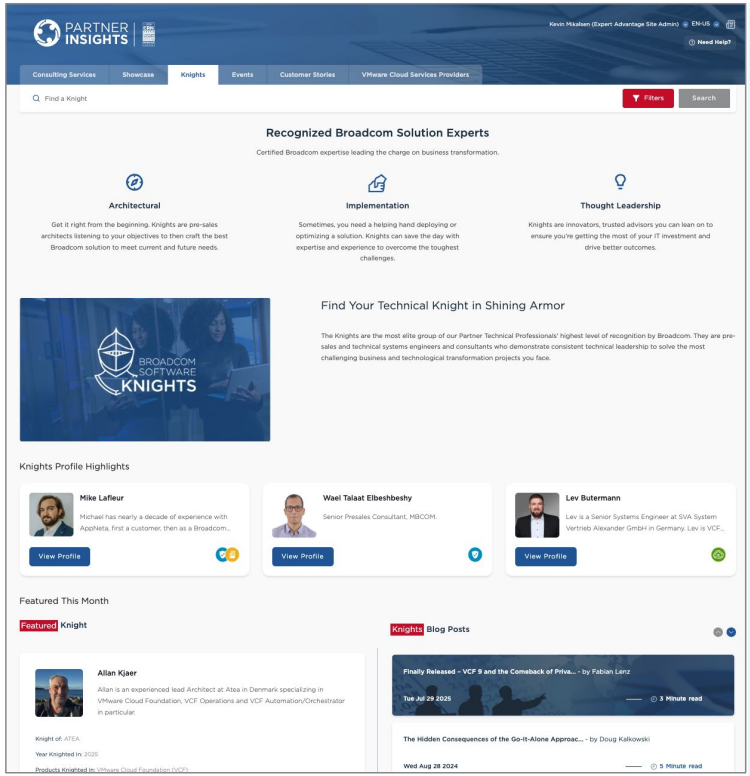
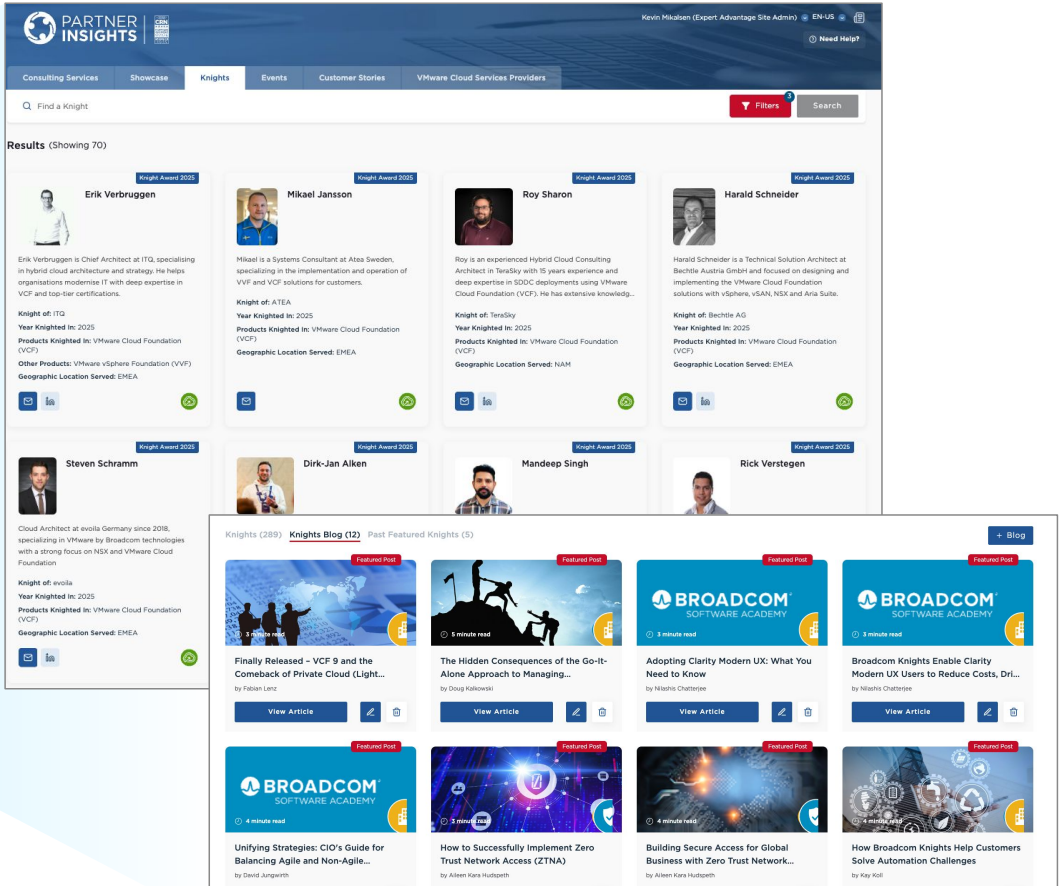
KNIGHTS - Your Technical Wait Staff

Matching trends, customer desires, to pairings and delight

BROADCOM KNIGHTS





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Aligning the Opportunity with Implementation Best Practices

Training, Tools & Resources

People	Processes	Technology
PSO Practitioners & Content Creators	Service Best Practices	VCF v9 - Full Stack Integration
Technical Sales Activation Teams	Value Messaging & Architectures	Aligned to IT and Business Challenges
Broadcom Sales/Solution Architects	Publishing Scoping Docs & EDMs	Discovery & Deployment Tools
Broadcom Knights & Sponsors		

Health Check | Assessment | Architecture & Design | PoC | Implementation | Upgrade & Migration | Integration Development | Training | Support

BROADCOM EXPERT ADVANTAGE PARTNER PROGRAM | PARTNER INSIGHTS | BROADCOM KNIGHTS | BROADCOM PSO | BROADCOM PARTNER ACTIVATIONS

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Finding Resources & Tools on INSIGHTS

expert.broadcom.com/dashboard/partner/27-virtual-consulting?tab=res&page=list

BROADCOM Expert Advantage Partner Program

Broadcom Admin Dashboard

Kevin Mikalsen (Expert Advantage Site Admin) EN-US

Need Help?

‹ 27 Virtual Consulting

Partner Profile | Partner Contacts | Services Forecasts | Additional Info | Showcase | Events | Surveys | Customer Stories | Resources

Resources

Send Feedback

VCF

VCF Tools and Resources are learning aids or references used as you position and present your consulting services. They align with common customer use cases and Broadcom Services delivery best practices. Each section may contain downloadable interactive guides or folders with multiple files.

Tools | Accelerate Adoption | Optimize Performance & Value | Jumpstart Essentials

Partner Delivery Toolkit | Adoption Consumption Model | VMware Optimization Assessment (VOA) | Cloud Maturity Model Assessment Tool | VMware Health Analyzer (vHA)

Partner Delivery Toolkit

Package Description

The Partner Services Delivery Toolkit unified resources and assets to enhance partner delivery and success. It empowers partners to successfully deliver VCF solutions from the architecture and implementation stages through adoption and consumption.

Audience

Sales, SE, Architect, Implement, Troubleshoot

Platform

VCF

Material Assets

Partner Access to Tools & Resources

Use your EAP / Partner Program Login:

- Pre-Sales/Architecture content
- Shared delivery content from PSO

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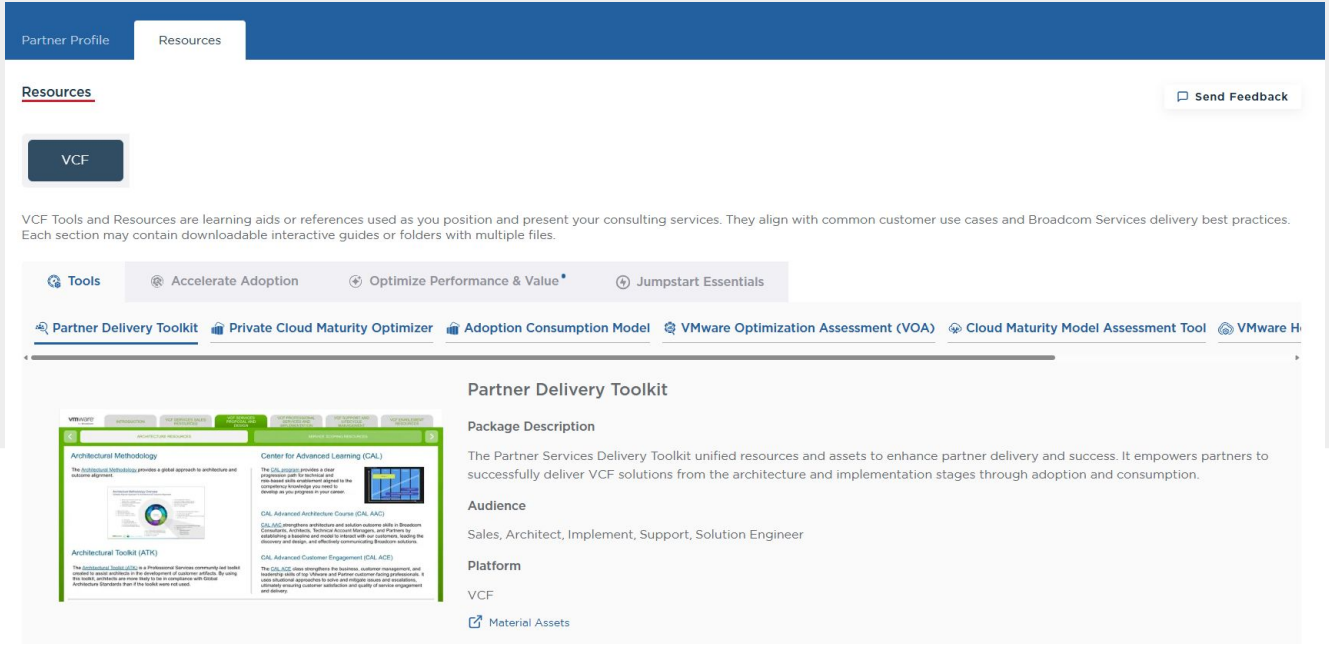
Partner INSIGHTS Platform

Tools & Resources for Partners – Shared IP

Presales Technical & Post Sales Implementation Resources

- Tools
- Scoping Documents
- Engagement Delivery Materials
- Jumpstart Essentials
- Practice Builder Materials



Resources | Tools

Pre-Sales Tech, Assessment & Health Check

Partner Delivery Toolkit

VMware Optimization Assessment (VOA)

Private Cloud Maturity Optimization (PCMO)

VMware Health Analyzer (vHA)

VCF Build and Integrate Lifecycle Toolkit (BILT)

Partner Delivery Toolkit | Private Cloud Maturity Optimizer | Adoption Consumption Model | VMware Optimization Assessment (VOA) | Cloud Maturity Model Assessment Tool | VMware H

Partner Delivery Toolkit

Package Description

The Partner Services Delivery Toolkit unified resources and assets to enhance partner delivery and success. It empowers partners to successfully deliver VCF solutions from the architecture and implementation stages through adoption and consumption.

Audience

Sales, Architect, Implement, Support, Solution Engineer

Platform

VCF

Material Assets

Partner Delivery Toolkit | VMware Optimization Assessment (VOA) | Cloud Maturity Model Assessment Tool | VMware Health Analyzer (vHA) | VCF BILT

VMware Optimization Assessment (VOA)

Package Description

The VMware Optimization Assessment (VOA) is a powerful tool designed to help businesses unlock the full potential of their VMware vSphere Foundation environments. By conducting a comprehensive evaluation, the VOA identifies opportunities for cost savings, security enhancements, and operational efficiency improvements. Do not miss out on your VOA SME in a dashboard experience.

Audience

Customer, Partner

Platform

VCF, VVF

Material Assets (be sure to select the Assessment Tools section)

Partner INSIGHTS Platform

Accelerating Adoption & Optimizing Performance

Tools | Accelerate Adoption | Optimize Performance & Value | Jumpstart Essentials

Accelerate Adoption Scope Packages Day 0/1 | Accelerate Adoption Scope Packages Day 2/N

- Automate to Deliver IaaS
- Migrate Workloads
- Implement Disaster Recovery
- Build or Modernize Your Private Cloud
- Extend Your Data Center to the Cloud
- Implement a Private AI Foundation
- Modernize Your Virtualized Storage
- Upgrade

Build or Modernize Your Private Cloud

Modernize Your Private Cloud

Scope Description

This package provides expert guidance on how to modernize a private cloud infrastructure in the environment. It encompasses two distinct phases. I... **Read More**

Scope and Level of Effort Assets

Build a U.S. Federal Cloud: Multi-site

Scope Description

This package builds the Private Cloud Infrastructure, for a multi-site deployment, including the base deployment of compute virtualization including E... **Read More**

Scope and Level of Effort Assets

Build a U.S. Federal Cloud: Single Site

Scope Description

This package builds the Private Cloud Infrastructure, for a single site deployment, including the base deployment of compute virtualization including ... **Read More**

Scope and Level of Effort Assets

Build a Private Cloud

Scope Description

This package scop
This includes the

Scope and Le

Build a Private Cloud: Cloud Service Providers

Scope Description

This package helps define, deliver, and deploy a new VCF full-stack CSP platform. Note: This is only a VCF 5.x offering... **Read More**

Scope and Level of Effort Assets

Build a Private Cloud

Scope Description

This package scopes the VMware Pro Cloud Service for Private Cloud, Service design and deployment. This includes the base deployment of Virtualized Infrastructure including ESXi Hosts and vCenter server, storage virtualization including vSAN, Network Virtualization with VMware NSX. It also includes the the management components for VCF Automation, VCF Operations, VCF Operations Fleet Management and SDDC Manager. As a part of the design and deployment process security hardening of the components is also performed.
Finally it includes elements of operational assistance and creation of customer specific documentation as requested.

