

VMware NSX Data Center: Your Network Virtualization and Security Platform

What's NSX?

It's a network hypervisor that provides a platform to manage virtualized network deployments.



Why Does NSX Matter?

- Provides micro-segmentation and granular security delivered to the individual workload
- Reduces network provisioning time from days to seconds
- Improves operational efficiencies through automation
- Delivers workload mobility independent of network technology across data centers
- Enhances security and networking services via an ecosystem of third-party vendors

How Do I Use NSX?

It comes in two major options – one for vSphere environments and one for non-vSphere environments.



Industry Stats

- NSX is currently the leading network virtualization platform¹
- NSX has achieved an annualized run rate exceeding \$1 billion²

¹<https://www.techrepublic.com/article/vmware-nsx-the-smart-persons-guide/>

²https://www.theregister.co.uk/2017/01/27/vmware_fy_2016_results/

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

Enablement Programs	Sales Tips
<ul style="list-style-type: none">• 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.	<ul style="list-style-type: none">• VMware Sales Readiness Briefcase: NSX 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.• vmLIVE Schedule Attend VMware webcasts that cover a wide range of go-to-market topics that drive VMware's priorities and help customers understand the programs, tools and resources available to them. You can find the schedule under the Partner University tab in VMware Partner Central.• Licensing Guide https://www.vmware.com/content/dam/digitalmarketing/vmware/en/pdf/products/nsx/vmware-nsx-compare-editions.pdf
Certifications & Competencies	Tools & Services
<ul style="list-style-type: none">• VMware Authorized Training Center (VATC) Tech Data is an authorized VATC and can deliver customer and end-user trainings.• VMware Solution Competency: Network Virtualization Learn how Network Virtualization can help customers create workflows, blueprints and catalogs, especially around third-party security integration products. You can find this training by logging into VMware Partner Central, clicking the Partner University Tab and selecting Network Virtualization 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.	<ul style="list-style-type: none">• 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 NSX Network Virtualization consulting 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