

VMware Hybrid Cloud Powered

Datasheet

VMware Hybrid Cloud Powered is a technology badge for VMware vCloud Air Network Program Service Provider partners. This badge denotes that a Service Provider has a validated Infrastructure as a Service public cloud offering built on a VMware platform. The badge provides enterprise customers with validation that their workload will utilize the same VMware architecture off-premise as they are running in their own virtualized datacenters.

Partners who successfully validate their VMware Hybrid Cloud Powered service offering are eligible for listing on the VMware vCloud Air Network Service Provider portal; <http://vcloudproviders.vmware.com>. In addition, partners will receive a logo that can be used to support end-user marketing and awareness activities.

Eligibility

Partners must be enrolled in the VMware vCloud Air Network Program (formerly called the VMware Service Provider Program) and have a signed contract with an authorized VMware Aggregator for a minimum of 3600 points.

Technical Requirements

Partners must validate that their service meets the following conditions using the VMware vCloud Air Network Services Validation Tool: <http://vcloudvalidation.com>

1. The cloud service must be built with and operated using VMware vSphere and VMware vCloud Director
2. The vCloud User APIs must be exposed to the cloud tenants
3. Cloud tenants must be able to upload and download virtual workloads packaged with the Open Virtualization Format (OVF) version 1.0

The test verifies the existence of a properly configured and publicly exposed vCloud Director instance. The details are listed in the validation requirements: <http://vcloudvalidation.com/requirements>

Process

The first time a partner visits the validation tool, the partner will create an account in order to add the required details for the test. If the service is offered in multiple geographical locations, a unique vCloud Director instance must be validated for each location. The test takes approximately 10 – 15 minutes to complete and if anything fails, the test notifies the partner what failed for ease of troubleshooting.

Benefits

Upon satisfying both the eligibility and technical requirements, the partner will receive:

- The VMware Hybrid Cloud Powered logo and guidelines on how it may be displayed for co-branding and promotional purposes
- Instructions on how to list their VMware Hybrid Cloud Powered service on the 'Find Providers' section of the VMware vCloud Air Network Service Provider portal
- A letter of validation to provide to customers insuring their workloads are being run on VMware vCloud technology
- A press release template to announce their new VMware Hybrid Cloud Powered service

Why You Should Apply

Your customers are ready to run their businesses in the cloud.

- **Customer confidence.** The VMware Hybrid Cloud Powered badge gives your customers confidence in your public cloud offerings
- **Grow your customer base.** In addition to new customers who want all the benefits cloud computing has to offer right from the start, there are over 500,000 existing VMware customers already fully compatible to migrate to your cloud
- **Lead generation.** Being listed on the VMware vCloud Air Network Service Provider portal allows you to benefit from VMware-backed marketing campaigns that lead your customers to the portal
- **Differentiate your service.** Start by adding true self-service Infrastructure as a Service (IaaS) to your Managed Hosting portfolio and add additional validated, VMware-backed service offerings later

Contact your VMware Business Development Manager or partnernetwork@vmware.com to learn more.



Your Cloud Advantage

Accelerate IT. Accelerate Your Business