Scoping Exhibits

Scope and Level of Effort Assets

Scope Type

Prescriptive Scope

Scope Category

Modernize Your Infrastructure

Scope Customer Story

Build or Modernize Your Private Cloud

GEO Availability

GLOBAL

Divisions

VCF

Scope Document
Build a Private Cloud- Design and Deploy

In-Scope Roles:

Role Region	SKU	Level of Effort (hours)
Senior Consultant In-Region (T1-T4)	PS-T1-SC	2,160
Architect In-Region (T1-T4)	PS-T1-AR	260
Senior Architect In-Region (T1-T4)	PS-T1-SA	220
Project Manager In-Region (T1-T4)	PS-T1-PM	360
Senior Project Manager In-Region (T1-T4)	PS-T1-SP	16
Total Hours		**3,016**

Team Details:

Team Configuration

Team Name	Team Description
Large Team	The following is the Large Team Configuration: • 3 Senior Consultant @ 100% of configured duration • 1 Architect @ 25% of configured duration • 1 Transformation Consulting Senior Architect @ 25% of configured duration • 1 Project Manager @ 50% of configured duration

Delivery Resources - 9 Use Cases

- Scoping Documents
- Engagement Delivery Materials
- Jumpstart Essentials

Partner INSIGHTS Platform

Accelerating Adoption & Optimizing Performance

Tools | Accelerate Adoption | Optimize Performance & Value | Jumpstart Essentials

Optimize Performance & Value Packages

- Automate to Deliver IaaS
- Migrate Workloads
- Implement Disaster Recover
- Extend Your Data Center to
- Implement a Private AI Four
- Modernize Your Virtualized S
- Build or Modernize Your Priv
- Upgrade New

Build or Modernize Your Private Cloud New

Build a Private Cloud: Cloud Service Providers

EDM Description

This package helps define, deliver, and deploy a new VCF full-stack CSP platform. Note: VCF 5.x content only... Read More

Engagement Delivery Material Assets

Build a U.S. Federal Cloud: Multi-site

EDM Description

This package builds the Private Cloud Infrastructure, for a multi-site deployment deployment of compute virtualization including E... Read More

Engagement Delivery Material Assets New

Build a U.S. Federal Cloud: Single Site

EDM Description

This package builds the Private Cloud Infrastructure, for a single deployment of compute virtualization including ... Read More

Engagement Delivery Material Assets

Build a Private Cloud

EDM Description

This package scopes the VMware Pro Cloud Service for Private C
This includes the base deployment of Virtualized I... Read More

Engagement Delivery Material Assets

Build a Private Cloud

EDM Description

This package scopes the VMware Pro Cloud Service for Private Cloud, Service design and deployment. This includes the base deployment of Virtualized Infrastructure including ESXi Hosts and vCenter server, storage virtualization including vSAN, Network Virtualization with VMware NSX. It also includes the the management components for VCF Automation, VCF Operations, VCF Operations Fleet Management and SDDC Manager. As a part of the design and deployment process security hardening of the components is also performed.
Finally it includes elements of operational assistance and creation of customer specific documentation as requested.

Engagement Delivery Materials Link

Engagement Delivery Material Assets

EDM Type

Prescriptive Scope

EDM Category

Modernize Your Infrastructure

EDM Customer Story

Build or Modernize Your Private Cloud

GEO Availability

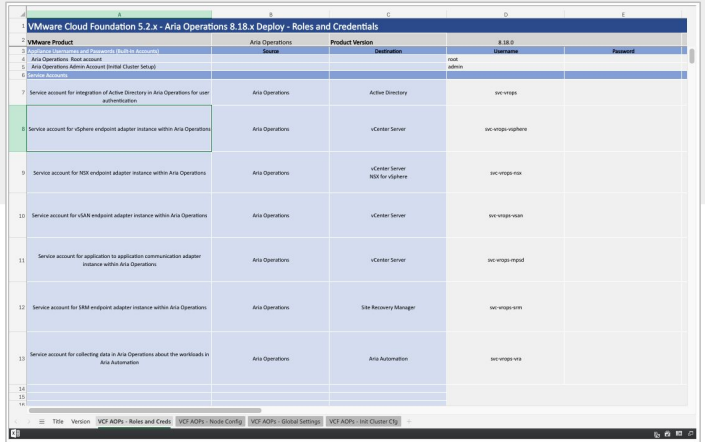
GLOBAL

Divisions

VCF

Delivery Resources - 9 Use Cases

- Scoping Documents
- Engagement Delivery Materials
- Jumpstart Essentials



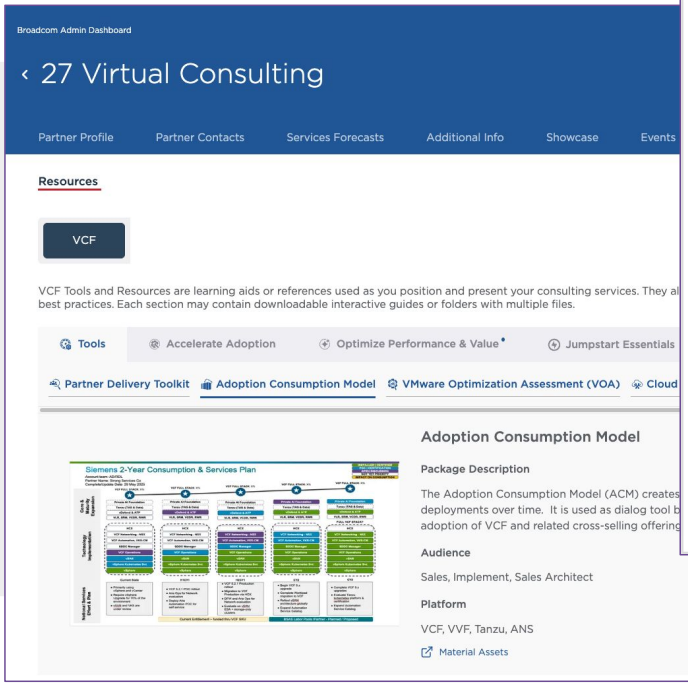
VMware Cloud Foundation 5.2.x - Aria Operations 8.18.x Deploy - Roles and Credentials

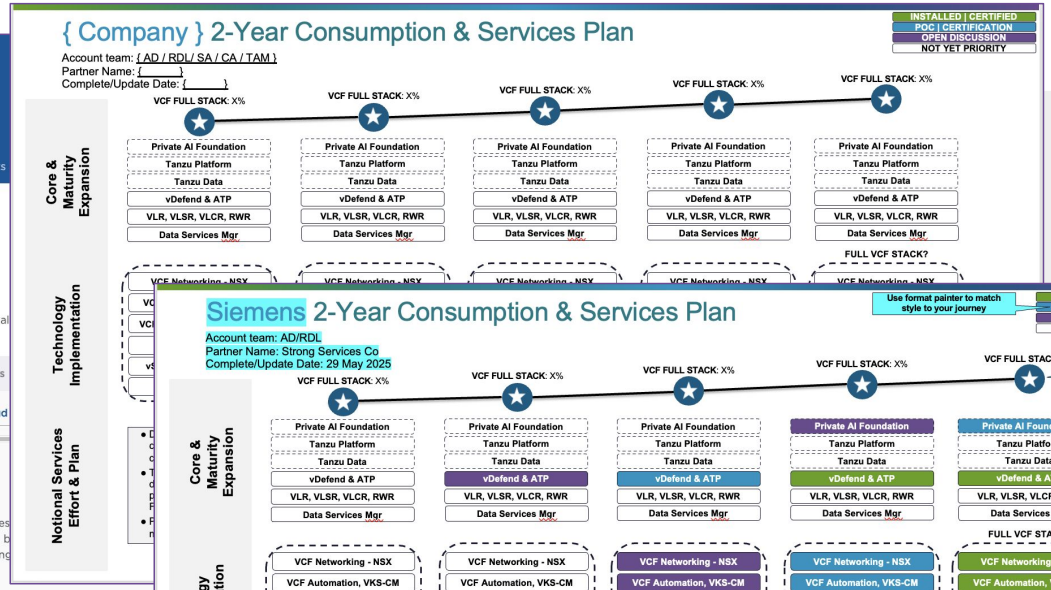
VMware Product	Aria Operations	Product Version	8.18.0	
Accounts (Usernames and Passwords (Built-In Accounts)	Source	Destination	Username	Password
Aria Operations Root account			root	
Aria Operations Admin Account (Initial Cluster Setup)			admin	
Service Accounts				
Service account for integration of Active Directory in Aria Operations for user authentication	Aria Operations	Active Directory	svc-vrops	
Service account for vSphere endpoint adapter instance within Aria Operations	Aria Operations	vCenter Server	svc-vrops-vsphere	
Service account for NSX endpoint adapter instance within Aria Operations	Aria Operations	vCenter Server NSX for vSphere	svc-vrops-nsx	
Service account for vSAN endpoint adapter instance within Aria Operations	Aria Operations	vCenter Server	svc-vrops-vsan	
Service account for application to application communication adapter instance within Aria Operations	Aria Operations	vCenter Server	svc-vrops-mpsd	
Service account for SRM endpoint adapter instance within Aria Operations	Aria Operations	Site Recovery Manager	svc-vrops-srm	
Service account for collecting data in Aria Operations about the workloads in Aria Automation	Aria Operations	Aria Automation	svc-vrops-vra	

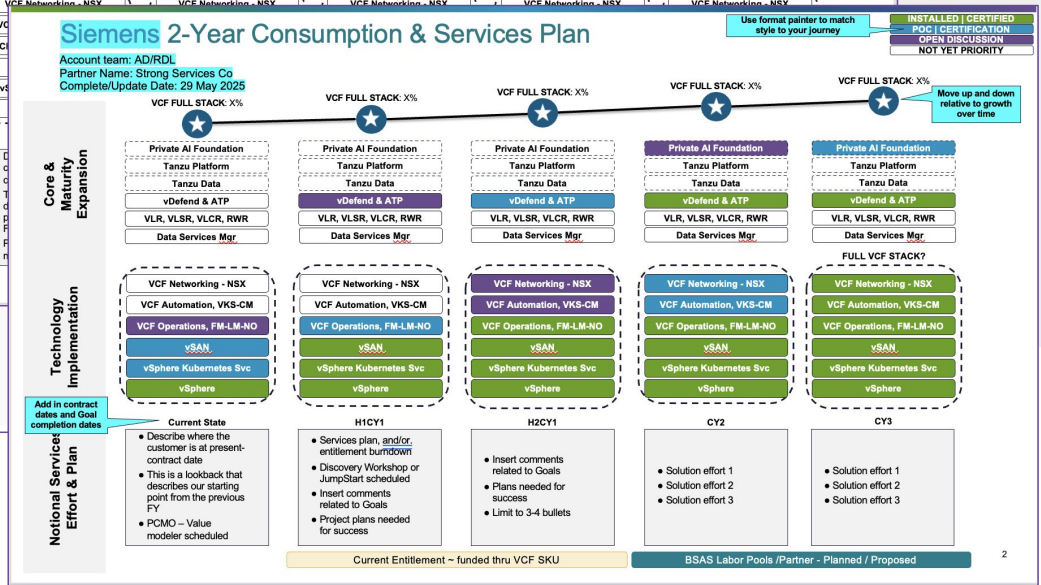
Title | Version | VCF AOPs - Roles and Creds | VCF AOPs - Node Config | VCF AOPs - Global Settings | VCF AOPs - Init Cluster Cfg

Adoption & Consumption

Aligning with Partners on Customer Adoption Plans







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Partner INSIGHTS Platform

Jumpstart Essentials

Partner Profile | Partner Contacts | Services Forecasts | Product Forecasts | Showcase | Events | Surveys | Customer Stories | Resources

Resources

Send Feedback

VCF | VVF

VCF Tools and Resources are learning aids or references used as you position and present your consulting services. They align with common customer use cases and Broadcom Services delivery best practices. Each section may contain downloadable interactive guides or folders with multiple files.

Tools | Accelerate Adoption | Optimize Performance & Value | Jumpstart Essentials

Introducing Jumpstart Essentials Workshops

Jumpstart Essentials

Package Description

Jumpstart Essentials Workshop is a service developed to baseline customer cloud maturity, develop a capability roadmap, and create an adoption plan and is an integral component of the Customer Services Entitlement Program. This service provides customers with actionable recommendations to enhance their cloud operating model and maximize the return on investment from their VMware Cloud Foundation environment. For partners, this allows you to build a timeline for your customer's VCF journey that can be used to plan future servic
recording, and resources can help our partne
Services Entitlement engagement.

Material Assets

The documentation and downloadable tools provided in the Tools & Resources tab are provided to our Expert Advantage consulting services partners to dow
engagement. The documents are free of Broadcom branding. These tools and resources are provided as is and Broadcom disclaims any express or implied wa
accept any risk or liability for the partner's use of the materials. Your use of these tools and resources is acceptance of these terms.

