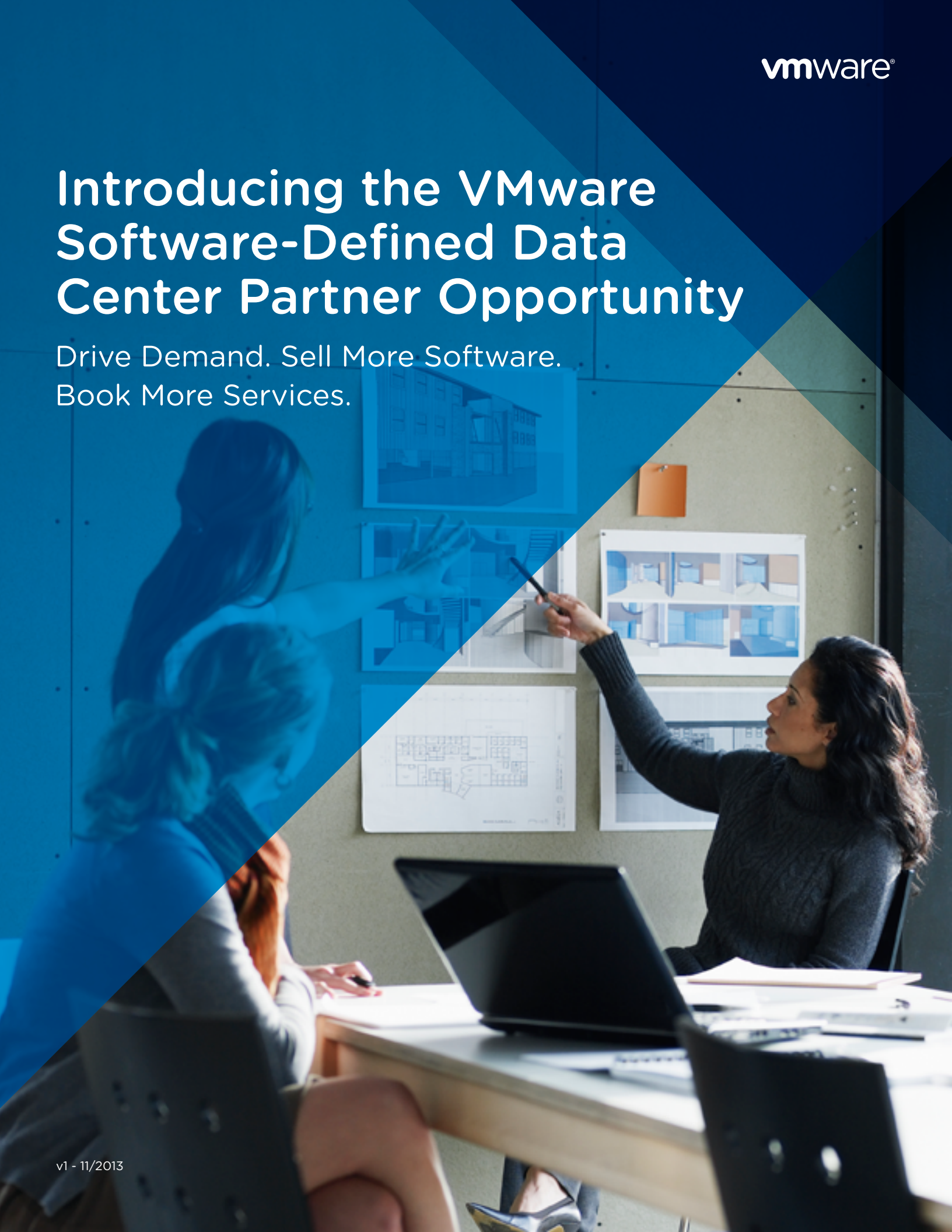
vmware

Introducing the VMware Software-Defined Data Center Partner Opportunity

Drive Demand. Sell More Software. Book More Services.



v1 - 11/2013

About this Marketing Handbook

This Marketing Handbook for SDDC brings together the enablement, marketing, and sales tools available for you to drive pipeline, opportunities, and revenue for the software defined data center. It is divided into four sections:

- **Learn:** Master VMware's SDDC solutions
- **Market:** Drive demand for SDDC solutions
- **Sell:** Leverage sales tools, call scripts, and more to convert demand into sales
- **Prescriptive Play:** Need a plan? Follow VMware's prescriptive plays for success

It's everything you need to drive demand and opportunities for SDDC. So why not get started?

