

# VMware Cloud on AWS: Uniting Technologies Across Platforms

## What's VMC on AWS?

VMware Cloud on AWS is built on VMware's foundation – its unified software-defined data center (SDDC) platform that brings together compute, storage and network virtualization through vSphere, vSAN and NSX.

VMC on AWS represents the union of pioneering technologies across on-premises and public cloud environments. It retains the familiarity, control and tooling of the VMware environment, while allowing workloads to run in the AWS cloud and use the latest AWS services.



## Why Does It Matter?

This solution addresses two of the top obstacles for customers looking to use public cloud alongside their existing IT operations, enabling the integration and interactions needed to scale to production needs. VMC on AWS provides a trusted framework for enterprise IT organizations, which they can use to explore services available on the AWS cloud and gain familiarity with the operation of these services through internal workloads and develop internal skillsets.

- Delivers consistent infrastructure environments across on-prem and public cloud
- Enables easier migration, integration and operation throughout platforms
- Maintains an integrated view of resources across on-prem and public cloud
- Provides access to broader AWS services
- Delivers ready-to-use, scalable, on-demand Cloud Foundation SDDC environments

## How Do I Use VMC on AWS?

### Single Host

- vSphere and vSAN and NSX
- Easily scale up to Production SDDC
- Service life limited to 30-day intervals (Beta testing of services)

### Three or More Hosts

- vSphere and vSAN and NSX
- Multi-cluster, multi-AZ
- High-availability, SLA
- Term commitment discounts

### Use Cases

- Disaster recovery
- Co-locations moving the data center to the cloud

# No Matter Your Customers' Needs, Tech Data and VMware Can Help

## Certifications & Competencies

- **VMware Authorized Training Center (VATC)**  
Tech Data is an authorized VATC and can deliver customer and end-user trainings.
- **VMware Solution Competency: VMware Cloud on AWS**  
Learn more about VMware Cloud on AWS and how it enables customers to run applications across a VMware Cloud Infrastructure environment. You can find this training by logging into VMware Partner Central, clicking the Partner University Tab and selecting VMware Cloud on AWS under Partner Competencies.
- **Hands-On Labs**  
Leverage VMware Hands-On Lab tool as a proof of concept for your customers to demonstrate features and products. You can find this tool in Partner Central under the Partner University tab. Just select Hands-on Labs to get started.

## Sales Tips

- **VMware Sales Readiness Briefcase: SDDC**  
Drive impactful, value driven conversations with this accessible, visually-rich, on-the-go ready sales enablement content.
- **Partner Demand Center**  
Utilize this best-in-class package of content, programs and integrated campaigns, including analytics and lead management, to enable faster business growth. You can access this resource by visiting the Sales tab in Partner Central.

## Tools & Services

- **VMware Solutions Enablement Toolkits: Cloud Services**  
You can access this resource by clicking Solution Enablement Toolkits under the Sales tab in Partner Central.
- **Tech Data Solution Center**  
Leverage Tech Data's specialized solution center for free live or virtual product demos.
- **Roadshows & Boot Camps**  
Attend focused, guided VMware roadshows and boot camps to learn more about harnessing VMware's emerging products and solutions.
- **Training Credit Voucher**  
Earn a \$500 retail value TCV for every \$100k in VMware new licenses sold.
- **Tech Data Professional Services**  
From cloud certifications to custom API integrations, we're your one-stop shop. Please reach out to the Tech Data VMware team or [it-solutions-eims@techdata.com](mailto:it-solutions-eims@techdata.com)