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2018 VMware GTM Accreditation Education Contest

SPRINT TO THE FINISH IN Q4
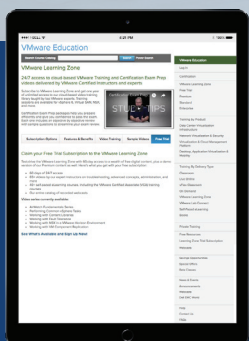
January - February 2018

Become a virtualization virtuoso, pave the way to better opportunities and win great prizes! During this VMware education sprint, the leaderboard for prizes will emphasize Accreditations (free Access and 5 points for each completion). Our annual Partner Professional Services Premier (PPSP) partner tier requires an annual quantity and mix of accreditations to maintain VMware's highest tier. This Accreditation sprint aims to deliver fantastic prizes for those competing to win!

Complete as many VMware technical and sales training courses as you can between now and February 2, 2018. Build expertise across VMware SDDC including compute, storage and network virtualization while learning how to automate, monitor and manage data centers.

The top learner will win an **iPad Pro**, three runners up will win an **Apple Watch**!

Do you have what it takes to win this sprint to the finish in Q4?

PRIZES FOR TOP LEARNERS

1 iPad Pro grand prize to the top learner & 3 Apple Watches for runners up!

Start taking courses today and compete to win!

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GAIN YOUR VMWARE COMPETENCIES & EARN POINTS TO COMPETE!

VMware VTSP or VSP Accreditation
FREE - 5 points

Check out the leaderboard - updated every Friday!

Eligibility: How to Get Involved

To be eligible to compete for prizes, you must be a current, full time employee and complete a minimum of **(1) Accreditation.** Learners with the most points who complete these requirements will be eligible for prizes.

*Optional Free Certification Vouchers

For the duration of this event, VMware is sponsoring access to pre-selected on-demand certification-eligible courses and classes for all learners supporting our joint GTM. While certifications are not eligible for points this round, you may request vouchers should you wish to receive a voucher.

After you have completed the prerequisite minimum of two VSP or VTSP accreditations, the next step is to request access to an on-demand certification-eligible course from one of the choices to the right.

You MUST request your VCP-eligible e-learning courses and exam vouchers through the links below:

VCP-eligible e-learning course request link

 * Most e-learning courses include voucher for 'foundations exam'

Exam voucher request link

 * For certifications that require additional exams not included in e-learning modules

TOP LEARNING TRACKS

VMware vSphere
Install Configure, Manage

VMware Workspace ONE
Deploy and Manage

VMware NSX
Install, Configure, Manage

VMware vSphere
Optimize and Scale

VMware vRealize Automation
Install, Configure, Manage

VMware vRealize Operations
Install, Configure, Manage

VMware vSAN
Deploy and Manage

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ABOUT THE ACCREDITATION TRAINING PROGRAMS

VMware VTSP or VSP Accreditation

FREE - 5 POINTS

Boost Your Career and Your Earnings with VMware Sales Professional (VSP) and VMware Technical Solutions Professional (VTSP) Accreditations
VMware Accreditations equip you to articulate the strategies of virtualization and cloud computing and demonstrate how customers can reduce their operating expenses and deliver higher quality service. This expertise not only benefits your customers, it positions you as a trusted advisor, giving you a competitive advantage in your field. VMware Accreditations enable key systems sales and technical professionals to earn VMware Solution Competencies.

Login to Partner Central Here

Certifications & Hands-on Labs are optional learning opportunities this round. While they do not contribute points to the contest, they are important for continued education and knowledge.

VMware Hands-on Labs

FREE - NO POINTS THIS ROUND

Fast Track Environment to Try VMware Products
Hands-on Labs deliver a fully operational live desktop environment for you to experience VMware products with no setup or large-scale hardware requirement. With click-by-click guidance and all products pre-installed, you can focus on learning product features you value most. The HOL can be found on **VMware Partner Central** by clicking on Partner University and navigating to the Hands-on Labs buttons shown below.

HOL SDDC · HOL SOLUTIONS · HOL HYBRID · HOL HCI · HOL EUC · HOL VSPHERE · HOL NV · HOL BC · HOL MO · HOL MA

VMware Certification

FREE - NO POINTS THIS ROUND

Industry-Leading Certification Programs Demonstrate Your Expertise
VMware Certifications set the standard for IT professionals and validate the critical skills organizations need to adopt and manage technology that drives desired business outcomes. Official certifications recognize your technical knowledge and skills and allow you to use the certification logo to enhance your personal growth within your company and with clients. Certification levels range from VMware Certified Associate (VCA) all the way to VCDX, VMware Certified Design Expert, the most coveted IT certification. **Access VMware Certification (myLearn).** Request Free Exam Vouchers Here: **VCP6-eligible e-learning course, Exam voucher request link.**

Logging In!

