Getting Started with VMware Cloud Partner Navigator

VMware Cloud Partner Navigator

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You can find the most up-to-date technical documentation on the VMware website at:

https://docs.vmware.com/

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What is VMware Cloud Partner Navigator

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VMware Cloud Partner Navigator is a unified software-as-a-service (SaaS) delivery platform for Cloud Services Provider partners in the Partner Connect Program. VMware Cloud Partner Navigator simplifies the management and delivery of multi-cloud services and the consumption of infrastructure-as-a-service (IaaS), across an expanding set of cloud endpoints and cross-cloud services.

With VMware Cloud Partner Navigator, Cloud Services Providers can bring their VMware cloud estate under a single management umbrella and streamline business operations by getting a unified view and single-sign-on experience across all supported VMware Cloud services and offerings, with the capability to provision cloud resources to end customers from public or private clouds and the option to expand cloud infrastructure on demand.

VMware Cloud Partner Navigator integrates with VMware Cloud on AWS, VMware Cloud Director service, and VMware Cloud Director to support the flexible provisioning of multi-tenant IaaS solutions to end customers.

On top of cloud infrastructure, Cloud Services Providers can also provision managed VMware Cloud services from VMware's expanding portfolio of cloud services.

For a list of all supported offerings and solutions, see the VMware Cloud Partner Navigator interoperability matrix.

Before you begin with Cloud Partner Navigator

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Before you start working with VMware Cloud Partner Navigator, you must meet certain prerequisites so that you can onboard with your provider organization and start provisioning services to your customers.

Use this checklist to help you set up before you begin onboarding to the service.

To...	You need...
Create, onboard, and access your VMware Cloud Partner Navigator organization	■ To be a registered cloud provider partner, part of an organization in Partner Connect Portal. Register as a partner in Partner Connect Portal at https://www.vmware.com/partners.html. ■ To have completed the VOP-CP accreditation in Partner Connect Portal.
Log in to VMware Cloud Partner Navigator with your VMware ID	■ To have onboared your provider organization. ■ A Customer Connect ID. Set up your VMware Customer Connect account by using your corporate email address. ■ To link your Customer Connect ID with your VMware Cloud Partner Navigator account. See this topic.
Add VMware Cloud on AWS as a cloud endpoint and provision its resources to customers	An active commit contract for VMware Cloud on AWSin VMware Cloud Provider Commerce Portal.
Add VMware Cloud Director service cloud endpoints and provision their resources to customers	Active commit contracts for VMware Cloud Director service and VMware Cloud on AWS in VMware Cloud Provider Commerce Portal.

How do I onboard Cloud Partner Navigator as a Cloud Services Provider

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As a Cloud Services Provider partner, you set up VMware Cloud Partner Navigator by creating and onboarding your provider organization.

Onboarding is a one-time procedure, carried out by one user in your Partner Connect Portal organization.

Important If you are also a qualified Distributor or Reseller partner in the Partner Connect Program, a Distributor or Reseller organization is automatically created for you when onboarding yourVMware Cloud Partner Navigator Cloud Services Provider organization. To learn more, see Working with organizations.

Prerequisites

- Chapter 2 Before you begin with Cloud Partner Navigator.

- Your account's **Contact Type** setting in Partner Connect Portal must be **Primary Contact** or **Alternate Primary Contact**.

Procedure

1   Log in to Partner Connect Portal with your partner account.

2   Navigate to **Cloud Portals > Cloud Partner Navigator > Managed Services Provider (MSP)**.

3   Click **Access Cloud Partner Navigator**.

    This starts the automated organization onboarding process.

Results

You have successfully onboarded to VMware Cloud Partner Navigator with your Cloud Services Provider organization.

Users in your Partner Connect Portal organization are automatically synchronized with VMware Cloud Partner Navigator and can now access the platform using the **Access Cloud Partner Navigator** button in Partner Connect Portal.

Depending on their **Contact Type** setting in Partner Connect Portal, users receive one of the possible roles in VMware Cloud Partner Navigator:

Contact Type in Partner Connect Portal	Role acquired in VMware Cloud Partner Navigator
Primary Contact	**Provider Administrator**
Alternate Primary Contact	**Provider Administrator**
Cloud Provider Contact	**Provider Operations User** with no service roles

For information about the Cloud Services Provider roles and permissions in VMware Cloud Partner Navigator, see Cloud Services Provider roles and permissions.