JS Essentials Training v1.4.pptx

Jumpstart

Partner Enablement

Service Overview

March 2025

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Delivery Resources

- Scoping Documents
- Engagement Delivery Materials
- Jumpstart Essentials

Optimization Tools

Johnny Jagroo

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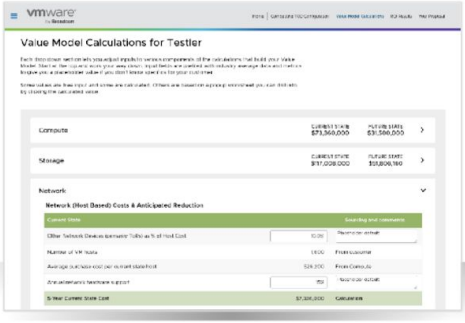
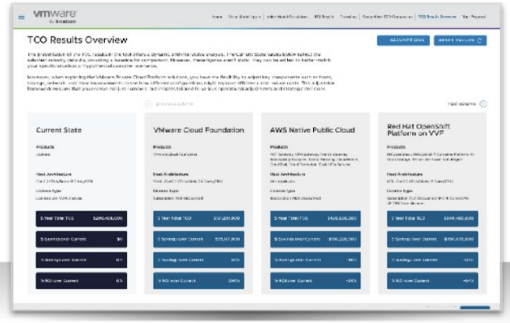
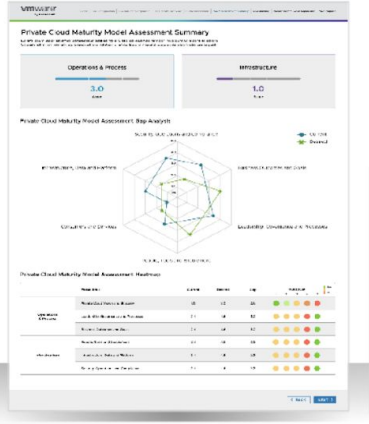
Private Cloud Maturity Optimization Tool



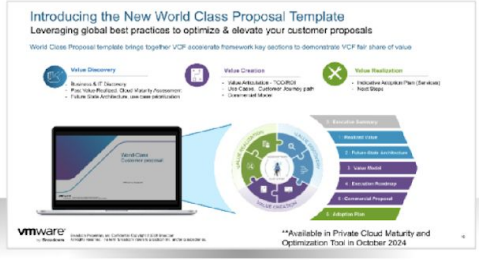
Past Value/Future Value Model



Competitive TCO Comparison



Private Cloud Maturity Assessment



World Class Proposal

WHO

Internal Sellers and Partners

WHAT

Guided assessment of a customer's technology and financial value current state as well as potential future value state

WHY

- Streamline TCO/ROI, cloud maturity, and proposal template output
- Support VCF selling narrative with financial and maturity data points
- Facilitate robust financial and maturity- based customer engagements

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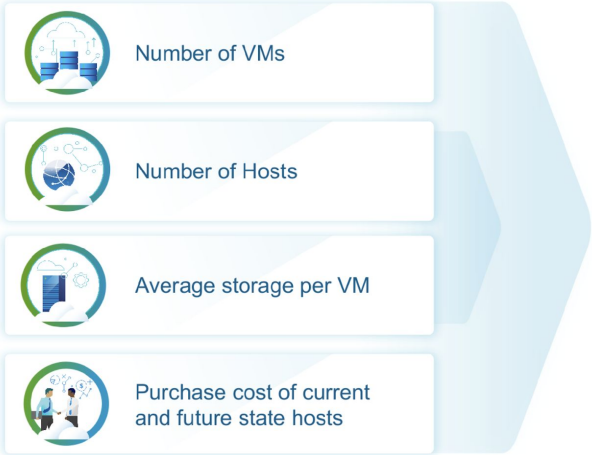
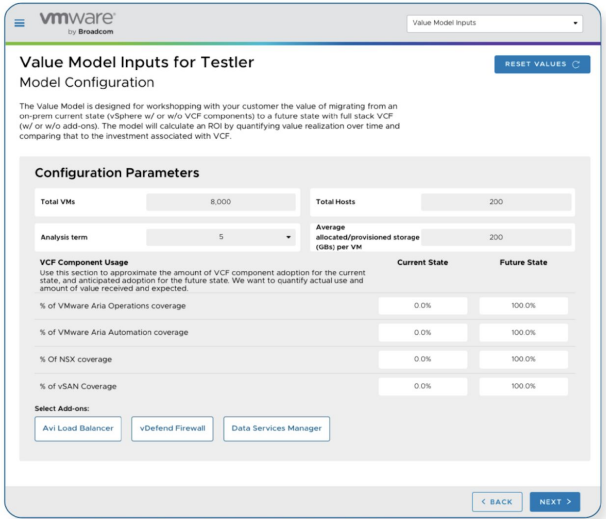
What Do You Need to Get Started?

Checklist of minimal data required for preliminary value model





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Home

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The Private Cloud Maturity and Optimization (PCMO) Tool is a tool for Broadcom sales and Partner teams to streamline engagement around value modeling, competitive analysis, and maturity assessment. The PCMO tool will walk you through modules of your choice to help you create the best business case for your customer.

The output of the process will generate a world class or consolidated proposal template you can customize and present to your customer to showcase the value of VMware by Broadcom solutions and drive deeper engagement and business value.

Customer Name — Search Customer: Updated Demo

Broadcom Sales Region: BSG Commercial

Broadcom Sales Segment: Commercial

Customer Account Number: 1234567

Analysis Data Region: AMER

Analysis Data Industry: All Industries

Partner Led Assessment: No

Select all that apply:

- **Past Value Analysis** — Estimated Reverse ROI
- **Value Model** — A TCO/ROI analysis for VCF
- **Competitive TCO Comparison** — Estimated competitive comparison
- **Maturity Assessment** — Capability gap analysis for private cloud
- **Customer Readiness Assessment** — VCF 9.0 Adoption Readiness Assessment

* We recommend completing the appropriate financial analyses along with the Maturity Assessment.

GET STARTED >

Resources: PCMO Google Space | SRC Resources Page | Template Proposal Download | Feedback

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Past Value Inputs

Past Value Analysis Inputs for Commercial Account

RESET VALUES

The Past Value Analysis is designed for workshopping with your customer the value realized over the past 3-5 years from the existing VMware by Broadcom solution. The model will estimate the return on investment (ROI) realized.

Configuration Parameters

Past state solution	VVF with vSAN	Analysis term	3

			Sourcing and comments
Number of VMs - Past State	Worksheet	275	From Past Data Worksheet
Number of VM Hosts - Past State	Worksheet	21	From Past Data Worksheet
Average allocated/provisioned storage (GBs) per VM		0	

Component Usage

Use this section to approximate the amount of solution component adoption for the past state, and anticipated adoption for the cur

	Current State
% of Operations coverage	100.0%
% of vSAN Coverage	100.0%

Select Advanced Services:

Avi Load Balancer | Data Services Manager (DSM) | VMware Live Recovery (VLR)

Past and Current State Data Worksheet

RESET VALUES

Customer Data	Date	VMs	Hosts
Most recent data	08/13/2025	300	15
Oldest historical data relevant to analysis term	09/19/2022	275	20
Calculated Average Annual Growth		3.0%	-9.4%
Analysis Date	08/13/2025		
Apply growth to most recent data?	Yes		

Month/Year	Aug-22 Year 1 (Start)	Aug-23 Year 1 (End)	Aug-24 Year 2 (End)	Aug-25 Year 3 (End)
VMs	275	283	291	300
Hosts	21	19	17	15
Consolidation Ratio	13.1	14.9	17.1	20.0

Data used in analysis	
Past Number of VMs	275
Past Number of Hosts	21
Annual Growth (VMs)	3.0%
Target Consolidation Ratio	20.0

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TCO Solution Comparison

Select from various VMware Private Cloud Platform solutions which represent VMware offerings, and up to five competitive scenarios for a direct TCO comparison with VMware solutions. This feature of the tool generates comprehensive "greenfield" comparative TCO analyses, offering users a high-level overview of how VMware's solutions financially compare to other market alternatives.

Private Cloud Platform

Please select all of the following that apply. (Choose at least one to continue).

VMware Cloud Foundation	VVF with vSAN	VVF
Savings $1,648,000	Savings ???	Savings ???
Improvement 52%	Improvement ???	Improvement ???

Only a maximum of 5 of the 9 below platforms may be selected.

- AWS Native Public Cloud
- Azure Native Public Cloud
- GCP Native Public Cloud
- Red Hat OpenShift Platform on VVF
- VCF Competitive Nutanix
- VCF on Third Party Storage
- VCF on VMware Cloud on AWS
- Azure VMware Solution
- Google Cloud VMware Engine

< BACK NEXT >

TCO Results Overview

+ ASSUMPTIONS | RESET VALUES

The presentation of the TCO results in the tool offers a dynamic and interactive analysis. The Current State values below reflect the selected industry defaults, providing a baseline for comparison. However, these figures aren't static; they can be edited to better match your specific situation or hypothetical customer scenarios.

Moreover, when exploring the VMware Private Cloud Platform solutions, you have the flexibility to adjust key components such as hosts, storage, network, and labor improvements to see how different configurations might improve efficiency and reduce costs. This adjustable framework ensures that you receive not just numbers, but insights tailored to various operational adjustments and strategic decisions.

Current State

Products
vSphere

Host Architecture
Gen2 2 CPUs/Node 18 Cores/CPU

License type
Licensed per VVM Analysis

3 Year Total TCO	$5,864,000
$ Savings over Current	$0
% Savings over Current	0%
% ROI over Current	0%

Compute	$761,000
Storage	$38,000
Network	$76,000

VVF with vSAN

Products
vSphere Enterprise +, vSAN, Aria Suite Standard.

Host Architecture
HCI - Gen2 2 CPUs/Node 18 Cores/CPU

License type
Subscription (Not Discounted)

3 Year Total TCO	$4,243,000
$ Savings over Current	$1,621,000
% Savings over Current	28%
% ROI over Current	768%

Estimated Hosts Required	13
Storage Improvement %	10%
Network Cost Reduction %	0%
Labor Productivity Improvement %	0%

Compute	$543,000
Storage	$0
Network	$113,000

Red Hat OS Platform on VVF

Products
RH OpenStack, RH OpenShift Container Platform, RH Ceph Storage.

Host Architecture
HCI - Gen2 2 CPUs/Node 20 Cores/CPU

License type
Subscription (Not Discounted)

3 Year Total TCO	$7,159,000
$ Savings over Current	-$1,295,000
% Savings over Current	-22%
% ROI over Current	-35%

Compute	$515,000
Storage	$3,000
Network	$52,000

VCF Competitive Nutanix

Products
NCM (Mission Critical), NCI (Mission Critical).

Host Architecture
HCI - Gen2 2 CPUs/Node 18 Cores/CPU

License type
Subscription (Not Discounted)

3 Year Total TCO	$5,046,000
$ Savings over Current	$818,000
% Savings over Current	14%
% ROI over Current	64%

Compute	$515,000
Storage	$3,000
Network	$52,000

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Use Cases

Use Cases

Next, identify the specific use cases that your customer wants to achieve. Start by asking them which use cases are most critical for their business. We have identified 9 common use cases that are typical for most organizations, ranging from modernizing on-premises private cloud infrastructure to implementing private AI or ransomware protection solutions. You can select up to 9 use cases and rank them according to the customer's priorities.

Select up to 9 Use Cases

Modern Infrastructure

- Modernize or build an on-premises private cloud infrastructure
- Automation to provide IaaS via a self-service catalog
- Extend your data center into the cloud

Cloud Experience for Developers

- Deliver Infrastructure-as-Code
- Implement Private AI
- Run business critical and modern workloads in production

Security and Resilience

- Implement ransomware protection and recovery
- Implement disaster recovery
- Integrate security, compliance, and resilience

Your Chosen Use Cases

Priority Order

01 Modernize or build an on-premises private cloud infrastructure

02 Run business critical and modern workloads in production

03 Implement ransomware protection and recovery

04 Implement disaster recovery

Google Chrome

GTO Alerts

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PCMM Assessment

Private Cloud Maturity Assessment

The Private Cloud Maturity Model (PCMM) helps customers realize their private cloud vision. The first step of the PCMM assessment involves understanding the customer's current state and desired future state.

You can start the assessment by responding to the 35 questions below for the current and desired columns.

Operational & Process

Private Cloud Vision and Strategy

Describe your current and desired level of support and culture within the organization to adopt technology as a means of transformation and innovation.	Current	Desired
1. No organizational awareness of strategic leadership and digital transformation, random innovations happen.	○	○
2. Knowledge exists but no formal values, owner and sponsor for strategic transformation activities or tools for transformation management.	●	○
3. An employee is assigned to strategic activities and projects, no culture has formed yet, some innovations and transformation projects started.	○	○
4. A particular team or office leads transformation and innovation activities effectively; leader and employees fully engage in the process, values are defined and communicated.	○	●
5. Leadership encouraged innovation at all levels; leaders transform the business to become more innovative and a supporting culture has formed.	○	○

Describe your current and desired level of executive sponsorship, commitment, organizational alignment and strategy for Private Cloud.	Current	Desired
1. No sponsorship, alignment or strategy.	○	○
2. Sponsorship from senior management, vague strategy but no alignment.	●	○
3. Sponsorship from C-level executives, defined strategy, some alignment.	○	○
4. Comprehensive C-level sponsorship with shared strategy, cloud roadmap and plan and reasonable alignment.	○	●
5. Leadership encouraged innovation at all levels; leaders transform the business to become more innovative and a supporting culture has formed.	○	○

Describe your current and desired state of Private Cloud capabilities in regards to locations, platforms and degree of adoption.	Current	Desired
1. Virtual infrastructure with limited performance and capacity management capabilities.	●	○
2. Virtual infrastructure for compute and storage assets with limited automated provisioning capabilities.	○	○

