VMware Partner Connect Program
Accelerate Professional Service

AT A GLANCE

The VMware Partner Connect Program enables MSPs and Cloud Providers to invest in VMware infrastructure on a pay-as-you-serve subscription basis, driving the success of public and hybrid clouds.

It provides the VMware Flex Core Bundle which includes a set of core VMware technologies, with components across Billing, Management, Networking, Compute and Support.

Comms-care created the **Accelerate Professional Service** to help MSPs and Cloud Providers unlock the true capabilities of the Flex Core Bundle and maximise and accelerate ROI for their VMware deployments.

KEY BENEFITS OF ACCELERATE

- Rapid design and deployment service
- 'Ready to go' environment built on VMware Cloud Foundation and Cloud Director
- Readiness for VMware Cloud verified status assessment
- Manage operational complexity
- Drive better adoption of their cloud
- Deliver powerful new services for customers
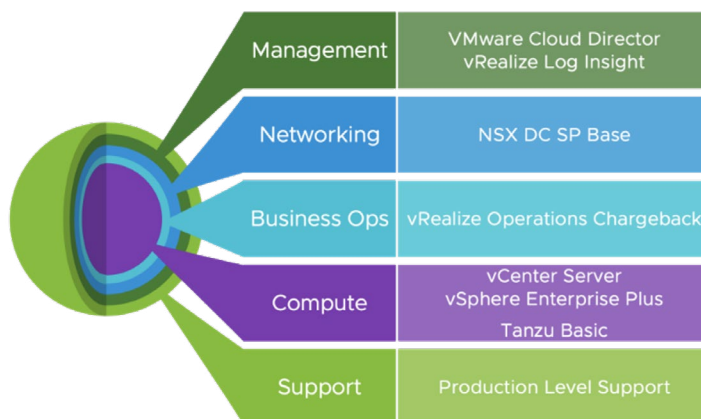- Build a more profitable cloud business

Unlock the potential of the VMware Partner Connect Program

We can support MSPs and Cloud Providers to drive the full value of the VMware Flex Core Bundle.
We can do this through either a greenfield design or a rapid assessment of your existing estates, followed by VMware validated design and a deployment.
This will provide you with a ready to go Cloud that enables you to quickly monetise and scale your services and estates.

Who is the service for?

- MSPs looking to **modernise** and **transform** their multi-tenancy IT infrastructure
- New MSPs with a VMware Flex Core Bundle subscription that require support to build a **best-in-class multi-tenancy infrastructure**
- MSPs looking to **accelerate the adoption** of new technology and deliver new services and offerings
- MSPs that want to **reduce the cost** of administrative tasks through automation and simplified life cycle management

VMware Flex Core Bundle

Management	VMware Cloud Director vRealize Log Insight
Networking	NSX DC SP Base
Business Ops	vRealize Operations Chargeback
Compute	vCenter Server vSphere Enterprise Plus Tanzu Basic
Support	Production Level Support

Get in touch

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Service Approach Summary

The Accelerate service provides a consultant-led process with the below stages:

- **Assess** - Rapid Assessment of existing environment
- **Plan** – Good practice framework **VMware cloud verified ready**
- **Deploy** – 'Ready to go' environment

Partner Outcome

- Readiness for Cloud verified status assessment
- Migrate customers to subscription OPEX model
- Delivery engine provisioning / deploy provided by Comms-care accredited experts

Service Approach Summary

Post deployment typical business benefits:

- 2 x ROI in less than 5 years
- 84% higher infrastructure efficiency
- 78% greater service-productivity
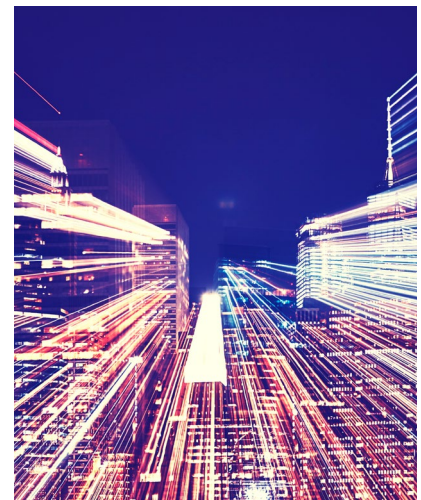- 52% 5–year CAGR improved performance

End Customer Outcome

- Accelerate design and provisioning
- Validated design / framework
- Faster time to value automation Developer Ready DevOps
- Single point of contact

Your business is our business - the Comms care difference

Comms-care exists to support channel partners. We're here to be on your team, giving you the expertise, solutions, and services you need to win more opportunities.

Comms-care is accredited as a top tier VMware Principal Partner. This distinction denotes the most qualified partners in VMware Partner Connect; those that have a broad range of expertise and the ability to best serve their customers' needs.

If you would like to explore more about how we can support your VMware business and empower your growth, get in touch.

vmware® Principal Partner — Data Center Virtualization

vmware® Principal Partner — Digital Workspace

vmware® Principal Partner — Network and Security

vmware® Principal Partner — Virtual Cloud Network

vmware® Principal Partner — Cloud Management and Automation

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