



VMware vCloud Air Network

VMware vCloud Air Network Program Managed Services Provider

The VMware vCloud Air Network Program has been expanded to enable Service Providers to leverage vCloud Air as their core infrastructure—and offer more managed services in the process. VMware Managed Services Providers can offer additional cloud services (both public and hybrid) and develop new markets without investment in data center capacity. For Service Providers, today's single fastest-growing market is public cloud. According to Gartner, by 2017 the public cloud services market is predicted to exceed \$244B.¹ You can now take full advantage of this fast-growing market through the new vCloud Air Managed Services Provider model, designed to help you increase revenues and grow your cloud business.

How Will Partners Benefit?

You will have more choice and greater flexibility in how to build and offer cloud solutions by leveraging vCloud Air as your core infrastructure. As a Managed Services Provider, you can offer vCloud Air services, gain additional managed services revenue, and still own the terms of service with customers to further strengthen your trusted advisor status. This program extension means you can continue to leverage license subscription to build your own cloud and look for new opportunities with vCloud Air, giving you more options to accelerate your growth. Other benefits:

- Expand your geographic footprint using vCloud Air data center locations
- Extend your vertical market expertise with vCloud Air compliance certifications
- Benefit from faster time-to-market by leveraging vCloud Air R&D
- Deliver a complete portfolio of vCloud Air service offerings and Horizon Air Desktop and Apps as a service
- Support VMware Ready certified ISV applications
- Consolidate operations and billings through the vCloud Air Network Program

Requirements

Service Providers must sign a new agreement with a monthly recurring revenue (MRR) commitment through an Aggregator partner. As a participating partner, you will own the terms of service with your customers and must include support and managed services on top of vCloud Air. The infrastructure itself cannot be resold standalone. How Will Your Customers Benefit?

By providing more flexibility in how you build and offer cloud solutions, the vCloud Air Managed Services Provider model will give your end-customers more choice. Your customers will benefit from the vCloud Air infrastructure's compatibility and agility and from the managed services you deliver to them. They can focus on their business, rather than IT because you are managing and monitoring their servers, desktops, networks, and more. You can also leverage vCloud Air compliance and certifications adding your value added managed services and vertical market expertise to the core infrastructure. Because vCloud Air is 100% compatible with existing vSphere environments, your customers can leverage existing investments, processes, and expertise to keep costs and risks low and get the agility they need for faster set-ups, tests, and application deployments. Get Started

- Enroll in the VMware vCloud Air Network Program
- Sign a contract with Insight with a monthly recurring revenue (MRR) commitment
- Hybrid Cloud Solution Competency sales and technical accreditations recommended

¹ Gartner: Public Cloud Services, Worldwide, 2011-2017, 3Q13