vSAN: Powering Industry-Leading Hyperconverged Infrastructure Solutions

What's vSAN?
vSAN delivers flash-optimized, secure shared storage with the simplicity of a VMware vSphere®-native experience for all your customers' critical, virtualized workloads.

Why Does It Matter?

- Lowers cost of implementation
- Simplifies disaster recovery
- Uses inexpensive drives
- Runs on industry-standard x86 servers and components
- Pools SSDs/HDDs into a shared data store
- Delivers enterprise-grade security, scale and performance
- Integrates deeply with the VMware stack

How Do I Use vSAN?

vSAN is compatible with any edition of vSphere and available in multiple packages to accommodate a variety of specific needs and use cases.

- Standard Edition
- Advanced Edition
- Enterprise Edition
- Remote Office/Branch Office Edition
- Desktop Edition
- HCI Kits Edition – offered in Essentials, Advanced, Standard, Enterprise, Operations Management, Remote Office Branch Office (ROBO) Standard, ROBO Advanced and ROBO Enterprise
  - o It is important to note that vCenter is not included in the HCI kits

Industry Stats

- **VMware vSAN is the No.1 HCI software vendor[1]**
- **37.2% of hyperconverged solutions run vSAN[2]**
- **34.3% of the total converged systems market is HCI worth $1.25B[3]**
- **By 2019, the HCI market will approach $5B[4]**

[1]IDC – Worldwide Quarterly Converged Systems Tracker for 2Q17

[2]IDC – Q1 2018 Worldwide Quarterly Converged Systems Tracker, June 26, 2018

[3]IDC – https://www.idc.com/getdoc.jsp?containerId=prUS43714418

[4]IDC – Hyper-Converged Systems 2015-2019 Forecast

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

Partner Enablement Programs

- **vSAN Elite**
  Qualifying customers will be chosen to receive leads. Additionally, if they need help closing a deal, we'll provide them with a PoC demo unit to test for 30 days.

- **Healthcare**
  Qualifying customers will be invited to attend a VMware-focused healthcare webinar that'll showcase how to position VMware when selling in the healthcare space. Upon completion, our lead-generation service will provide you with qualified end-user leads.

- **Advance to Enterprise (A2E)**
  Qualifying Professional-level customers will receive funding to help advance to Enterprise-level partnership with VMware.

Sales Tips

- **VMware Sales Readiness Briefcase: vSAN**
  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.

- **Licensing Guide**
  https://www.vmware.com/content/dam/digitalmarketing/vmware/en/pdf/products/vsan/vmware-vsan-67-licensing-guide.pdf

Certifications & Competencies

- **VMware Authorized Training Center (VATC)**
  Tech Data is an authorized VATC and can deliver customer and end-user trainings.

- **VMware Solution Competency: Hyperconverged Infrastructure**
  Learn more about vSAN and how it helps customers respond faster to dynamic business demands. You can find this training by logging into VMware Partner Central, clicking the Partner University Tab and selecting Hyperconverged Infrastructure under Partner Competencies.

- **Hands-On Labs**
  Leverage VMware's 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.

Tools & Services

- **VMware Solutions Enablement Toolkits: SDDC**
  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 extensions to VMware Hyperconverged and VxRail stacks, we're your one-stop shop. Please reach out to the Tech Data VMware team or it-solutions-eims@techdata.com

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