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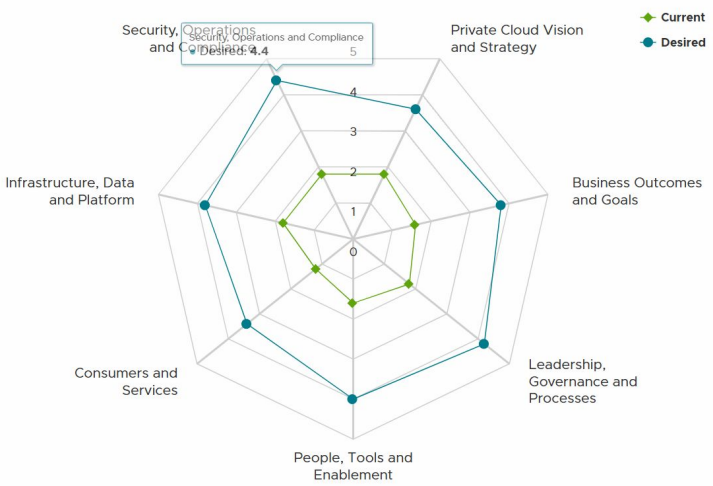
Private Cloud Maturity and Optimization Tool - Deliverables

Comprehensive Assessment Reports, Detailed Analysis, and Solution Proposal

Private Cloud Maturity Model Assessment Gap Analysis



Private Cloud Maturity Model Assessment Heatmap

	Focus Area	Current	Desired	Gap	Questions 1	2	3	4	5
Operations & Process	Private Cloud Vision and Strategy	1.8	3.6	1.8					
	Business Outcomes and Goals	1.6	3.8	2.2					
	Leadership, Governance and Processes	1.8	4.2	2.4					
	People, Tools and Enablement	1.6	4.0	2.4					
Infrastructure	Consumers and Services	1.2	3.4	2.2					
	Infrastructure, Data and Platform	1.8	3.8	2.0					
	Security, Operations and Compliance	1.8	4.4	2.6					

Max
Min

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Private Cloud Maturity and Optimization Tool - Deliverables

Comprehensive Assessment Reports, Detailed Analysis, and Solution Proposal

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PCMM Capabilities Summary

Private Cloud Maturity Model Capabilities Summary

Once the key areas of focus have been identified, the next step is to conduct a deeper analysis to determine the capabilities and functionalities present within the environment. A gap analysis is then performed to pinpoint the differences between the current state and the essential requirements needed to achieve the company's goals. At this stage, all that remains is to close these gaps. Broadcom can develop a comprehensive, customized plan with prescriptive guidance tailored to the unique needs of an individual company to achieve this. Given the dynamic nature of technology, business priorities, and the company's progress on its private cloud journey, it is advisable for companies to leverage the Private Cloud Maturity Model repeatedly to evaluate their progress and to stay on course.

They have achieved that level | They haven't achieved that level

1 Modern Infrastructure	2 Cloud Experience for Developers	3 Security and Resilience	4 Security and Resilience
Modernize or build an on-premises private cloud infrastructure	Run business critical and modern workloads in production	Implement ransomware protection and recovery	Implement disaster recovery
Strategy	Strategy	Strategy	Strategy
Organizational Roles	Organizational Roles	Organizational Roles	Organizational Roles
Operational Processes	Operational Processes	Operational Processes	Operational Processes
Compute	Compute	Compute	Compute
Storage	Storage	Storage	Storage
Network	Network	Network	Network
Operations	Operations	Operations	Operations
Consumption	Consumption	Consumption	Consumption
Services	Services	Services	Services
Security Governance and Compliance	Security Governance and Compliance	Security Governance and Compliance	Security Governance and Compliance
Data Protection and Recovery	Data Protection and Recovery	Data Protection and Recovery	Data Protection and Recovery

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VCF 9.0 Readiness Assessment - Commercial Account

Streamline your VMware Cloud Foundation 9.0 deployments with our VCF 9.0 Readiness Assessment Module. This powerful tool instantly identifies potential blockers and delivers precise, actionable insights for any environment – be it Greenfield, Brownfield, or a critical upgrade. By ensuring consistent, high-quality VCF 9.0 adoption, it significantly reduces both cost and time-to-delivery. Furthermore, the module supports multiple assessments to address unique environment requirements, retaining all pathway configurations for seamless comparison and informed decision-making.

Note: Customers can take multiple assessments to address their specific environment needs. Selections made on each pathway will be retained for ease of comparison.

1. Select your pathway

Deploy New VCF 9 Environment (Greenfield)

Start fresh with a new VCF 9 deployment. Ideal for new projects, hardware refreshes, or when an in-place upgrade is too complex.

Upgrade Existing VMware Environment to VCF 9 (Brownfield)

Convert your existing VMware environment into a full VCF 9 Fleet, leveraging your current hardware.

Upgrade Existing VCF 5.x to VCF 9.0

Upgrade your existing VCF 5.x environment direction to VCF 9.0. This path is for customers already running VCF and seeking an in-place version upgrade.

2. Greenfield Readiness Questionnaire

2a. Generic Questions (All Greenfield Paths)

Does the customer have supported hardware for VCF 9 based on HCL?

Yes | No

Action/Result: Deploy VCF

Add notes for this item...

What primary storage will be used to deploy VCF 9.0?

vSAN ESA | vSAN OSA | Fibre Channel (FC) | NFS | Other

Action/Result: Deploy VCF

Add notes for this item...

Greenfield Readiness Analysis

Great News!
No critical blockers or warnings identified. Your environment appears ready for VCF 9.0 adoption.

Good to Go (No Action)

Does the customer have supported hardware for VCF 9 based on HCL?

Action/Result: Deploy VCF

What primary storage will be used to deploy VCF 9.0?

Action/Result: Deploy VCF

3. Key Considerations

Customer Considerations

Lowest Risk: This path is the safest as your current production environment remains untouched during the build phase.

Highest Initial Cost: Requires capital expenditure for new hardware and running two environments in parallel during migration.

Clean Slate: Avoids carrying over legacy configuration issues or technical debt.

Delivery Considerations

Tools Involved

- VCF Installer
- VMware HCX (Optional for migration)

Design Options

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Customize Your Proposal

Congratulations, you're ready to generate your PCMO proposal! To further personalize and enhance the professionalism of your report, you have the option to add additional email addresses for direct report distribution and upload your customer's logo. This customization ensures your report not only carries critical financial insights but also presents them in a branded, corporate style tailored for your audience.

Report Type

Consolidated Proposal

- Consolidated Proposal
- World Class Proposal
- Readiness Survey Report PDF
- Readiness Survey Report PPT

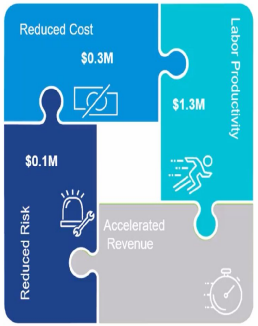
Julie Burton
BURTON REAL ESTATE GROUP

ATTACH CUSTOMER LOGO

Executive Summary

Gross Benefits	$1.8M
Investments	$0.0M
Net Benefits	$1.8M
ROI	0%
NPV	$1.6M
Payback	8 Months

Benefits Overview



Gross Benefits vs Investment

VMware Optimization Tools

VMware Optimization Assessment (VOA)

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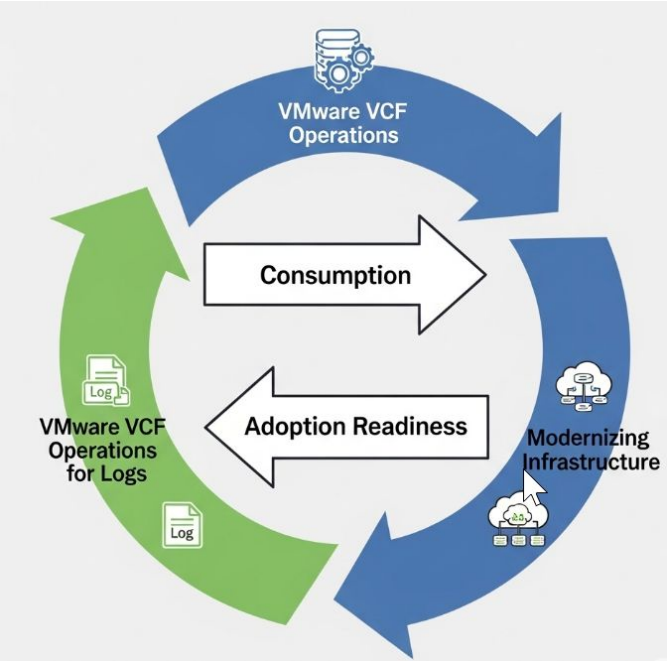
Accelerating Adoption and Consumption

VMware Operations Assessment- Technical Value Readiness



Operational Value

VOA delivers clear, actionable recommendations through the unified VCF Operations interface, simplifying customer workflows and improving daily efficiency.

Partners can showcase advanced features, such as automated right-sizing and predictive analytics. positioning the VOA as a gateway for broader VCF/VVFF adoption.

Benefit

- VOA delivers quick wins by showcasing VCF Operations' value in upgrades, optimization, and daily management.
- Opens doors for discussions on future growth, advanced capabilities, and a comprehensive private cloud strategy.
- Establishes the partner as a strategic advisor, driving deeper trust and continued consumption of VMware solutions.

(VOA) is a diagnostic evaluation of a VMware vSphere environment, powered by VMware Aria Operations (formerly vRealize Operations Manager), designed to identify inefficiencies, optimize resource utilization, and improve the overall health and performance of virtualized infrastructure

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VCF Operations

https://ops-west-01.acme.com/Home

VMware Cloud Foundation Operations

Search for an object, metric, dashboard, capabilities and more ...

- Home
- Inventory
- Infrastructure Operations
- Workload Operations
- Management
- Capacity
- Security
- Licences
- Administration
- Developer Center

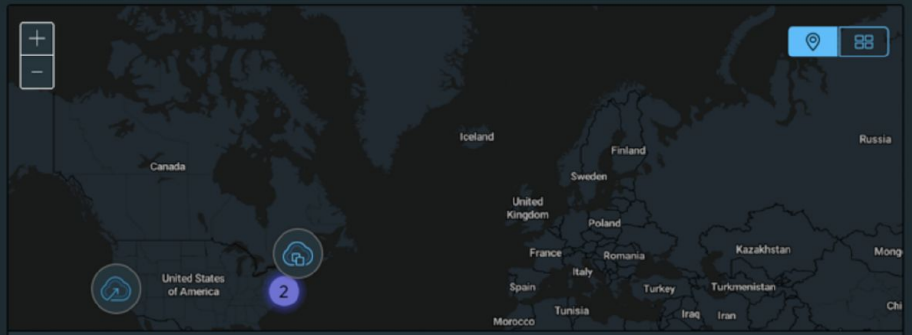
Home

Overview | Launchpad

All VMware Clouds Accounts: 4

vCenter Accounts: 1

VMware Cloud Foundation Accounts: 3



VIEW INVENTORY

VCF | vCenter | Group Locations | 4 Locations

Getting Started

Complete these tasks to accelerate your management of VCF Ops.

16%

- Connect your environment
- Register VCF Ops license manager to Broadcom Cloud
- Connect VCF Ops with Log Insight — UNSKIP
- Configure SSO — SKIP

Appliances Health & Management

Findings

16 Total findings

- 0 Critical
- 2 Immediate
- 12 Warning

Configuration Drifts

4 Require attention

4 vCenters

- Compliant
- Non-Compliant
- Error
- Not available

Certificates

0 Require attention

75 Certificates

- Expired
- Expiring < 30 days
- Expiring < 60 days
- Active

VMware Cloud Foundation Operations

Search for an object or select a category from the list below; like metric, feature, dashboard and more ...

- Home
- Inventory
- Infrastructure Operations
- Workload Operations
- Fleet Management
- Capacity
- Security
- License Management
- Administration
- Developer Center

Home

Overview | Launchpad

Welcome to VMware Cloud Foundation Operations

Fleet Management

Identity and Access
Configure Single Sign-On identity sources for a seamless login experience
VIEW LEARN MORE

Certificates
Monitor and update certificates across all VCF components
VIEW LEARN MORE

Passwords
Manage and monitor the status of break glass accounts across all VCF components
VIEW LEARN MORE

Tags
Create and manage Tags for group entities across all VCF components
VIEW LEARN MORE

Configuration Drifts
Monitor infrastructure configurations at scale through desired states and check for...
VIEW LEARN MORE

Lifecycle
Plan, schedule, remediate, and perform upgrades across all VCF management components
VIEW LEARN MORE

Operations

Observability
Monitor, Troubleshoot and full-stack observability across your cloud environments
VIEW

Capacity
Assess, monitor and optimize capacity across VMware clouds, on-premises and in public cloud
VIEW

Cost
Manage, plan and Optimize your infrastructure Cost & Price for showback and chargeback
VIEW

Compliance
Comply with both industry regulation and internal customized audit requirements
VIEW

Green Score
Drive towards more energy efficient and responsible IT operations
VIEW

Business Applications
Manage and monitor your business-critical applications
VIEW

Security Operations
Get a quick and holistic view of your VCF Security
VIEW LEARN MORE

Workload Mobility
Discover, plan, and migrate workloads within and across datacenters
VIEW LEARN MORE

Audit Events
Discover Audit Log Trends for your VCF Environment
VIEW

Data Protection and Recovery
Protect, plan and rapidly recover from cyber attacks and other disasters
VIEW

Developer Center
Powerful developer tools to automate IT Operations tasks and enable custom integrations
VIEW

Storage Operations
Plan, monitor and troubleshoot the storage in your virtualized infrastructure
VIEW LEARN MORE

Network Operations
Get a holistic view of your VCF network's health, issues, and operations in one place
VIEW

Self-service Private Cloud

IaaS Self-service and Governance
Enable IaaS consumption for application teams governed by robust policies

Chargeback
Meter and bill for consuming VMware Cloud Foundation

VMware Cloud Foundation Operations

Search for an object or select a category from the list below; like metric, feature, dashboard and more ...

