



VIP Reseller Network Program Overview



	VMware Professional Partner	VMware Enterprise Partner
PRODUCTS		
VMware Licenses Software & Support	Workstation and GSX- Open Distribution	Workstation, GSX Server, ESX Server, SMP add-on, VirtualCenter, VMotion - Open Distribution
BENEFITS		
Software		
"Not for Resale" demo licenses	X	X
Internal Use licenses discounts	X	X
Technical Support		
Knowledgebase Access	X	X
Email Support (in English)	X	X
Priority Telephone Support		Available
Education and Technical Enablement		
Sales Training & Technical Certification		X
Training Web Casts	X	X
Sales and Marketing Tools		
Logo Usage		X
Web Site Listing	X	X
Channel Connect Access (tools/collateral)	X	X
Qualified & Unqualified Leads	Available	X
Marketing Program Support		X
Membership Communications		
Regular Partner-oriented Communications	X	X
Partner Council Eligibility		X
REQUIREMENTS		
Program Fee		\$1000 (prorated for partial year)
Annual Renewal Fee		\$1,000.00
Submit corporate logo for VMware web site		X
Case Study Collateral		X
VMware Internal champion/Dedicated Resource	Suggested	X
VMware Executive Sponsor		X
Certified Technical Staff	Suggested	X