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Get Your Share of a $28 Billion Market

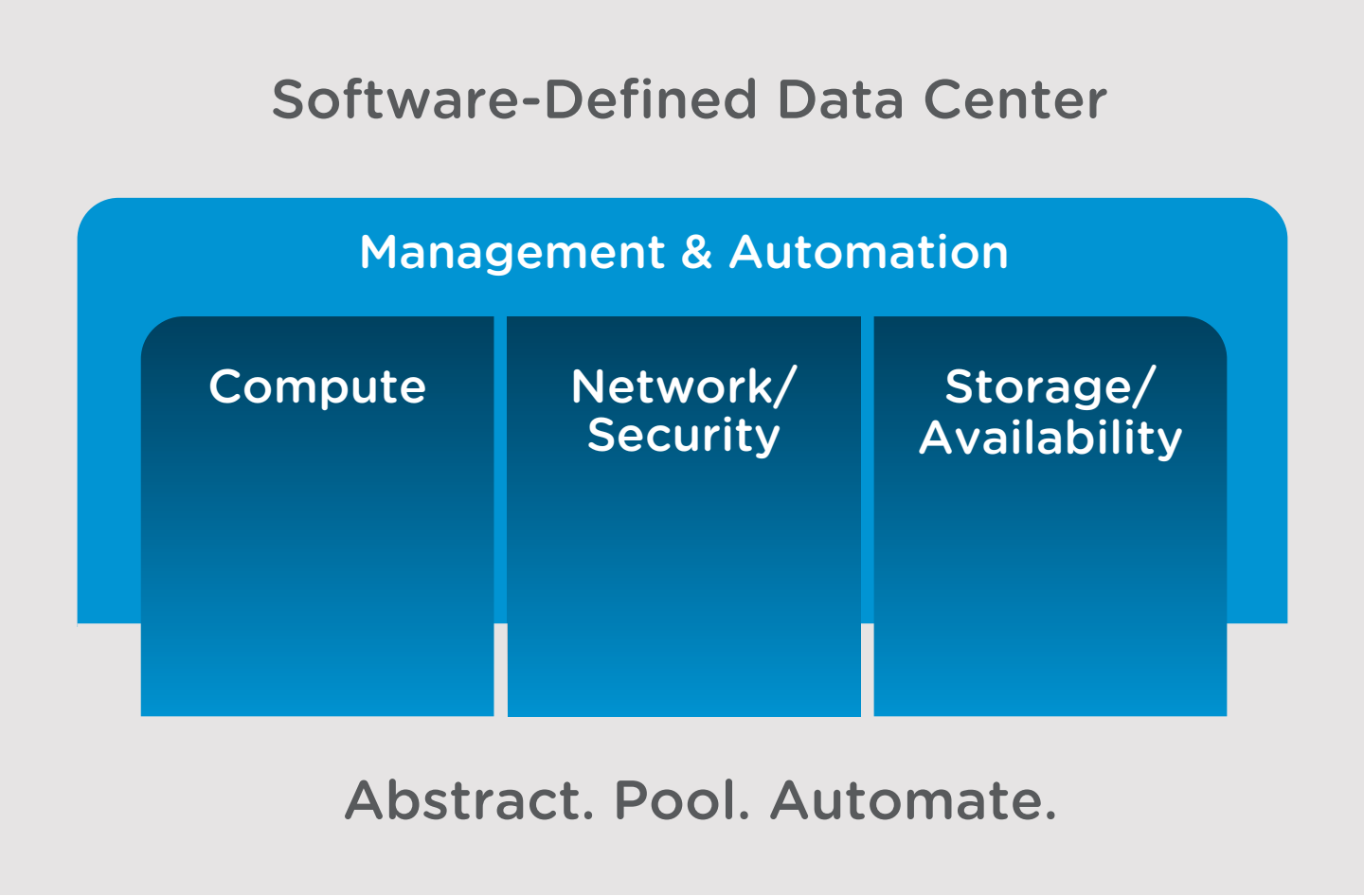
The Software Defined Data Center is the most exciting partner opportunity of the decade. And we've provided all the tools that will help you get your share.