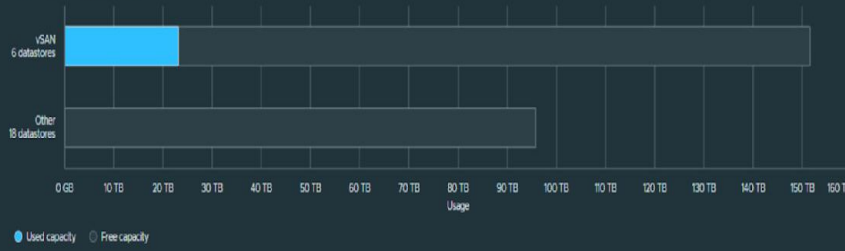
- Home
- Inventory
- Infrastructure Operations
  - Diagnostic Findings
  - VCF Health
  - Dashboards & Reports
  - Alerts
  - Troubleshooting Workbench
  - Analyze
  - Storage Operations
  - Network Operations
  - Data Protection & Recovery
- Automation Central
- Configurations
- Workload Operations
- Fleet Management
- Capacity
- Security
- License Management
- Administration
- Developer Center

Storage Operations

Storage Alert Trends

No storage alerts in the past 10 days.

Usage and Distribution



Storage by type

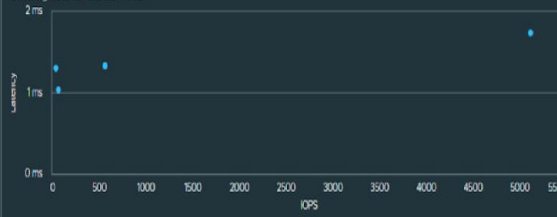
vSAN | Other | All

vSAN Cluster Health Score

vSAN Cluster Types

vSAN Cluster Performance

Showing data for the last 1 hour



VIEW DIAGNOSTICS VIEW DASHBOARD

vSAN Clusters

Type here to apply filters

Cluster	Datastore	vCenter	vSAN Configuration	Health Score	ESXi Hosts	VMs	Capacity Usage	Space Efficiency	IOPS	Latency	Data-at-rest encryption	Data-in-transit encryption
lvn-m01-cl02	lvn-m01-cl02-vsan01	vc-mgmt.vcf02.showcase.tmm.broadcom.lab	Storage Cluster	97	4	4	5.51 TB / 43.66 TB	1.27x	60	0.52 ms	Disabled	Disabled
lvn-w01a-cl01	lvn-m01-cl02-vsan01-vc-mgmt.vcf02.showcase.tmm.broadcom.lab	vc-w01a.vcf02.showcase.tmm.broadcom.lab	ESA	97	3	14	4.03 TB / 43.66 TB	1.08x	542	0.9 ms	Disabled	Disabled
lvn-w01b-cl01	lvn-w01b-cl01-vsan01	vc-w01b.vcf02.showcase.tmm.broadcom.lab	ESA	97	3	4	3.98 TB / 32.75 TB	1.24x	36	0.47 ms	Disabled	Disabled
lvn-m01-cl01	lvn-m01-cl01-ds-vsan01	vc-mgmt.vcf02.showcase.tmm.broadcom.lab	OSA	100	8	40	9.06 TB / 27.95 TB	--	4921	1.17 ms	Disabled	Disabled

VMware Cloud Foundation Operations

Search for an object or select a category from the list below; like metric, feature, dashboard and more ...

- Home
- Inventory
- Infrastructure Operations
- Workload Operations
- Fleet Management
- Capacity
  - Assess
  - Optimize
  - Plan
  - Cost
  - Green Score
- Security
- License Management
- Administration
- Developer Center

Capacity

ALL DATACENTERS

lvn-m01-dc01	lvn-w01b-DC	lvn-w01a-DC
17 Days Remaining	203 Days Remaining	> 1 Year Remaining
US$77 Cost savings	US$0 Cost savings	US$9 Cost savings
Not Optimized	Optimized	Optimized

Time Remaining

1 cluster at the Critical level

1 cluster at the Normal level

2 Total Clusters

Optimization Recommendations

You can reduce waste by reclaiming unused resources.

US$77/mo. Cost Savings

VIEW RECLAIMABLE VMs

You can optimize your environment by moving the workloads across the clusters in your datacenter.

VIEW OPTIMIZATION

vSAN Remote Datastores

This datastore is eligible for HCI Mesh

Set up datastore sharing in vCenter to share storage across clusters. Learn more about sharing remote datastores with vSAN HCI Mesh.

SET UP IN VSAN

Cluster Utilization

Search

Sort By: Most Constrained

lvn-m01-cl01
17 Days Remaining
Most Constrained by Memory (De...

lvn-m01-cl02
> 1 Year Remaining

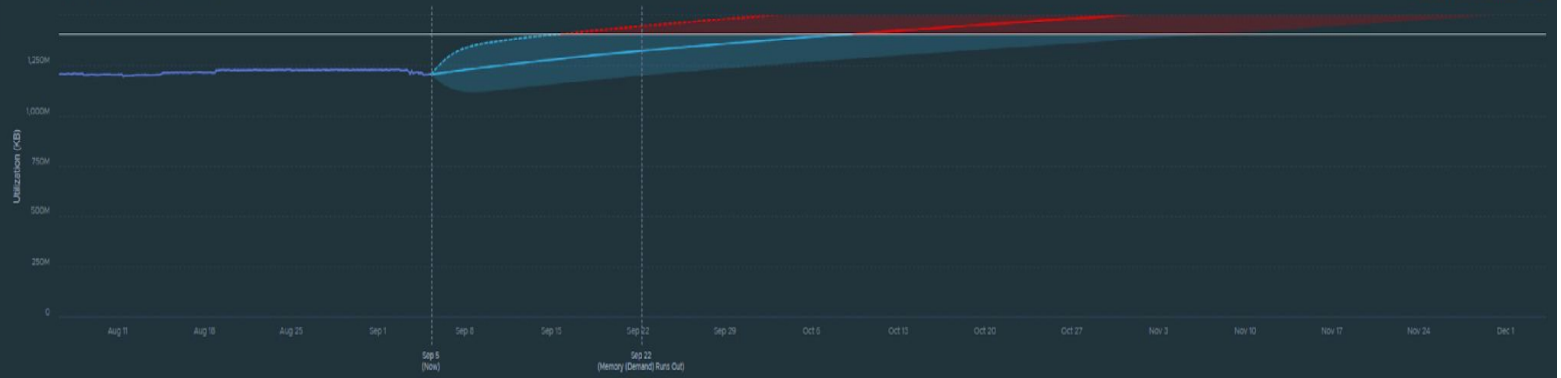
Show History For: 1 Month

Show Forecast For: 3 Months

CPU (Demand) | Memory (Demand) | Disk Space (Demand)

17 days remaining until Memory (Demand) runs out

CAPACITY CONFIGURATION DETAILS



VM Performance ACTIONS

1H 6H 24H 7D CUSTOM

Datacenters

Name	Clusters	ESXi Hosts	Datastores	VM
vSphere World	4	13	24	67
lvn-m01-dc01	2	12	14	47
lvn-w01a-DC	1	3	5	15
lvn-w01b-DC	1	3	5	5

Aug 29, 2025, 6:33 AM - Sep 5, 2025, 6:33 AM 1 - 4 of 4 items

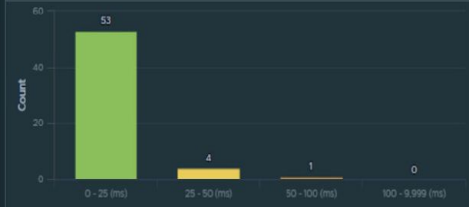
Are VMs facing CPU Ready?

Sep 4, 2025, 6:33 AM - Sep 5, 2025, 6:33 AM

Are VMs facing Memory Contention?

Sep 4, 2025, 6:33 AM - Sep 5, 2025, 6:33 AM

Are VMs facing Disk Latency?



Sep 4, 2025, 6:33 AM - Sep 5, 2025, 6:33 AM

VMs Performance in selected Datacenter

Name	Hostname	Performance (%)	Peak CPU Queue	Peak CPU Ready	Peak Memory C
vCLS-4c4c4544-00...	vcls-4c4c4544-0044...	-	1	0.06 %	0 %
vCLS-4c4c4544-00...	vcls-4c4c4544-0048...	-	1	0.03 %	0 %
vCLS-4c4c4544-00...	vcls-4c4c4544-0048...	-	2	0.03 %	0 %
vCLS-4c4c4544-00...	vcls-4c4c4544-0034...	-	1	0.04 %	0 %
vCLS-4c4c4544-00...	vcls-4c4c4544-0034...	-	1	0.04 %	0 %
vCLS-4c4c4544-00...	vcls-4c4c4544-0048...	-	1	0.03 %	0 %
vCLS-4c4c4544-00...	vcls-4c4c4544-0048...	-	2	0.03 %	0 %
vCLS-4c4c4544-00...	vcls-4c4c4544-0044...	-	2	0.05 %	0 %
opslogs-a	opslogs-a.vcf02.sho...	41.27 %	18.5	0.43 %	0 %
vc-mgmt	vc-mgmt.vcf02.show...	47.37 %	6.25	0.17 %	0 %
vks-5dmsz-d89l5	vks-5dmsz-d89l5	50.06 %	6	0.46 %	0 %
vks-worker-djhwn-6...	vks-worker-djhwn-6...	53.68 %	4	0.14 %	0 %
SupervisorControlPl...	42237e55f2c9ac4b6...	53.82 %	19.25	0.12 %	0 %
opsnetcollector-a	aria-networks-collect...	54.97 %	3.5	0.57 %	0 %
opscollector-a	opscollector-a.vcf02...	55.02 %	1.25	0.11 %	0 %
sql1	sql1	56.31 %	4	0.04 %	0 %
kubernetes-cluster-...	kubernetes-cluster-h...	56.32 %	7	0.19 %	0 %
SupervisorControlPl...	4224e4985159d2f03...	58.34 %	7.75	0.06 %	0 %

VM Service Level Indicator

opslogs-a

Sep 4, 2025, 6:33 AM - Sep 5, 2025, 6:33 AM 1 - 1 of 1 items

CPU Performance

1	0 %	0 %	0 %	0 %	16,926	3 %	4 GHz	18 %
Queue	Ready	Co-Stop	Other Wait	Overlap	Context Switch	Usage Disparity	Cycles	Run

Sep 4, 2025, 6:33 AM - Sep 5, 2025, 6:33 AM

Memory Performance

0 %	0.5 GB	61 Page/s	3,70... Page/s	1 GB	0 %	0 GB	0 GB
Contention	Free Memory	Page In Rate	Page Out Rate	Remaining Swap	Balloon	Compressed	Swapped

Sep 4, 2025, 6:33 AM - Sep 5, 2025, 6:33 AM

Disk Performance

172	4 ms	0 ms	2 ms	97	4	3 MBps	0 MBps
Queue	Peak Latency	Read Latency	Write Latency	Write IOPS	Read IOPS	Write Throughput	Read Throughput

Sep 4, 2025, 6:33 AM - Sep 5, 2025, 6:33 AM

Troubleshooting Workbench

Context: lvnvcftmmesx023.vcf02.showcase.tmm.broadcom.lab

Selected Scope

All Objects

Levels: 1

CUSTOM

- 9 Virtual Machine
  - vm-gfck
  - fleet-a
  - nsx-mgmt-c
  - nsx-w01a-c
  - sddcmanager
  - ubuntu-offline-depot-9.0c7
  - vc-mgmt
  - sql
  - vks-worker-djhwn-6qsx9-sqk4k
- 2 Datastore
  - lvn-m01-cl01-ds-vsan01
  - lvnvcftmmesx023-vmfs01
- 1 vSAN Disk Group
  - Disk group (52c8b573-85ae-b076-
- 1 Host System
  - lvnvcftmmesx023.vcf02.showcase
- 1 Cluster Compute Resource
  - lvn-m01-cl01
- 1 vSphere Distributed Switc
  - lvn-m01-cl01-vds01
- 1 vSAN Cluster
  - vSAN Cluster(lvn-m01-cl01)
- 1 Transport Node
  - lvnvcftmmesx023.vcf02.showcase

Potential Evidence | Alerts | Metrics | Logs

Select the desired object scope and time range to see potential evidence.

Time Range: Last 24 hours

☐ Hide Consequential Evidence

Events

vc-mgmt

Sep 4, 2025 7:16:33 AM

Error message on vc-mgmt on lvnvcftmmesx023.vcf02.showcase.tmm.broadcom.lab in lvn-m01-dc01. The VMware Tools power-on script did not run successfully in this virtual machine. If you have configured a custom power-on script in this virtual machine, make sure that it contains no errors. You can also submit a support request to report this issue.

sql

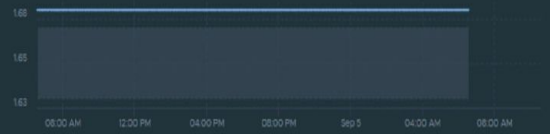
Sep 4, 2025 7:01:33 PM

Disk Space|Virtual Machine used (GB) DT above (GB)

sql

Sep 4, 2025 7:01:33 PM

Disk Space|vSAN Overhead (GB) DT above (GB)



sql

Property Changes

nsx-w01a-c

Sep 4, 2025 4:52:14 AM

Guest OS Services|Authentication Status changed from **Unavailable** to **Unknown**

Last value: **Unknown**

nsx-w01a-c

Sep 4, 2025 4:52:14 AM

Guest OS Services|Authentication Method changed from **Credential-less via NDB** to **N/A**

Last value: **N/A**

vc-mgmt

Sep 4, 2025 4:52:14 AM

Guest OS Services|Authentication Status changed from **Unavailable** to **Unknown**

Last value: **Unknown**

Anomalous Metrics

vm-gfck

Sep 4, 2025 11:17:36 PM

Memory|Guest Usage (KB)

vm-gfck

Sep 4, 2025 11:17:36 PM

Memory|Consumed (%)

vm-gfck

Sep 4, 2025 11:17:36 PM

Memory|Consumed (KB)

Reports

- Dashboards
- Views
- Reports
- Create

Report Templates | Generated Reports

ADD ...