All learning activities in this campaign must be completed with **your company** email address. You must subscribe to each VSP or VTSP and Hands-on-Lab program once logged into VMware Partner Central and by clicking Partner University prior to following links in the curriculum as part of this program. A job aid for Partner Central access questions is **here.**

If you are an experienced VMware learner and have prior VMware certifications or accreditations registered to your personal email address, to be eligible for this program you should email **certification@vmware.com** to request your profile be migrated from your personal email address to **your company** id. For any links that have been updated after production of these materials, you can find all VSP, VTSP and Hands-on-Labs by logging into VMware Partner Central and clicking on Partner University at **http://vmware.com/partners.**

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GET STARTED TODAY!

To get started, log into VMware Partner Central (http://vmware.com/partners) and click on Partner University. Once there, all Accreditation tracks are easily accessible in the "Getting Started" section.

VMware Competency	Accreditation (Sales)	Accreditation (Technical)	Accreditation (Operations)
Software-Defined Data Center (SDDC)			
C Business Continuity	VSP-BC	VTSP-BC	-
C Server Virtualization	VSP-SV	VTSP-SV	VOP-Renewals VOP-License
C Hyper-Converged Infrastructure	VSP-HCI	VTSP-HCI Post Sales: vSAN 6.6	-
C Management Automation	VSP-MA	VTSP-MA MA vRealize Automation MA Post Sales vRA 7.3	-
C Management Operations	VSP-MO	VTSP-MO MO Tech Post Sales vRO6 MO Post Sales Accred VROPS 6.6	-
N Network Virtualization	VSP-NV	VTSP-NV NV Post Sales	-
C SDDC	VSP-FOUNDATION	VMware Corporate Overview VMware Strategic Initiatives Overview DCV & Hybrid Cloud Extensibility Streamline & Automated DC Opps App & Infra Delivery Automation Security Controls Native to Infra HA & Resilient Infra	-
End-User Computing			
W Desktop as a Service	VSP-HZC	VTSP-DaaS DaaS Post Sales Horizon 7	VOP-SE
W Desktop Virtualization	VSP-DV VSP-Workspace ONE	VTSP-DV Horizon 7 Implementation VTSP-Workspace ONE	VOP-Renewals VOP-License
W Mobility Management	VSP-MBL	VTSP-MBL AirWatch Accreditation	-
Hybrid Cloud			
C Cloud Provider	VSP-CP	-	VOP-CP
C Hybrid Cloud	VSP-HYBRID	VTSP-HYBRID	VOP-SE

Looking for certain a VMware solution? Find them by looking for your corresponding box.

C Cloud   N Networking and Security   W Workplace

* Education around SAP-related infrastructure are aligned to the Cloud path.

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Log In. Track Progress. Win!

☑ Earn Credits

To receive credit for attending, enroll in training by logging into VMware Partner Central & clicking the SUBSCRIBE button: http://vmware.com/partners

- **VSP:** VMware Sales Professional (VSP) is targeted to anyone in a sales role
- **VTSP:** VMware Technical Sales Professional (VTSP) is targeted to anyone in a technical pre-sales role
- **VOP:** VMware Operations Professional (VOP) is targeted to Sales Operations professional who need to understand VMware licensing and subscriptions

Track Progress

Track your stats from the VMware Alliance leaderboard page every Friday. A link will be available via the "Education Contest" link on within the site navigation.

Additional Educational Support

Partner Central is an exclusive, dedicated online information resource, providing a single, dedicated web portal for all VMware Partners.

Partner University is accessed through Partner Central.

Certification & Accreditation programs designed to help you succeed!

- Learn on your own time.

- Learn the hottest industry skills and boost your earning potential.

- WIN! After Q4 close on February 2, 2018 VMware will contact each winner of the (3) Apple Watches and (1) iPad Pro - Grand Prize Winner.

- Expertise is the key to unlocking bigger deal sizes, better close rates and higher profits! VMware certifications are widely associated with increasing employee income and higher job satisfaction!

Naina Choudhary
Won an iPad and Apple Watch Sport!

Over a Decade of Award-Winning Consulting, Integration and Transformational Cloud Services

Over 50 Joint Diamond Accounts

Awarded 2x in 2016: VMware Global Systems Integrator of the Year / Modernize Data Center

One Global Team Delivering the Cloud

SISO Partners

- Industry-specific expertise
- Acceleration into large-scale transformational solutions
- Proven delivery methodologies and framework
- Access to new markets and decision makers
- Leaders in ITSM, Application Development, ERP and Consolidation Cloud

One Team

- Improved time to market and increased agility and scalability
- Unified technology, process and organizational solution providing business and IT enablement
- Full savings realization of virtualization and cloud investments
- End to end cloud strategy, including business and IT operational and technical impacts

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- Technology investments targeting cost efficiency, quality of service and business agility
- Extensive, proven virtualization and cloud experience
- End-to-end product suite for cloud enablement
- Market leader with Extensive Global Partner Ecosystem (OEM/ISV/SP)