The Market:

The evolving server virtualization to the Software-Defined Data Center (SDDC) represents a total addressable market of $28B in software for VMware. As a VMware Partner, you can profit from the SDDC by virtualizing entire data centers for your customers. This will allow you to drive deeper into customer accounts, offer incremental services and support, and build on your relationship as a trusted advisor.

The Technology:

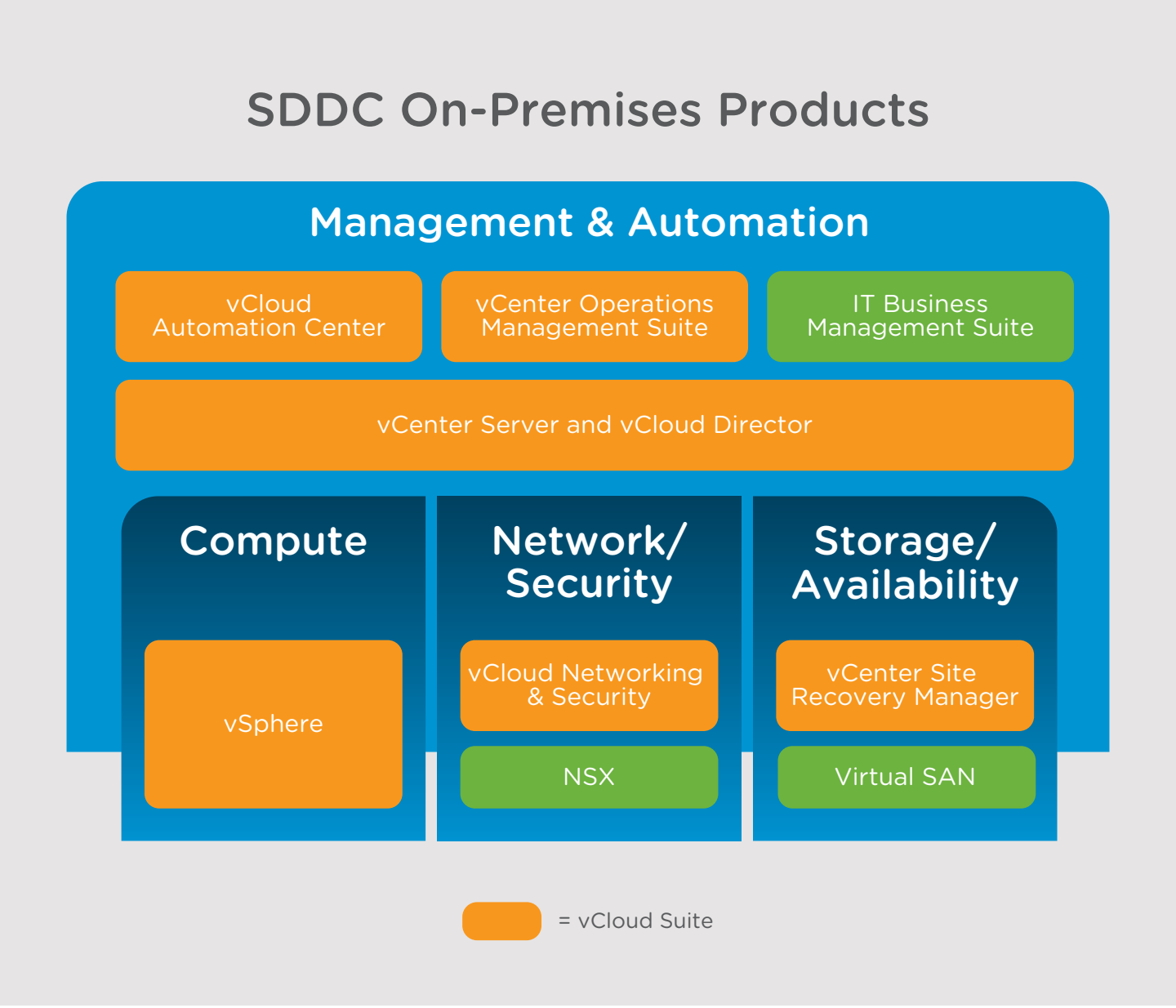
The Software-Defined Data Center is the ideal architecture for building and operating a private or public cloud. It virtualizes all data center domains, including compute, storage/availability and network/security. And it delivers management that is automated by software. SDDC enables delivery of IT-as-a-Service (ITaaS) while achieving transformational levels of efficiency, agility, control, and choice for businesses.