Name	Description	Subject
Utilization Report - Distributed Port Groups	This report provides a utilization summary of Distributed Port Gro...	vSphere Distributed Port Group
Utilization Report - Environment	This report provides a utilization summary of Clusters, Hosts, Virt...	Cluster Compute Resource, Datastore, Host System, Virtual Mac...
Utilization Report - Virtual Machines	This report provides a utilization summary of powered on virtual ...	Virtual Machine
Utilization Report - vSphere Clusters	This report provides a utilization summary of powered on vSpher...	Cluster Compute Resource
Utilization Report - vSphere Hosts	This report provides a utilization summary of powered on vSpher...	Host System
Virtual Machine Cost Report	Report that contains details (VM Name, IP, configuration), Relatio...	Virtual Machine
Virtual Machines with service discovery failure	List of VM's on which service discovery adapter was not able to ...	Virtual Machine
Virtual Machines with successful service discovery	List of VM's from which service discovery adapter was able to dis...	Virtual Machine
VOA - Capacity	This report is part of VCF Optimization Assessment. It's not a sta...	
VOA - Configuration	This report is part of VCF Optimization Assessment. It's not a sta...	
VOA - Datastores for CSV Export	This CSV file is part of VCF Optimization Assessment. It's not a st...	Datastore
VOA - Distributed Port Groups for CSV Export	This CSV file is part of VCF Optimization Assessment. It's not a st...	vSphere Distributed Port Group
VOA - Distributed Switch for CSV Export	This CSV file is part of VCF Optimization Assessment. It's not a st...	vSphere Distributed Switch
VOA - ESXi Hosts CSV Export	This CSV file is part of VCF Optimization Assessment. It's not a st...	Host System
VOA - Executive Summary	This report is part of VCF Optimization Assessment. It's not a sta...	
VOA - Inventory	This report is part of VCF Optimization Assessment. It's not a sta...	
VOA - Performance	This report is part of VCF Optimization Assessment. It's not a sta...	
VOA - vCenter for CSV Export	This CSV file is part of VCF Optimization Assessment. It's not a st...	vCenter
VOA - Virtual Machine CSV Export	This CSV file is part of VCF Optimization Assessment. It's not a st...	Virtual Machine
VOA - vSphere Clusters CSV Export	This CSV file is part of VCF Optimization Assessment. It's not a st...	Cluster Compute Resource
VOA - vSphere Data Centers CSV Export	This CSV file is part of VCF Optimization Assessment. It's not a st...	Datacenter
VOA - vSphere Namespace for CSV Export	This CSV file is part of VCF Optimization Assessment. It's not a st...	Namespace
VOA - vSphere Pod for CSV Export	This CSV file is part of VCF Optimization Assessment. It's not a st...	Pod, Virtual Machine
VOA - vSphere Supervisor for CSV export	This CSV file is part of VCF Optimization Assessment. It's not a st...	Cluster Compute Resource
vSAN Monthly Health Report		

VMware Health & Security Toolkit

vHST

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VMware Health and Security Tool

vHST

Identification of opportunities for environment improvement

- Efficient Resource Utilization
- Cost Avoidance.
- Proactive Issue Detection
- Environment Health Risk
- Security and Compliance Configuration Drift

Automation of workflows and simplification of data gathering

- Ensure Optimal Design and Configuration
- Reduce Risk and Improve Performance
- Provides a Health Check on the VCF Platform Core Components - vSphere, Storage, Networking, Security, Compliance and Configuration Drift

Assistance with design and configuration validation

- Automate the collection and analysis of data allowing to reduce the time and effort required to gather information and draw conclusions
- Improve overall Operational Efficiency that can lead to improved service delivery

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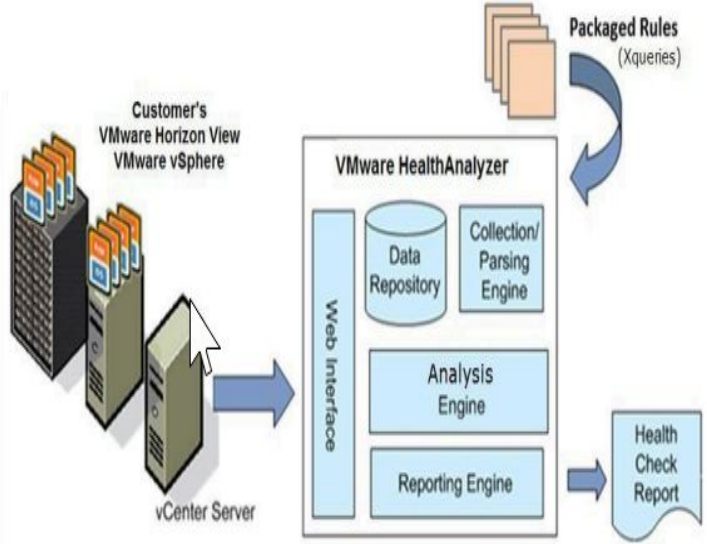
VMware Health Analyzer (vHST)

- **VMware Health and Security Tool** supports the delivery of Virtualization, Desktop, and NSX for vSphere, vCenter, Storage, Networking and other Health Check services.
- vHST automatically collects data from VMware vSphere®, and NSX Manager and Controllers and analyses that data and presents findings, observations, recommended grades and relevant data for each of the best practices defined by the Health Check.
- You can then export the data and send it to VMware or a VMware partner for analysis. vHST provides consistent, scalable data collection.
- Users can review and edit grades and observations and then generate a report in Microsoft Word format.



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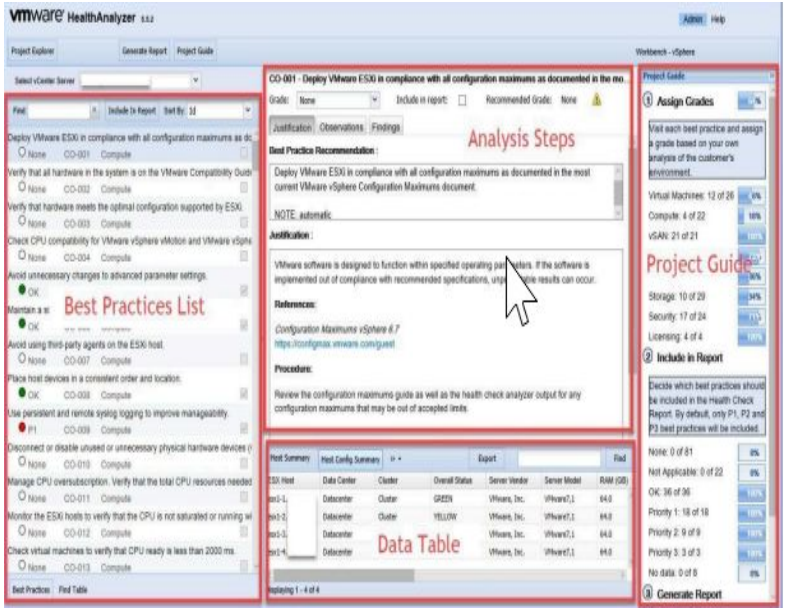
VMware Health and Security Tool

Immediate Customer Value

- **Proactive identification of potential issues:** Early detection of anomalies can prevent outages and minimize downtime.
- **Enhanced operational efficiency:** Insights from the analysis can lead to optimized resource utilization and reduced operational overhead.
- **Improved compliance posture:** The tool can identify deviations from security and compliance standards.
- **Data-driven decision making:** Providing concrete data to support infrastructure upgrades and optimization strategies.

In summary, a partner-led VMware Health Assessment engagement offers customers a comprehensive assessment of their VCF environment, leveraging automation to provide actionable insights for improvement across key infrastructure components.



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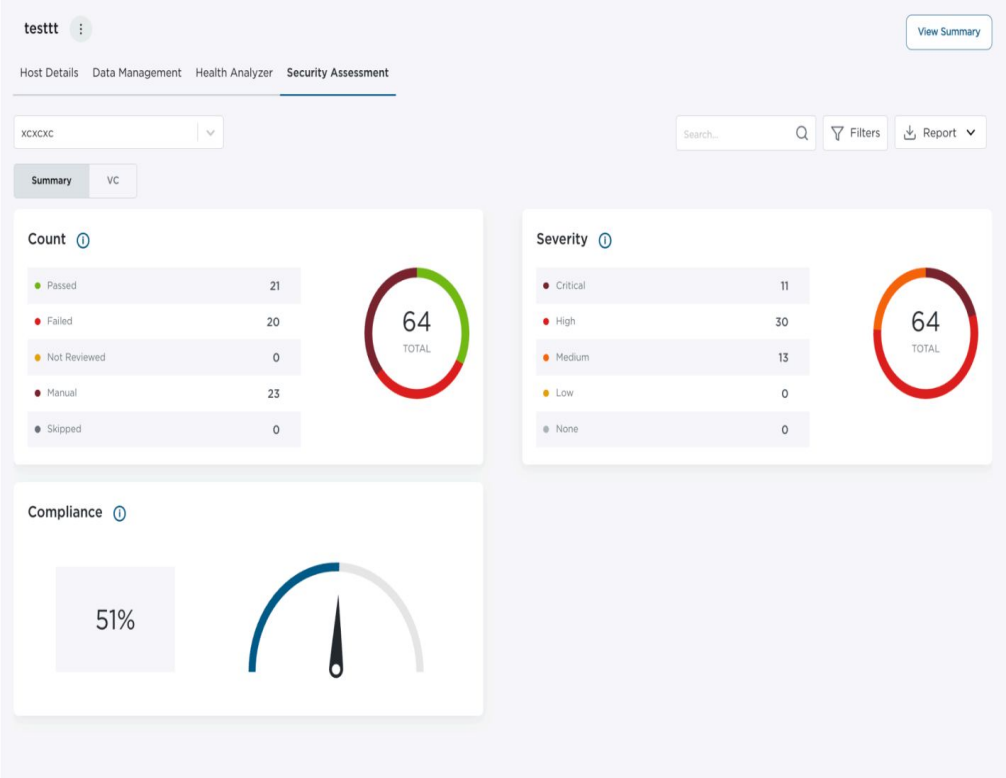
VMware Health Security Toolkit

The Security Assessment tab helps evaluate compliance of your VMware environment with best-practice security controls.

This includes tests for ESXi hosts, VMs, vCenter, vSAN, NSX, and SDDC.

Need to have access based on Security Consultant.



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VMware Health and Security Toolkit Collateral

Download and Documentation

Title	OS	Version	Date
VMware HST JAVA	JavaSDK	1.0.1-24855910	07/17/2025
VMware HST Virtual Appliance (OVF)	Photon OS	1.0.1-24855910	07/17/2025
VMware HST User Guide	NA	1.0.1	07/17/2025

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Partner Project Escalation Path

Abhishek Agarwal

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Engagement Quality Management Framework

Engineer

STAGE 1 — Onboarding & Readiness Verification

- Standard learning & certification paths
- Interview & vetting process to measure skills and customer facing readiness
- Standard methodologies, tooling & systems access
- Alignment to target manager and peer mentor

STAGE 2 — Active Delivery

- Engagement Health Checks (Customer sentiment, plan vs. achievement, standards alignment, financials)
- Active peer review process of key artifacts (design docs, Jumpstart outputs, functional plans etc.)
- Escalation support beyond standard support* escalation process
- Artifact & IP management
- Community of Interest access

STAGE 3 — Post Engagement

- Engagement 360 feedback loop (Peers, TAM, SA, AD, Customer)
- Individual coaching & learning development notes
- Lessons learned harvest & dissemination
- AWF: Organization & individual feedback loop

Members of our Consulting family receive active and ongoing support at each stage of the delivery lifecycle

Readiness Stages

1. Emerging: Co-delivery and OJT only
2. Trusted: Solo delivery with oversight
3. Expert: Lead workstreams with oversight

Partner Specific

- Niche Solution Ready
- Outsource Ready

Practice Building

- Consulting Council
- Communities of Interest
- Methods & artifacts continual improvement
- Standard tooling platform

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* Link to opening support tickets

Partner Engagement Oversight

Provided on all projects with additional support for VCF 9 Projects

Offshore PM

Administrative support for sub-contract(Timesheet approvals, status reports, billing, forecasting revenue, standards alignment, financials)

Resource onboarding

First point of contact for services escalation

Artifact & IP management

Initiate delivery review when major artifacts are built(design docs, Jumpstart, etc.)

