



# vCloud Air Network Technology Badges

The VMware vCloud® Air™ Network Program enables the success of your cloud services with marketing assets, training programs, and flexible subscription and resell investment models. As part of a global network of providers offering validated cloud services based on VMware® technology, you also gain the opportunity to leverage technology badges that assure customers you offer the same security, reliability, and performance they know and trust.

**Drive lead gen and sharpen your competitive edge.**



Tap into a market of 500,000+ customers looking for VMware-based cloud solutions



Distinguish your service as being built on and validated by VMware



Benefit from vCloud Air Network demand-gen and marketing campaigns

## Explore the Badges



### VMware IaaS Powered ▶

Offer hosted infrastructure services based on VMware vSphere®, the world's leading virtualization platform.



### VMware Hybrid Cloud Powered ▶

Deliver scalable and secure hybrid cloud services based on VMware vSphere and vCloud Director®.



### VMware Horizon DaaS Powered ▶

Deliver virtual desktops and applications as a cloud service to end users anywhere, on any device.



### VMware DRaaS Powered ▶

Provide scalable cloud-based disaster recovery and protection services in vSphere virtual environments.



### VMware Managed Services Provider ▶

Leverage vCloud Air as a core infrastructure while adding value with a fully managed services portfolio on top.



## VMware IaaS Powered

Offer incredible flexibility for provisioning with scalable on-demand capacity.

VMware Infrastructure-as-a-Service Powered partners can promote their hosted infrastructure services as being built on market-leading virtualization and cloud infrastructure technologies like VMware vSphere® and VMware vCenter Server™ software. As a vCloud® Air™ Network service provider, you benefit from a pay-as-you-go, pay-as-you-grow subscription model that can help your business thrive.

### Badge Benefits



Leverage VMware® technology with no start-up costs



Get production-level support and larger discounts



Use of the VMware IaaS Powered badge



Service listing on **vcloudairnetwork.com**



**Press release** to announce validated badge offering

### Get Started

- Join the vCloud Air Network
- Sign rental contract agreement
- Commit to a minimum monthly point plan worth 360 points
- Must offer hosted infrastructure powered by vSphere

Join the vCloud Air Network ▶



# VMware Hybrid Cloud Powered

Provide compatible, secure hybrid cloud services for every customer need.

The VMware Hybrid Cloud Powered badge assures customers that provider services are fully compatible with their VMware® environments and meet their needs for management, security, and flexibility. By offering cloud services based on VMware cloud technologies, you ensure a true hybrid cloud experience and benefit from customer confidence.

## Badge Benefits



Distinguish your service as a validated VMware platform-based public cloud offering



Offer a **test drive**, a free cloud service trial that allows prospects to try before they buy



Use of the VMware Hybrid Cloud Powered badge



Featured service listing on **vcloudairnetwork.com**



Customized press release to announce validated badge offering

## Get Started

- Apply for the Hybrid Cloud Powered badge
- Commit to a monthly point plan of 3,600 points or higher
- Must build services with VMware vSphere® and vCloud Director®, expose vCloud User APIs, and support the Open Virtualization Format for bi-directional workload movement

Apply Now ▶



# VMware Horizon DaaS Powered

Save your customers time and money with unmatched workspace experiences.

As a VMware Horizon® DaaS® Powered partner, you gain the ability to deliver desktops and applications as a cloud service to any device with predictable costs and competitively low TCO. By offering an adaptive user interface that optimizes for each device across the WAN and LAN, you can establish your company as a leader in driving quality UX support.

## Badge Benefits



Distinguish your service with adaptive UI that optimizes for each device



Flexibility to move investment from CapEx to OpEx with predictable monthly costs



Use of the VMware Horizon DaaS Powered badge



Featured service listing on **vcloudairnetwork.com**



Press release to announce validated badge offering

## Get Started

- Apply for the Horizon DaaS Powered badge
- Commit to a monthly point plan of 10,800 points or higher
- Must complete on-premises proof of concept with VMware Professional Services Organization

Apply Now ▶



# VMware DRaaS Powered

Minimize downtime for customers, maximize your business value.

The VMware Disaster Recovery as a Service badge enables partners to offer advanced scalability, VM management, and protection for any and all customer applications. Take advantage of the reputability that comes with industry-leading VMware® technologies, like VMware Site Recovery Manager™ software, to deliver peace of mind and grow your business.

## Badge Benefits



Distinguish your service as based on award-winning VMware disaster recovery technology



Use of the VMware DRaaS Powered badge



Featured service listing on **vcloudairnetwork.com**



Press release to announce validated badge offering

## Get Started

- Apply for the DRaaS Powered badge
- Commit to a monthly point plan of 3,600 points or higher
- Must utilize a minimum of 100 VMs per month under DRaaS management

Apply Now ▶



# VMware Managed Services Provider

Accelerate the growth of your cloud offerings with your own managed services.

The VMware Managed Services Provider badge enables partners to leverage VMware vCloud® Air™ as their core infrastructure while differentiating their business with their own managed services. With both license subscription and resell models, you can now choose an investment strategy for your cloud solution that best supports growth for you and your customers.

## Badge Benefits



Expand your geographic footprint with worldwide data centers and gain additional managed services revenue



Extend your vertical expertise with compliance certifications like ISO/IEC, HIPAA, FedRAMP, and more



Use of the VMware Managed Services Provider badge



Featured service listing on **vcloudairnetwork.com**



Press release to announce validated badge offering

## Get Started

- Apply for the Managed Services Provider badge
- Sign agreement with monthly recurring revenue commitment
- Must own terms of service and offer managed services and support in addition to vCloud Air services
- Email **mSP@vmware.com** for additional information

Apply Now ▶



vmware®

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vCloud Air™ Network



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[Learn more](#)