The Sales Roadmap:

Each customer's path to the SDDC may be different. VMware has a number of solutions to help customers on their way to realize the vision of a Software-defined Data Center. Specifically:

- vSphere with Operations Manager and add ons
- vCloud Suite and add ons
- VDP Advanced
- Virtual San (coming soon – currently in public beta)
- NSX (partner sales motion coming soon)



Become an SDDC Expert – and Turn Knowledge into Profit

Want to expand your knowledge of SDDC solutions?

Check out these valuable educational resources:

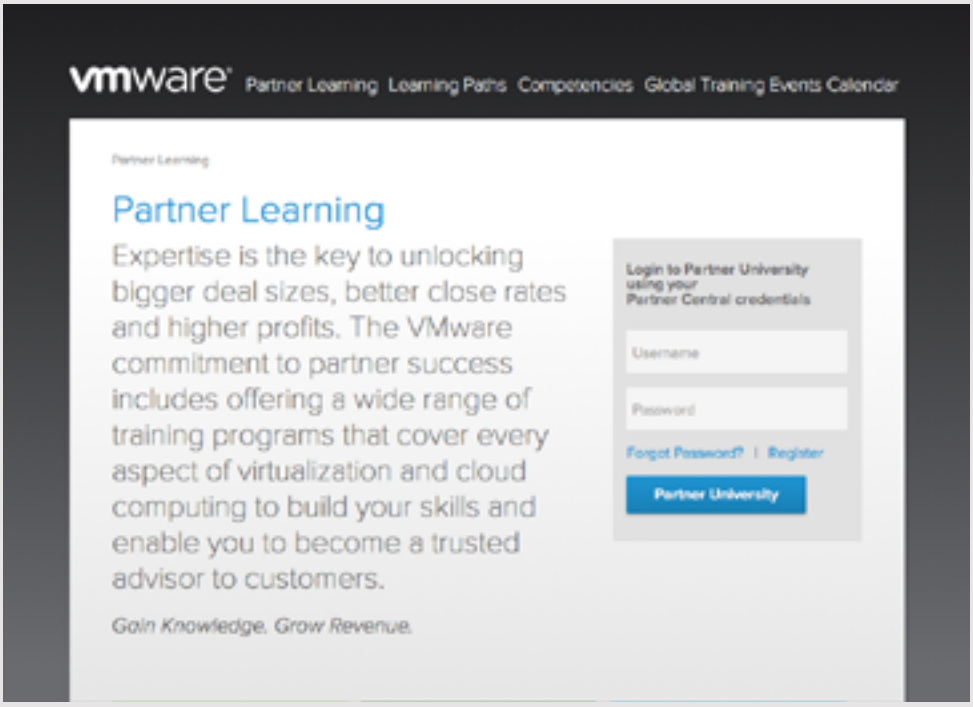
Learning Paths: VMware Sales Professional (VSP) accreditation is a free online sales training program providing baseline knowledge to enable successful selling of VMware products and solutions. VSP training for SDDC is available in the following themes:**

- VSP IV (Infrastructure Virtualization)
- VSP BC (Business Continuity)
- VSP Management
- VSP VBCA (Virtualizing Business Critical Applications)

**To access these learning paths visit Partner University here, click on the Partner Individual tab, and then Role Based Learning

Competencies: Interested in becoming fully proficient, and earning additional benefits? Earn the competency for infrastructure Virtualization, Cloud IaaS, Management, Business Continuity and others. Visit here.

For a comprehensive list of available training, including certification and competencies, click here to visit Partner University



Promote Your SDDC Business in All Types of Media

VMware provides a number of campaigns and tactics to drive demand for SDDC solutions. Each of the tools are outlined below, followed by a comprehensive description of the campaigns and tactics available within them. Choose the tactics that are right for you, or select one of our prescriptive plays in section 4 to start driving demand today.

Website-in-a-Box

On the Web: VMware Website in a Box

Want to set up an immediate web presence for your SDDC Program? Just open the box.

VMware's content syndication platform from SharedVue lets you showcase VMware products on your website – all with just a few lines of code.

You'll receive exclusive, high-quailty leads from prospects who access VMware's free vSOM evaluation software. That's powerful, because 37% of prospects who download evaluation or trail software eventually purchase.