Delivery Oversight

Delivery process review (artifacts reviews, plan vs. achievement, standards alignment, financials)

Engagement health review (Customer sentiment, review Architectural designs and as-built solution documents)

Review and provide feedback on functional consumption plan (SA partnership)

Escalation support - Once standard escalation* methods have been executed

VCF 9 Oversight

Verify the solution supports the client's long-term business goals

Ensure the delivered solution follows and takes into account to the customers functional and non-functional AMPRS requirements (Availability, Manageability, Performance, Recoverability, and Security)

Review and provide guidance on architectural design principles and best practices

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* Link to opening support tickets

VCF Tooling Summary and VCF 9.0 Engagement Delivery Materials

Kacy Reed

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Professional Services Tools Access

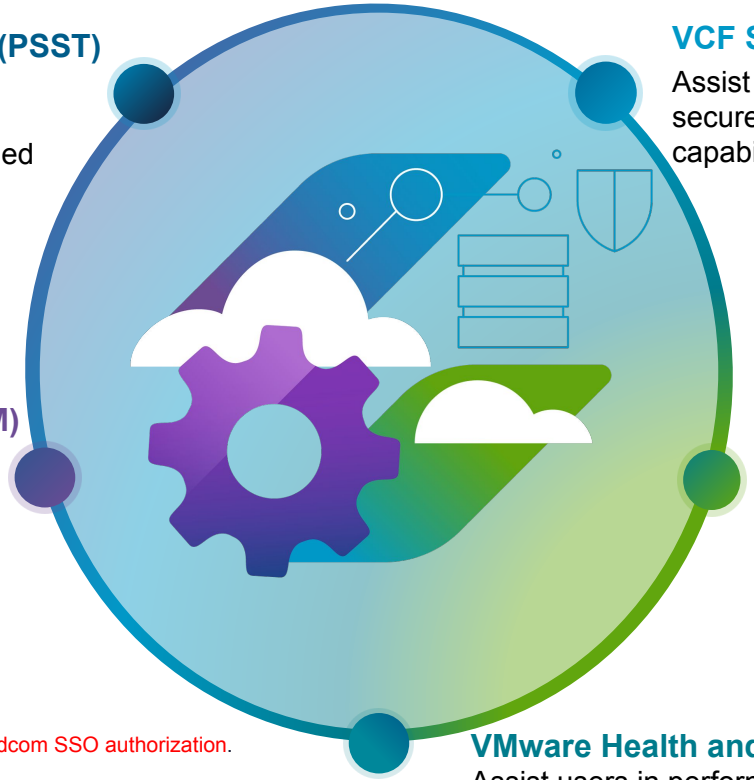
Essential tools and resources for delivery engagements

Professional Services Scoping Tool (PSST)

Get customer-ready scopes from a simple, clean interface focusing on essential engagement details to provide recommended guidance for roles, timing, and rates.

VCF Security Controls Database

Assist your customers quickly and efficiently to secure and harden VCF components and capabilities during delivery engagements.



Engagement Delivery Materials (EDM) Index

Access to download Professional Services content to use during customer engagements from repositories of standardized materials.

VCF BILT and Integrated Lifecycle Toolkit

Download VCF BILT to streamline the end-to-end deployment, configuration, and lifecycle management of core VCF capabilities and VMware Validated Solutions (VVS).

VMware Health and Security Toolkit (HST)

Assist users in performing thorough health checks, and security assessments of their vSphere 8 and VCF 5.x environments.

These resources will be accessible to partners with Broadcom SSO authorization.

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Professional Services Scoping Tool (PSST)

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Professional Services Scoping Tool (PSST)

A simple tool to automatically generate engagement scope LOE, staffing, duration, and skills

Scoping Options

Predefined or modified packaged scopes based on customer discussions.

Backlog Items can be added or removed

Extended Expert Team Scope based on Focus Area

My Library

Modified Scope Library, backlogs created as a part of a scope, or manually from the interface

Team configuration Library teams created as a part of a scope, or manually from the interface

Exhibit

Exhibit output ready for quote insertion with roles, timing, and rates

- Opportunity Details
- Scope roles Table
- Team Details
- Resource table
- Task and Activities
- Contract details
- Prime Contractor Consent Form

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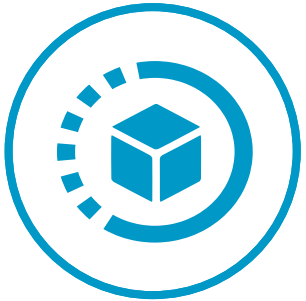
Using the PSST: Scoping Basics

Easily produce a scope with basic engagement details

Standard

Select Package(s) scope or backlog item(s)



Modified

Create, modify, or clone backlog item, add it into own library

Extended Expert Team

Create a Scope based on focused area

Teams

Select a Team that matches the Scope requirements

Statement of Work

Generate Opportunity details required

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VCF Security Controls Database

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VCF Security Controls Database

A one-stop, easy-to-use resource for VCF security hardening

Assist your customers quickly and efficiently to secure and harden VCF components and capabilities during delivery engagements.*

- View and download customized security, hardening, and compliance guidance from one robust resource
- Search, filter, and sort easily for VCF security general, design, and controls guidance
- Link to security resources and engagement delivery materials (EDM) from within the database

Visit the Database

*This tool will initially be accessible to partners with Broadcom SSO authorization.

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VCF Build and Integrate Lifecycle Toolkit (BILT)

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VCF BILT

An automation toolset designed to streamline the end-to-end deployment, configuration, extension, and lifecycle management of core VMware Cloud Foundation® capabilities and VMware Validated Solutions (VVS)

1

A one-stop shop

Find and utilize full-stack VCF deployment assistance in one place

2

Automated deployment

Install and configure VCF capabilities faster with automated and unattended deployment

3

VCF expertise

Avoid common human errors by using a tool built and maintained by VCF experts

Download VCF BILT

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VMware Health and Security Toolkit (HST)

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VMware Health and Security Toolkit (HST)

Three tools in one easy to deploy package for vSphere 8 and VCF 5.x environments

TAM Data Manager (TDM)

TAM Data Manager collects consumption data for vSphere, vSAN, NSX, & VCF consumption, configuration & license key data; and sends the data back to our SuperCollider.

Data is collected locally and used to generate insights reports for customers.

License information is used to analyze adoption and consumption and guide customers in allocating the appropriate license for their needs.

VMware Health Analyzer (vHA)

The VMware HealthAnalyzer is a lightweight, offline, downloaded & customer deployed, temporary VM or Java application which can provide health check data for vSphere, NSX (V currently supported).

This data can enable partners to form a best practices report, customized for their customer's environment and internal standards.

Security Assessment

Automates the evaluation of security controls for vSphere 8 and VCF 5.x environments.

- 248 controls
- Supported Products:
    - ESXi Hosts
    - vCenter Server
    - Virtual Machines
    - vSAN
    - NSX
    - SDDC Manager

Generate Executive and Administrative reports

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Engagement Delivery Materials Enablement

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The 411 on Engagement Delivery Materials (EDM)

- EDM materials are created and curated by technical area experts inside Broadcom
- EDM materials are distributed through the EDM Index or the Insights Portal (EAP Partners)
- Box and GitHub are the distribution tools for “Subco” partners

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What Are Engagement Delivery Materials?

Tools and resources that accelerate delivery

Engagement Delivery Materials (EDM) are the documents, tools, templates, reports, and other materials used or created during the execution of professional services engagements.

These materials help in planning, managing, and delivering services effectively with consistency and quality and aligned to client expectations.

Checklists and Frameworks

Standardized forms, checklists, and methodologies to ensure consistency in service delivery

Report Templates

Documents including assessments, recommendations, progress reports, and final project outputs

Knowledge Transfer Workshops

Guides, presentations, and manuals for educating clients on delivered solutions

Technical Documentation

System designs, configurations, user guides, and implementation instructions

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EDM BOM Document Type vs. Usage Summary

Plan and Access

Solution Overview ppt
Checklist (xls)
Discovery Workbook (xls)
Summary Report (doc)

These EDM documents will ensure that you are ready for each delivery engagement.

Design, Implement, Migrate

High-Level Design (doc)
Detailed-Level Design (low level, doc)
Design Workshop (ppt)
Design Diagrams (visio)
Design Decisions (xls)
Configuration Workbook (xls)
Verification Workbook (xls)
Install and Config Procedure (doc)

These EDM documents will guide you through the design, implementation and migration for the customer.

Knowledge Transfer

Knowledge Transfer Workshop (ppt)
Standard Operating Procedure (doc)

After the work is complete, these EDM documents will guide you and your customer through a knowledge transfer activity.

EDM Streamlines and Optimizes Delivery

Developed by VCF experts and refined over time

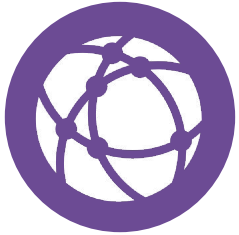
Use of EDM enables:

Consistency and Cohesion

Branding and Identity

Scalability

Efficiency and Time-Saving



Training and Onboarding Consistency

Error Reduction

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VCF 9.0 EDM Enablement

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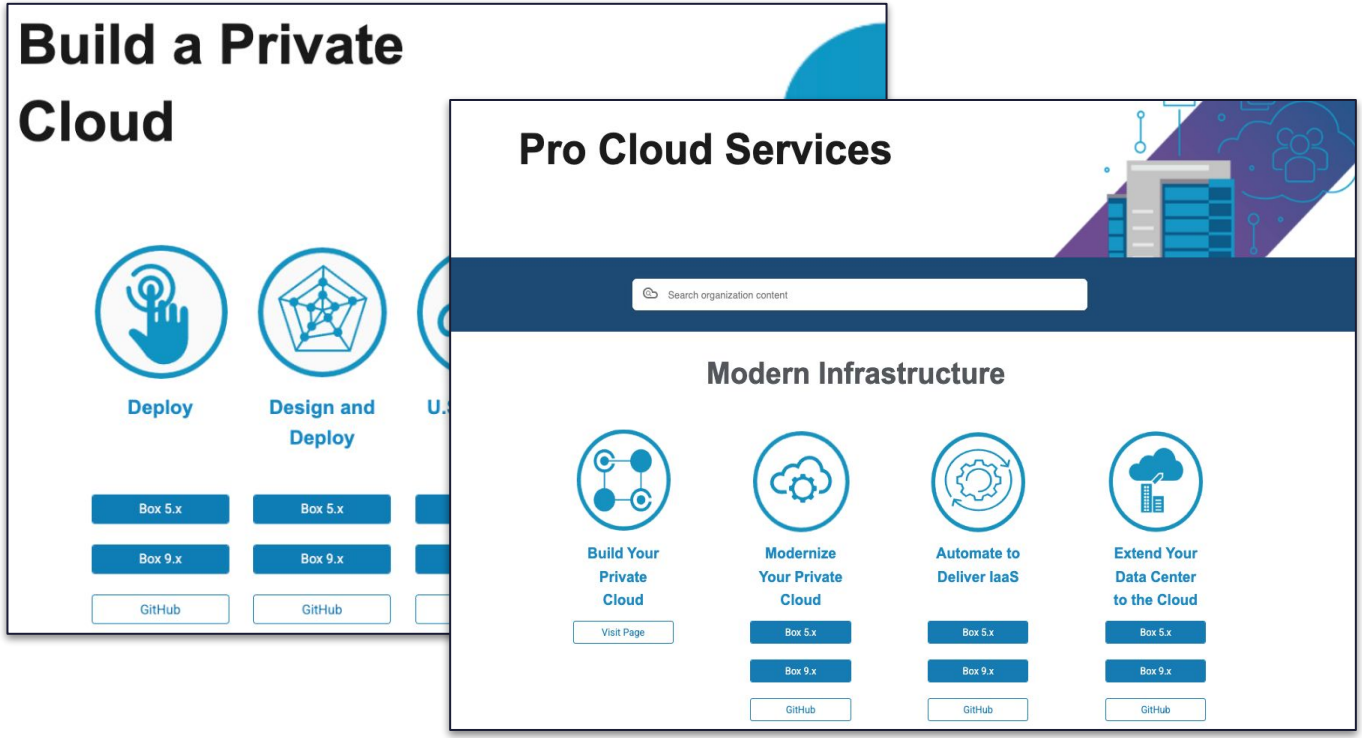
EDM Index Updates



EDM Index updated to incorporate and support VCF 9.0 making it simple and easy for the field to access the right version of content.

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Folder Structure VCF 5.x vs. 9.x

VCF 5.x

```
├📂 docs
│  └📂 delivery_kit
│     ├📂 1. VCF Environment Instantiation & WLD & EDGE-AVN
│     ├📂 2. VCF NIST Hardening
│     │  ├📂 Broadcom
│     │  │  └📂 VMware Security Appliance
│     ├📂 3. VCF vSphere with Tanzu Add-on
│     ├📂 4. Aria Suite Lifecycle and Access Management
│     ├📂 5. Aria Operations for Logs
│     ├📂 6. Aria Operations
│     ├📂 7. Aria Operations for Networks
│     ├📂 8. Aria Automation
│     ├📂 Automation
│     ├📂 Broadcom
│     ├📂 SRE Deploy
```

VCF 9.x

```
📂 docs
├📂 delivery_kit
│  ├📂 Broadcom
│  ├📂 SRE Deploy
│  ├📂 VCF Automation
│  ├📂 VCF Environment Instantiation
│  │  ├📂 VCF_KTWorkshops
│  │  ├📂 VCF_LowLevelDesignDecisions
│  │  ├📂 VCF_LowLevelDesigns
│  ├📂 VCF NIST Hardening
│  ├📂 VCF Operations (Consumption)
│  ├📂 VCF Operations for Logs
│  ├📂 VCF Operations for Networks
│  ├📂 VCF vSphere Kubernetes Service Add-on
```

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VCF Content Changes

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New Blueprints and Design Library for VCF 9.0

More options for architectural conversations and documentation

Blueprints

- Five architectural starting points vs. one
- Common architectures
- Built from component design blocks
- Validated design patterns

Design Library

- Component design blocks
- “Mix and Match” components to tell the customer story
- Not validated as part of VCF stack
- Can be used to supplement bespoke customer needs (e.g., field can “cut and paste” vs. originate content)

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Support for Multiple Blueprints

Five architectural starting points

- VCF Fleet in a Single Site with Minimal Footprint
- VCF Fleet in a Single Site
- VCF Fleet with Multiple Sites in a Single Region
- VCF Fleet with Multiple Sites Across Multiple Regions
- VCF Fleet with Multiple Sites in a Single Region Plus Additional Region(s)

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INSIGHTS Portal

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Partner INSIGHTS Portal

expert.broadcom.com / Dashboard / Resources

- Tools: VCF BILT, HST
- Accelerate Adoption: Scoped Package examples
- Optimize Performance and Values: Engagement Delivery Materials (EDM)
- Jumpstart Workshop: Jumpstart Workshop Essentials package description

