

# vPCO INNOVATION CHALLENGE<sup>20</sup><sub>20</sub>

Don't miss out – the deadline for the 2020 vPCO Innovation Challenge is this Friday, 30 October.

Let's meet some of the teams and check out why they chose to participate:

## The Roaring Twenties

**Question:** How did you put your team together?

**Answer:** Our group is made up of PBMs, Commercial Sales Reps and PSO. Most of us are NCGs from 2017 or 2018 batch and we represent the various countries in SEAK. We wanted to bring fresh perspectives and ground-breaking ideas to solve the daily challenges that plague both customers and partners, while bringing great value to VMware.

## Fantastic X

**Question:** Why did your team enter the Innovation Challenge?

**Answer:** We wanted to use this challenge to leverage cross team and regional collaboration and resources to aim for a mutual goal, to strengthen team spirit and come through a challenging time together.

**Question:** How did you put your team together?

**Answer:** We have gone for the maximum 10 people! A cross functional team from PBM, Commercial Sales, ISR, PSA, Finance and Operation from across China, Taiwan and Hong Kong.

## VMware Air

**Question:** What sparked your idea?

**Answer:** We have been inspired mainly by our CEO Pat Gelsinger's message to use "Tech as a Force for Good" and greatly due to our Director Andrew Tsirigotis' strong encouragement and support, we were motivated to join this challenge.

**Question:** What challenge are you looking to solve?

**Answer:** The various collaboration, integration and productivity issues and challenges we face daily in Sales, Partners / Channels, Marketing, IT / ISE, Operations – and even from our Customers side of the business. This also has the potential to become a New Product (and revenue stream) that utilizes most / all of our existing solutions and technologies (Tanzu, WSO, Carbon Black / SSO, VMC, VCF etc.). It's like "WSO on Steroids" as one of our ISE members exclaimed – and "the possibilities are endless".

## Team Samurai Japan

**Question:** What challenge are you looking to solve?

**Answer:** We are focusing on VMware subscription business growth and particularly around creating a system that can sell to any account.

Make sure you don't miss out on this one of a kind opportunity!  
Register your team by Friday, 30 October [here](#).

**SIGN UP NOW**

If you have any other questions, check out the [website](#)

Good luck and think BIG.



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