* Deliverables from the People Like You campaign

** Deliverables from the Move from Tactical to Strategic campaign

Via Email: Partner-Ready Campaigns on VMware GRID

Our digital marketing campaigns are proven performers, ready to deliver leads and responders to your inbox.

Choose from campaigns for VMware solutions alone, or for alliance partnership programs in cooperation with leaders like HP, Dell, EMC, and others – including the campaigns listed below. *(Further details on all these campaigns are in the pages that follow.)*

- **vSOM Upgrade Promotion – Save 15% on Virtualization with Capacity Optimization:**
  Help your customers save 15% on virtualization with capacity optimization with this limited-time vSOM upgrade offer.

- **VMware People Like You Campaign for SMB & Commercial Targets:***
  Promote the latest VMware solutions, including vSphere with Operations Management, and generate leads from your customer and prospect lists.

- **VMware Transform the Possibilities campaign for Commercial and Enterprise Business:**
  Win new virtualization customers and also expand your VMware footprint with existing accounts. Target IT practitioners across commercial and enterprise organizations with 1000+ employees.

- **Move from Tactical to Strategic:****
  The CIO's journey to the software defined datacenter: This door-opener campaign will enable solution providers to raise awareness and drive demand with the CIO's.

- **VMware Support and Subscription Renewal Campaign:**
  Generate renewal requests from customers whose contracts are expiring within 90 days.

- **NetApp and VMware Test Drive:**
  Offer your customers and prospects a free 90-day trial of NetApp and VMware software.

- **HP and VMware – Keep it Simple:**
  Trust your virtualization and cloud strategy to the market leaders.

- **Cisco and VMware – Cisco UCS E-Series with VMware for Remote Office Branch Office:**
  The main goal of the campaign is to create a compelling educational environment so that customers can fully understand how the Cisco Unified Computing System™ E-Series (UCS E-Series) in combination with the VMware vSphere platform, as a sized, virtualized and power optimized x86 compute platform, can significantly reduce their remote office/branch office (ROBO) TCO while still providing end users the compute performance they require.

- **Trend Micro and VMware – VDI:**
  Trend Micro Deep Security with VMware vShield Endpoint and VMware View provide the advanced security needed to optimize virtual desktop performance.

Our campaign portfolio is updated regularly. To see the latest **click here**.

In Person: VMware Event in a Box

Nothing is more persuasive than a live presentation. And with VMware Event in a Box, you can host events on the most timely topics in IT.
(Further details on the available campaigns are in the pages that follow.)

- **People Like You Choose VMware: Prospect:** See how VMware is helping IT professionals like you make virtualization and cloud computing a reality for their businesses.
- **People Like You Choose VMware: Customer:** See how IT professionals like you are expanding VMware virtualization in their environment for even greater benefits.
- **HP and VMware:** For customers considering and/or deploying virtualization to get their environments ready for cloud—trust HP and VMware with this campaign.*
- **Cisco and VMware: Lean Branch Virtualization:** Local power meets centralized control: Real Branch IT.

* Part of the HP and VMware's Event in a Box assets

In this kit we'll provide everything you need, including:

- Invitations
- The engine for sending invitations, receiving and tracking RSVPs, and managing thank-you and no-show emails
- Presentation contest
- Speakers' notes
- Files for handouts, where applicable
- And more

For full details, click here.

Through Social Media: VMware Social Media Syndication

Today, you need a vibrant social media presence. And as our partner, you'll have the advantage of the VMware Social Media Syndication program.

We'll help you feed your Facebook, Twitter, and LinkedIn channels with fresh content on a wide range of topics, including:

- Cloud computing
- Virtualization
- BCA
- SMB
- Federal
- Healthcare
- EUC
- Security
- Hybrid Cloud

VMware GRID Campaigns

vSOM upgrade

Overview Description	vSOM Upgrade Promotion — Save 15% on virtualization with capacity optimization
Products Supported	vSphere with Operations Managements
Target Audience	Promotion is available to all commercial, academic and government end-user customers who meet promotion requirements and place an order containing an eligible SKU through a VMware authorized reselling partner. See the Internal "Sales and Partner" use document PDF in the Grid collateral library for more details.
Campaign Description	Help your customers save 15% on virtualization with capacity optimization with this limited-time vSOM upgrade offer. vSphere with Operations Management (vSOM) builds on vSphere. To your customers, it can be a logical, effective, efficient next step to optimize the investments they have already made. This vSOM Upgrade Promotion campaign allows you to increase deal size and profitability, and upsell existing customers. Increase your profitability up to 25% by combining all advantage plus up-front discounts on vSOM. Note that the 15% discount on vSOM is valid only through December 13, 2013. This Grid campaign will only be available through December 9, 2013.
Language	English
Launch Date	September 2013