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Resources

Sales Resource Center

VCF Services and Platform Lifecycle Support SRC Page

Engagement Delivery Materials Index

VCF EDM Index

Submit your Feedback

VCF PS Portfolio Feedback Form

Insights Portal

Insights Portal

Need Help? Reach Out for Assistance

VCF PS Portfolio Assistance Google Space

Enablement Video

VCF EDM Enablement Video

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These resources will be accessible to partners with Broadcom SSO authorization

Customer Readiness Assessment with PCMO

Andrew Hald

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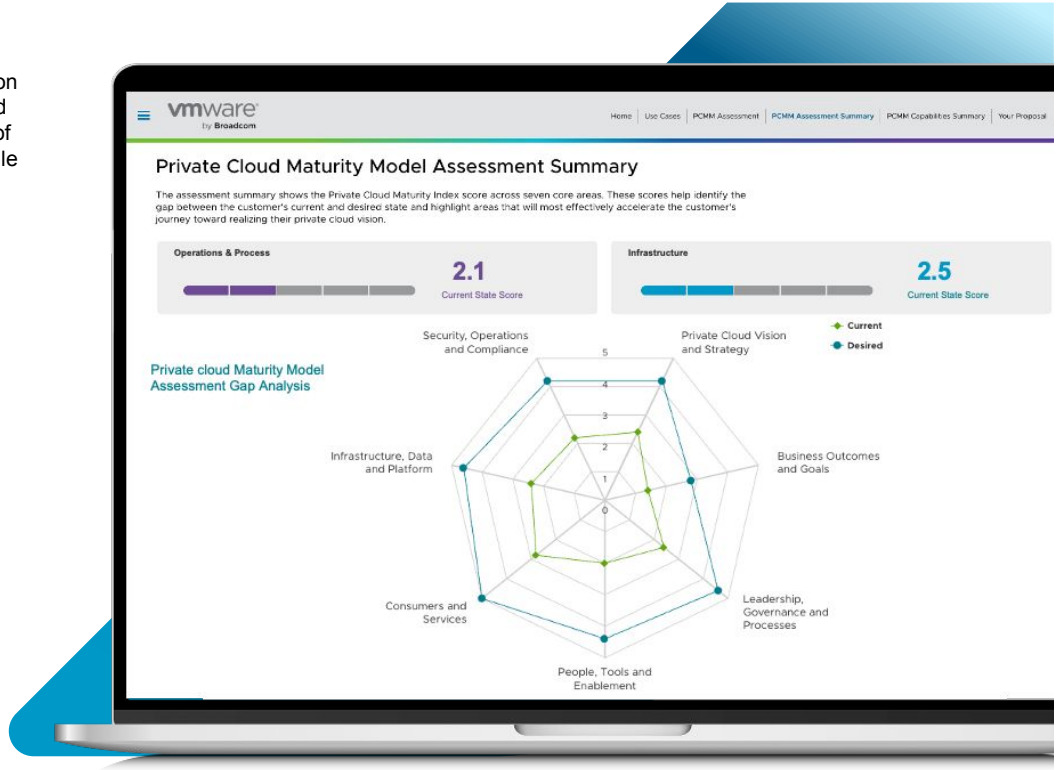
Private Cloud Maturity and Optimization Tool

The Private Cloud Maturity and Optimization (PCMO) Tool enables Broadcom Sales and Partners to showcase the business value of VCF for deeper customer engagement while streamlining the creation of:

- Past Value Model
- Value Model
- Competitive TCO Comparison
- Maturity Assessment
- VCF 9 Readiness Assessment
- Proposal Generation
- Search for Customer/Partner Records



Resources

[Private Cloud Maturity Model Tool]

[Private Cloud Modernization Program Partner Portal Page]

[Step-by-Step Operating Guide]

[Private Cloud Maturity & Optimization Tool FAQs]

[PCMO Tool - Introduction and TCO Value Assessment]

[Video Introduction: Private Cloud Maturity & Optimization Tool - Enablement for Partners]

[The VCF Value Story]

World class Proposal

[Customer Proposal Introduction Video]

[Customer Proposal Template]

Customer One Pager Template (Coming Soon!)

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Private Cloud Maturity and Optimization Tool: V3 Launched

PCMO Release v3

Competitive Estimator Model

- Objective TCO Analysis
- Data Driven Decision Making
- Updated with Intel/AMD Compute and RHOS on Bare Metal

Customer/Partner Search Feature

- Quickly Locate Customer/Partner Records
- Improved User Experience & Reporting

VCF9 Customer Readiness Assessment

- VCF 9 Readiness Analysis
- Informed Decision Making for VCF Deployments
- Greenfield / Brownfield Upgrade Pathways

Past value → **Future Value** → **Competitive TCO** → **Maturity** → **Upgrade Readiness** → **Proposal**

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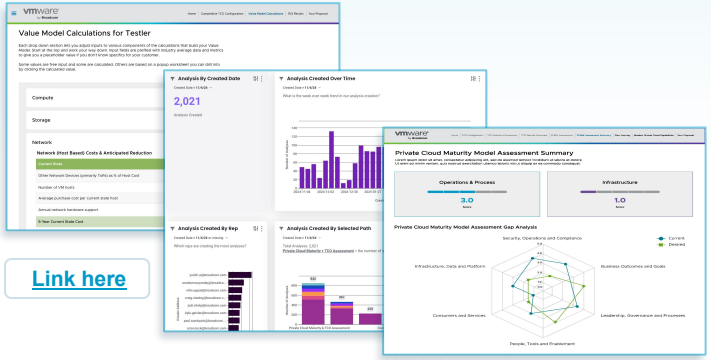
Private Cloud Maturity Optimization v3

3K+
Assessments Completed

What's Included

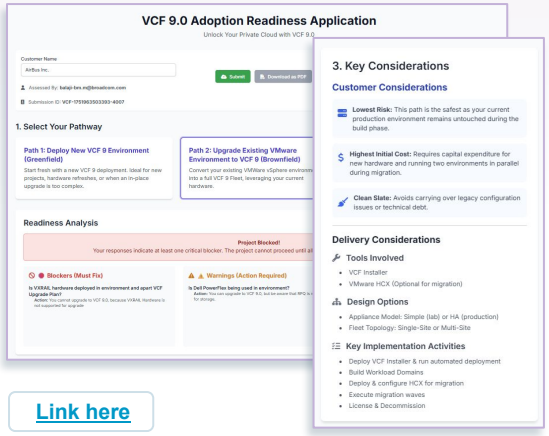
- Value / Financial Model — Updated
- Reverse ROI / Past Value Analysis
- Competitive TCO Comparison — Updated
- Maturity Assessment
- World Class Proposal — Updated
- VCF 9.0 Customer Readiness Assessment — New



Link here

VCF 9 Customer Readiness Assessment — New

- Guide migrations with consistent, data-driven insights
- Address risks early to protect timelines and budgets
- Provide customer-ready PDFs/emails with best practices, blockers, checklists, and required services
- Streamline proposals to accelerate adoption



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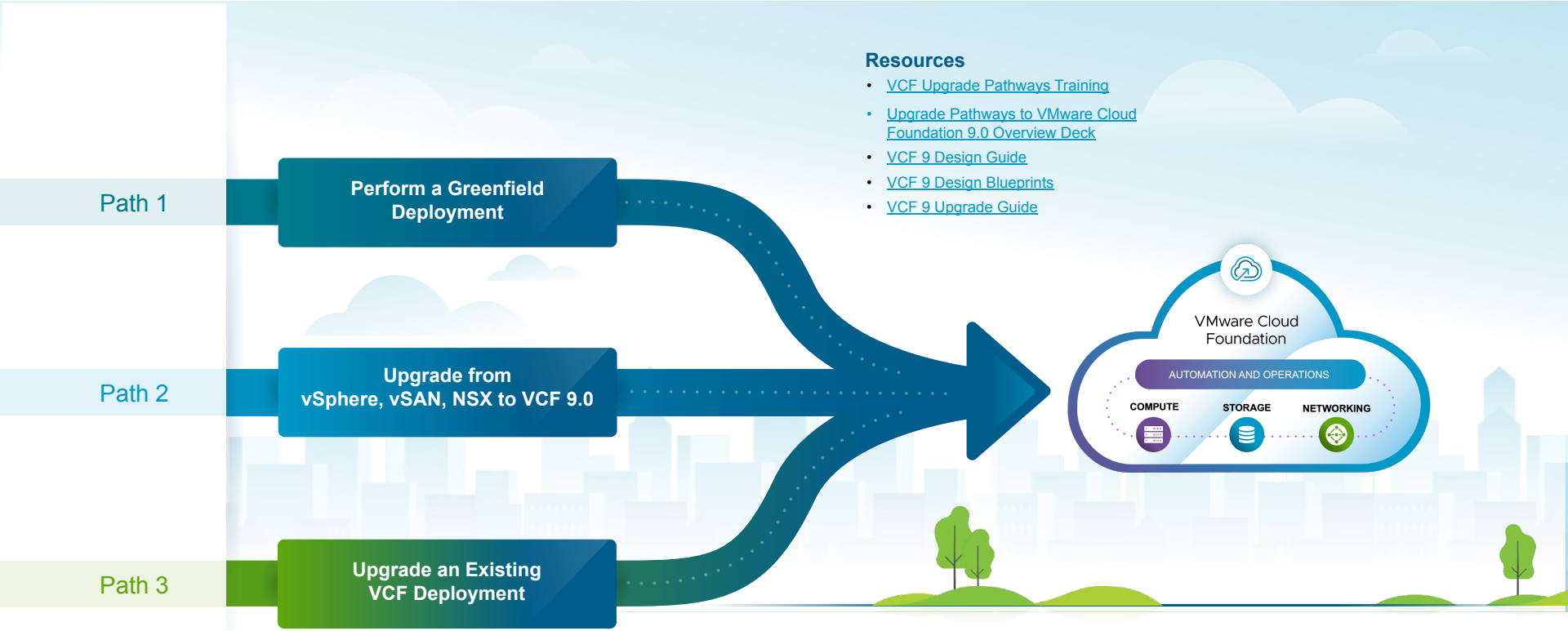
VCF 9.0 Upgrade Pathways



Resources

- VCF Upgrade Pathways Training
- Upgrade Pathways to VMware Cloud Foundation 9.0 Overview Deck
- VCF 9 Design Guide
- VCF 9 Design Blueprints
- VCF 9 Upgrade Guide

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Demonstration

Customer Readiness Assessment using PCMO

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The Private Cloud Maturity and Optimization (PCMO) Tool is a tool for Broadcom sales and Partner teams to streamline engagement around value modeling, competitive analysis, and maturity assessment. The PCMO tool will walk you through modules of your choice to help you create the best business case for your customer.

The output of the process will generate a world class or consolidated proposal template you can customize and present to your customer to showcase the value of VMware by Broadcom solutions and drive deeper engagement and business value.

Customer Name (Search Customer): Clearwater Systems
Broadcom Sales Region: BSG-Americas-Corporate
Broadcom Sales Segment: Corporate
Customer Account Number: 123456
Analysis Data Region: AMER
Analysis Data Industry: All Industries
Partner Led Assessment: Yes
Partner Name (Search Partner): Clearwater

Select all that apply:

- Past Value Analysis — Estimated Reverse ROI
- Value Model — A TCO/ROI analysis for VCF
- Competitive TCO Comparison — Estimated competitive comparison
- Maturity Assessment — Capability gap analysis for private cloud
- Customer Readiness Assessment — VCF 9.0 Adoption Readiness Assessment

* We recommend completing the appropriate financial analyses along with the Maturity Assessment.

GET STARTED ›

Resources: PCMO Google Space | SRC Resources Page | Template Proposal Download | Feedback

- Deploy New VCF 9 Environment (Greenfield) — Start fresh with a new VCF 9 deployment. Ideal for new projects, hardware refreshes, or when an in-place upgrade is too complex.
- Upgrade Existing VMware Environment to VCF 9 (Brownfield) — Convert your existing VMware environment into a full VCF 9 Fleet, leveraging your current hardware.
- Upgrade Existing VCF 5.x to VCF 9.0 — Upgrade your existing VCF 5.x environment direction to VCF 9.0. This path is for customers already running VCF and seeking an in-place version upgrade.

2. Brownfield Readiness Questionnaire

2a. Generic Questions (All Brownfield Paths)

Does the customer have supported hardware for VCF 9 based on HCL? Yes | No
Add notes for this item...

Is the existing hardware using VXRAIL? Yes | No
Add notes for this item...

Is Dell PowerFlex being used in environment? Yes | No

3. Key Considerations

Customer Considerations

- **Caution:** The conversion process is complex and intrusive. A failure during a critical step can lead to significant downtime.
- **Lower Hardware Cost:** Leverages existing hardware, avoiding a major new purchase.
- **Mandatory Prerequisites:** This path is not possible unless all remediation steps (Break ELM, Convert to vLCM images) are completed.

Delivery Considerations

Tools Involved
- vCenter Installer & Lifecycle Manager
- VCF Installer
- VCF Operations & Import Tool
- Aria Suite Lifecycle (if applicable)

Design Options
- Appliance Model - Simple or HA
- Fleet Topology: Single-Site or Multi-Site

Key Implementation Activities
- Perform sequenced Aria/vSphere upgrades
- Remediate: Break ELM & Remove IWA
- Convert clusters to vLCM Images
- Run pre-checks & execute conversion

- Start at the Partner Portal
- Login
- Navigate to **VMware Enablement**
- Then **VMware Cloud Foundation**
- Click on the **PCMO Tool Page**
- Launch **PCMO** (bookmark for future use)

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Thank You

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