

# THE VMWARE GAZETTE

THE OFFICIAL NEWSLETTER OF VMWARE ACCOUNT  
@CAPGEMINI | OCT 2023 | ISSUE 44

## DELIVERY HIGHLIGHTS

- Millennium Falcon : As the part of oracle to MYSQL migration, we certified all promo services with resiliency testing.
- SSCP October Release : Validated SSCP/CSP services along with Offers & SNB APIs with performance testing for this release.
- ACPQ Elastic surge : Successfully certified ACPQ IB API's till 10x load post elastic upgrade.
- Partner Connect 2.0\_Renewals Phase 2
- Customer Connect Success 18.0 | Partner Led Customer Success (PLCS) Version 2 !!!



We are excited to announce the release of Customer Connect Success 18.0 on 15-Sep. This release is a major step forward in delivering a comprehensive, end-to-end digital experience for our VMware Success 360 and VMware non-Success 360 customers by providing improved functionality and empowering our customers to deliver on their outcomes with VMware solutions.

We are excited to announce the release of Partner Led Customer Success (PLCS) Version 2.0 on 20-Sep. This release is a major step forward in delivering a comprehensive, end-to-end digital experience for our Partners and VMware Success 360 customers by providing improved functionality and empowering our customers to deliver on their outcomes with VMware solutions.

A minor release of Partner Led Customer Success (PLCS) Version 2.1 on 21-Sep in delivering Email Notifications.

- One VMware Hierarchy

On September 29th, the Unified Data program released the newly created One VMware Hierarchy. 1VMWH introduced a clear and simplified view of our customer, enhancing deal velocity, improving customer telemetry, and delivery better insights.

The One VMware Hierarchy shows a true picture of our customer.

Represented in a standardized four-level customer hierarchy, 1VMWH makes planning and reporting easier for teams across GTM, Finance, and CXS.



# DELIVERY HIGHLIGHTS

- UL2Q

1. Account Hierarchy in VMStar

Enable the usage of Account Hierarchy in VMStar, by leveraging the information provided by MDM (a managed hierarchy with 4 levels, build and maintain in VUD). Account Hierarchy shows the relationships between parent accounts and their child accounts (subsidiaries) to users.

Account Hierarchy enhances visibility allowing the Sales Reps. to understand the structure of the companies they're working on and work collaboratively to provide better solutions to our customers.

2. One Trust Consent Capture Enhancements

Marketing Consent Capture field changes to support 2-tier (double) consent requirements. Allows VMware to comply with global privacy management legislation including for countries that require 2-tier (double) consent

3. GTM Plays Product Mapping

Enable Product to GTM Play / Pursuit mapping in Vmstar to ultimately automatically feed and update Product Detail Page, Opportunity Products and Consumption Plan

GTM Operations: ability to map products to GTM Plays and Pursuits in VMstar and reflect on Product Detail Page, Opportunity Products, and ultimately get automatically updated on the Consumption Plan

Sales, Specialists, SEs, Sales Ops: ability to see products by GTM Plays/Pursuits in Opportunity Products, and automatically mapped to GTM Plays in the Consumption Plan, eliminating manual effort and increasing deal velocity

Customer Success, DMT: increased volume of completed and accurate Consumption Plans due to the automation

4. Termination For Convenience

Forecasting: ability to forecast Opportunities at the product level for TFC to inform pipeline activity

Re-classification of Term License TFC eligible products to Subscription to capture ratable revenue recognition change due to TFC

Sales Ops: ability to see Opportunities at the header and product line level details for TFC flag, if needed



## LONG SERVICE AWARD

- 10 Years in CG - Vijayalaxmi Shirur
- 5 Years in CG - Gayatri Bhumes Dasi

## CERTIFICATION ACHIEVED

- Abhilash Mahajan: Oracle Cloud Infrastructure Foundation

## CLIENT APPRECIATION

1. Subject: Thanks Noucía for your Excellent Work

To: Noucía Shaik

Hi Noucía,

Thanks for your excellent job in the recent ACPQ release. Your work across different SFDC project tracks is commendable.

Your dedication and support round the clock during critical times helped in the successful and on-time completion of load testing for ACPQ, CDT & Estimator. I appreciate the work that you are doing to groom the team members on Truclient protocol and for supporting them in scripting whenever needed.