People Like you for SMB and Commercial - Prospect

Overview Description	Generate leads and acquire net new SMB and commercial customers with a new managed virtualization solution from VMware, vSphere with Operations Management.
Products Supported	• For prospects with a small server environment, vSphere Essentials Plus. • For those with a midsized environment who also need management capabilities, vSphere with Operations Management. • For those with disaster recovery needs, vCenter Site Recovery Manager.
Target Audience	IT Decision maker (IT Manager and Director) in companies with 100 to 5,000 employees.
Campaign Description	Generate leads and acquire net new SMB and commercial customers with a new managed virtualization solution from VMware, vSphere with Operations Management.
Language	Česko, Nederlands, English, English - Great Britain, Français, Deutsch, Italiano, Polska, Português brasileiro, Русский, 简体中文, Español, Español - Latin, Svenska
Launch Date	February 2013

See partial campaign deliverables on page 6

VMware GRID Campaigns – *Continued*

People Like you for SMB and Commercial - Customer

Overview Description	Generate leads with VMware's SMB and commercial virtualization solutions targeted to upsell existing vSphere customers to a higher edition or cross sell adjacent products, such as desktop virtualization or disaster recovery.
Products Supported	• For upsell to existing vSphere customers, vSphere with Operations Management or vCloud Suite. • For cross-sell opportunities to existing customers, vCenter Site Recovery Manager, VMware View, VMware Mirage, and vSphere Data Protection Advanced.
Target Audience	IT Decision maker (IT Manager and Director) in companies with 100 to 5,000 employees.
Campaign Description	Generate leads with VMware's SMB and commercial virtualization solutions targeted to upsell existing vSphere customers to a higher edition or cross-sell adjacent products, such as desktop virtualization or disaster recovery.
Language	Česko, Nederlands, English, English - Great Britain, Français, Deutsch, Italiano, Polska, Português brasileiro, Русский, 简体中文, Español, Español - Latin, Svenska
Launch Date	February 2013

Transform the Possibilities

Overview Description	Win new virtualization customers and also expand your VMware footprint with existing accounts. Target IT practitioners across commercial and enterprise organizations with 1000+ employees
Products Supported	• Market-leading VMware vSphere® server virtualization • Powerful vCenter™ Operations Management™ Suite • Unique VMware vCenter™ Site Recovery Manager • Industry leading VMware View™ desktop virtualization • Proven VMware vFabric™ application development platform
Target Audience	This campaign is highly scalable. It's designed to help you target IT practitioners – the people who will use the technology directly – across commercial and enterprise organizations with 1000+ employees. Given that the audience is practitioner focused, the campaign messaging speaks to specific IT pain points and how VMware can help in those areas.
Campaign Description	This co-brandable campaign is designed to help you win new virtualization customers and also expand your VMware footprint with your existing accounts Reinforce and increase awareness: Virtualization is a critical, transformative technology for the enterprise, providing immediate benefits while laying a foundation to the cloud. From initial server virtualization and into areas like IT management, disaster recovery, desktop virtualization and application development – VMware is helping customers transform what they can do by simplifying and automating IT.
Language	Nederlands, English, Français, Deutsch, Italiano, 简体中文, Español
Launch Date	August 2012

VMware GRID Campaigns – *Continued*

Move from Tactical to Strategic: The CIO's Journey to the SDDC

Overview Description	This door-opener campaign will enable solution providers to raise awareness and drive demand with the CIO's.
Products Supported	• Datacenter: Virtualization, Security, Networking, Disaster Recovery • Cloud Computing: Transform IT • Storage: Maximize profits
Target Audience	The campaign is designed to help you target CIO's and CXO's - the people who are driving strategy and business process within their IT organization.
Campaign Description	This campaign has been designed specifically for VMware solution providers to target the CIO and offer their end-to-end solution which includes not only virtualization, but datacenter, cloud and storage solution. Customers want an end-to-end virtualization solution, and this campaign provides VMware solution partners with the ability to market their entire solution offering on: virtualization, datacenters, storage, cloud computing, security, and networking. Additionally, this campaign will help to reinforce and raise awareness at the executive level for consideration of the broader partner portfolio.
Language	English
Launch Date	September 2012

