

VMware Cloud Provider Program - Service Provider Enrollment

Partner Enrollment Guide

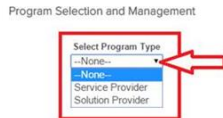
New VMware Partners

Q: How do I join VMware's Partner Network?

A: Submit a VMware Partner Network Application Form via <http://www.vmware.com/partners.html>. Select 'Enroll Now', enter company/contact details, accept the terms and conditions, and submit the application. The application will be reviewed for approval by VMware within 3 business days; once approved, your partner account/ID will become established and login credentials sent via email.

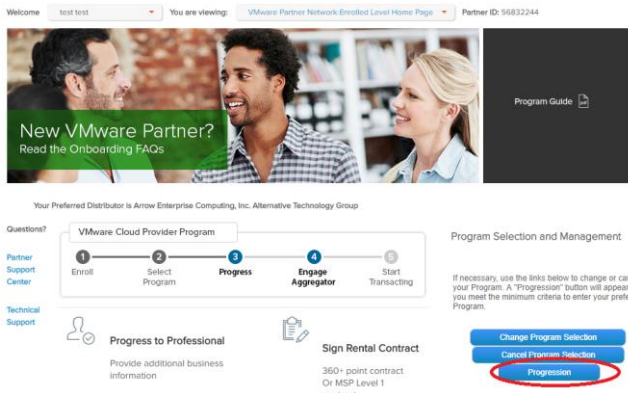
Q: How do I select the VMware Cloud Provider Program, or Service Provider Route to Market (RTM)?

A: Login to Partner Central, select the Service Provider Program Type (this only selects the RTM – it does not submit a program enrollment application). **Note:** only the Primary Contact can see and select RTM (Route to Market, or program) declaration:



Q: How do I Progress to become an active Service Provider?

A: When the Service Provider RTM has been selected, the home page in Partner Central will refresh shortly to reflect the VMware Cloud Provider program. Select the blue "Progression" button to complete an on-line application by providing additional company details and signing a CTA. **Note:** only the Primary Contact can see and select 'Progression' for the Service Provider program:



Q: What happens once I have selected Progression and completed the application?

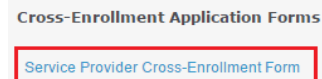
A: An official program enrollment application request is created. The application will be reviewed for approval by VMware within 3 business days, following program enrollment review processes. Once approved, your

partner account will progress to Professional tier, and your Partner Central account will sync with the VMware Cloud Provider Business Portal and create an active partner account. You have 90 days to sign a contract with an Aggregator. If a contract is not signed, on the 91st day your account will relevel back to VPN-Enrolled for the VMware Cloud Provider Program.

Cross-Enrolling and VPN-Enrolled Partners

Q: I am active in another VMware program, how do I cross-enroll into the VMware Cloud Provider Program to become a Service Provider?

A: Login to Partner Central, browse to 'Program Forms' tab from the top navigation bar, click on the 'Service Provider Cross-Enrollment Form' link. Complete an on-line application by providing additional company details and signing a CTA:



Q: I previously selected the Service Provider RTM but have not progressed to become active in the program – where can I find the 'Progression' button to submit?

A: Your account is in VPN-Enrolled status for the program. The 'Progression' button is on the VMware Cloud Provider Program home page in Partner Central. If you have selected more than one RTM, you may need to navigate to the VMware Cloud Provider Program home page:

1. Login to Partner Central.
2. Hover the red drop-down arrow to the right of the program name to expand the menu – select 'VMware Partner Network-Enrolled Level Home Page'



3. Select the blue "Progression" button to complete an on-line application by providing additional company details and signing a CTA.

Q: I was authorized/active in the Service Provider program but re-leveled to VPN-Enrolled. How do I get back to an active/authorized state in the program?

A: You will need to select "Progression" again and complete a new on-line application by providing additional company details and signing a CTA.

VMware Partner Network Support

Q: How do I contact Partner Network for questions?

A: Please email: PartnerNetwork@vmware.com