Your work is greatly appreciated by the Project team, @Satish Marulasiddappa & @Anushree Mittal as well. Please keep up the good work!! Thanks from all of us!!

Thanks,  
Ashwin.



# CLIENT APPRECIATION

2. Subject: Thank you !

Hey Rajeswari,

Wanted to take a chance to thank you for your humongous effort and support throughout the whole CPS UAT and I certainly could not have seen to the end without you ! So, thank you! :)

Thanks and Regards,  
Sahely Banerjee

3. Subject: Partner Connect 2.O\_Renewals Phase 2

To: Siva Kalyan Patti,Neha Salaskar,Deepanshu Gandharv,Vandana Pallela

That's a very good time and effort saving done. Thank you all of you on this. Great job.

Rupernita Sahoo

Deepanshu, Vandana, Neha,

Thanks for all your efforts in accomplishing this Milestone. We needed this boost and it came at right time.

Regards,  
Siva Kalyan Patti

This is great achievement team, Good Work 😊

Madhuri Bachhav

4. Subject: Re: CS Assignment Deployment Results

To: Srivalli Yarramsetti

Thanks much for all your efforts to make CS Assignment Deployment go smooth from QA side Srivalli 😊  
Congratulations on the official deployment!!

Thanks & Regards,  
Shweta

Great job team!!

Janet Herold  
Senior Manager, Application Engineering (Customer Success)

Subject: CS Assignment Deployment Results

Hello Everyone,

CS assignment is officially deployed!

Thank you to everyone that worked hard to make this happen.  
They have been agile and worked hard to make sure our business had what they needed to operate effectively.  
Thank you also to Srivalli Yarramsetti our QA who brought multiple data discrepancies' to our attention. Thank you!

Congrats everyone.

Best Regards,  
Darshana Shah



# CLIENT APPRECIATION

5. Subject: Request for Redemption in CP

To: Sahely Banerjee,Radha Rani,Rajeswari Munagala,Sai Kumar Chakarapalli

Thank you Radha Rani and Sai Kumar Chakarapalli for all your support! Revenue team provided signoff on testing for this feature.

Timely support is been appreciated.

Thanks,  
Abhishek Hanasoge

Thank you so much Radha for the quick help. Really appreciate it.

Thanks and Regards,  
Sahely Banerjee

6. Project: UL2Q Renewals

To: Vijaya Kumar Konda

Hi Vijaya,

I hope this message finds you well. I wanted to take a moment to express my deepest appreciation for the incredible support you provided during the UL2Q Sep/Oct UAT. Your dedication and assistance were truly invaluable, and I am immensely grateful for your contributions.

Throughout UAT, your expertise and attention to detail shone brightly. Your willingness to go above and beyond to ensure the success of our testing process did not go unnoticed. Whether it was helping to identify the right set of data or providing insights for creating test data, you consistently demonstrated a level of commitment that made a significant difference.

I firmly believe that your efforts played a pivotal role in the smooth execution of UAT.

Once again, thank you for your outstanding support during UAT.

Please accept my heartfelt thanks and know that your hard work and dedication are deeply appreciated.

From : Akash Singh

7. Project: Lean Data

To: Venkateswara Rao Sajja, Bhoomika Rani KM, Piyush Kumar

I would want to extend heartfelt gratitude towards @Venkateswara , @Bhoomika and @Piyush Kumar (c) for helping us test the MQA flow for LeanData. You guys are always the best to work with.

A big shout out to all the team members for driving with passion.

Way to go QA team!

From : Jaimini Kerekai, Purushotham Reddy Mera

8. Subject: Thank you - Job Well Done!

To: Vijayalaxmi Shirur,Sudhakar Harijana,Venkata Santhosh Kumar Seela,Nitu Sharma,Aparna Nanduri

Vijayalaxmi I would like to call out efforts and learnings for Partner Connect 2.0 Renewals , Audi, Partner Hierarchy and many more

for the below QA experts. Kudos to your best guys in the team. Thanks for your support!

Hello @Sudhakar @Venkata @Nitu @Aparna,

You were well prepared on learnings, designs and supporting the UAT and brought it to the finish line with absolute BEST way. Each of us have a different role, but we all have the same job to help the team WIN. You all have done it exceptionally well in terms of keeping all the projects on the winning trophy.

For all you give, for all you do, for working hard, for being you. For being there day in, day out...THANKS is what today's about.

Cheers  
Madhuri