VMware Support and Subscription Renewal campaign

Overview Description	Generate renewal requests from customers whose contracts are expiring within 90 days.
Products Supported	All VMware products. Primary focus is on vSphere customers.
Target Audience	Line of business managers within existing customers whose VMware Software and Support contracts are expiring in 90-120 days.
Campaign Description	Educate line of business managers about the benefits their Support and Subscription contract offers and get them to renew their contract before expiration. A current Support and Subscription contract entitles customers to ongoing product upgrades, technical resources and technical support to keep their VMware environments up and running.
Language	Nederlands, English, Français, Deutsch, Italiano, 日本語, 한국어, Português brasileiro, 简体中文, Español, Español - Latin, Svenska
Launch Date	August 2012

VMware GRID Campaigns – *Continued*

NetApp and VMware Test Drive

Overview Description	Offer your customers and prospects a free 90-day trial of NetApp and VMware software.
Products Supported	• 90-day evaluation license of NetApp Data ONTAP® Edge • 60-day trial of VMware vSphere®, vCenter™ Site Recovery Manager, and vCenter Operations Management Suite
Target Audience	Ideal customers are small and midsize organizations with fewer than 1,000 IT users and 15–100 servers. These organizations should either be new to virtualization or have some virtualized systems.
Campaign Description	The industry-leading VMware® virtualization platform combined with NetApp's #1 storage OS can help customers balance IT supply (resources and skills) with organizational demands—without breaking their IT budget. NetApp and VMware enable IT to: • Save with the most efficient virtualization solution on the market today • Simplify with tightly integrated tool sets that consolidate and automate infrastructure • Protect applications with streamlined, cost-effective backup and disaster recovery • Grow smart with a unified architecture that enables nondisruptive upgrades and simple add-on enhancements
Language	English
Launch Date	July 2013

HP and VMware Keep it Simple

Overview Description	Trust your virtualization and cloud strategy by Keeping It Simple with HP and VMware.
Products Supported	HP Scalable Rack HA Smart Bundle including VMware vSphere, vSOM, Application Optimization
Target Audience	• 500 - 5000 employees and higher (high-end SMB to commercial) • HP Install base: x86 installed base, channel customers End User: • Mid-market to commercial companies • Companies that are on the virtualization path to cloud • Managers / Directors Go to Market: • HP x86 install base • HP Virtualization partners • VMware solution providers
Campaign Description	• Enable partners with a multi-touch, turn-key campaign to target and nurture prospects and existing customer • Drive education and provide air cover as well as demand generation to partners
Language	繁體中文, English, Français, Deutsch, Português brasileiro, 简体中文, Español - Latin
Launch Date	September 2013

VMware GRID Campaigns – *Continued*

Cisco with VMware: Empowered IT Branch

Overview Description	Help customers reduce their remote office/branch office TCO while providing end users the compute performance they require.
Products Supported	• Cisco UCS E-Series Server modules • Cisco Integrated Services Routers Generation 2 (ISR G2) • VMware vSphere Essentials Plus for ROBO
Target Audience	Networking and Server Decision Makers (Commercial and Enterprise Segments) • CIO/CTO • IT managers and engineers responsible for server, network or branch office infrastructure • IT managers and engineers in charge of branch IT operations • Data Centre Architects responsible for a cohesive data center architecture • Decision Makers responsible for implementing and executing a virtualization strategy • Key Networking and Storage decision makers who are considering an integrated systems approach
Campaign Description	The main goal of the campaign is to create a compelling educational environment so that customers can fully understand how the Cisco Unified Computing System™ E-Series (UCS E-Series) in combination with the VMware vSphere platform, as a sized, virtualized and power optimized x86 compute platform, can significantly reduce their remote office/branch office (ROBO) TCO while still providing end users the compute performance they require.
Language	English
Launch Date	2/1/2013

Trend Micro and VMware: Enhanced Management and Security

Overview Description	Help your customers make their IT environments secure, resilient, and easy to manage.
Products Supported	• VMware vSphere with Operations Management • Trend Micro Deep Security
Target Audience	• Medium sized businesses with 500-5000 employees who are already virtualized with vSphere • High-end SMB to commercial with no operations management
Campaign Description	With growing adoption of virtualization, many medium-sized businesses lack the IT skills or staff to run their environments as efficiently, responsively or securely as they'd like. VMware and Trend Micro offer ease of management, better security with less risk, and more uptime through fewer outages.
Language	English
Launch Date	8/1/2013

VMware Event in a Box Campaigns

People Like You Choose VMware: Prospect

Overview Description	See how VMware is helping IT professionals like you make virtualization and cloud computing a reality for their businesses.
Products Supported	vSphere with Operations Manager
Target Audience	Net new prospects in small and mid-size businesses
Campaign Description	Learn how VMware's new all-in-one managed virtualization solution, vSphere with Operations Management, can make it easy for IT professionals like you to virtualize in order to save time and money while increasing business continuity and automation.
Language	English
Launch Date	4/11/2013

People Like You Choose VMware: Customer

Overview Description	See how IT professionals like you are expanding VMware virtualization in their environment for even greater benefits.
Products Supported	VMware products that support the journey to the Software Defined Data Center
Target Audience	Unknown
Campaign Description	Learn how VMware solutions in the areas of business continuity and disaster recovery, IT management, and end-user computing can extend the benefits you are already experiencing with vSphere to other areas to meet business goals.
Language	English
Launch Date	4/11/2013

VMware Event in a Box Campaigns - *Continued*

HP with VMware

Overview Description	For customers considering and/or deploying virtualization to get their environments ready for cloud—trust HP and VMware with this campaign.
Products Supported	HP Scalable Rack HA Smart Bundle including VMware vSphere, vSOM, Application Optimization
Target Audience	IT Managers and Directors in end-user customer accounts: • Mid-market to commercial companies with 500–5000 employees and higher • Companies on the virtualization path to cloud Go-to-market actions: • A callout program to your HP friendly customer install base • Targeted advertising campaign to generate new leads • Targeted events for your customers interested in taking the next step in virtualization
Campaign Description	Increase awareness, create preference and sell virtualization solutions – Virtualization is a critical, transformative technology for mid-market companies, providing immediate benefits while laying a foundation to the cloud. From initial server virtualization and into areas such as IT management, disaster recovery, desktop management and application development, HP and VMware are helping customers transform their businesses by simplifying and automating IT. This campaign is designed with three touch points: • Become the trusted advisor on your customer's virtualization journey • Help your customers take the next step with HP Smart Bundles plus VMware vSphere with Operations Management • Build on VMware vSphere with Operations Management by helping customers virtualize tier applications, such as Oracle
Language	English
Launch Date	6/11/2013

Cisco and VMware: Lean Branch Virtualization

Overview Description	Local power meets centralized control: Real Branch IT.
Products Supported	vSphere
Target Audience	Organizations with remote and/or branch offices
Campaign Description	Learn how VMware's new all-in-one managed virtualization solution, vSphere with Operations Management, can make it easy for IT professionals like you to virtualize in order to save time and money while increasing business continuity and automation.
Language	English
Launch Date	2/1/2013

Seize the SDDC Opportunity

Sales tools to help you brush up on VMware SDDC solutions and convert interest into opportunities and revenue.

VMware Sales Bytes

Through VMware Sales Bytes, you'll get the tools and tactics you need to turn opportunity into revenue.

Whether working with customers new to virtualization or helping existing customers expand their virtualization environments, Sales Bytes provide the relevant content to help you increase profitability and streamline sales of VMware solutions.

Each Sale Byte includes materials designed to quickly increase your virtualization expertise, including presentations, a prospecting guide, a value prompter, and customer-ready emails.

Sales Bytes for new virtualization customers:

- **Server Consolidation**: Leverage this Sales Byte to demonstrate the value of vSphere for a server consolidation project. Show new customers how they can reduce capital and operational costs while ensuring high availability of IT services. Visit **here**.
- **Improve BCDR for New Customers**: Introduce customers to virtualization and the value of vSphere with Operations Management. Demonstrate how they can reduce costs, increase IT efficiency, and improve business continuity and disaster recovery (BCDR). Visit **here**.

Sales Bytes for upselling existing customers:

- **Improve BCDR for Existing Customers**: Illustrate the improved business continuity capabilities of higher vSphere editions, plus the automated disaster recovery features of Site Recovery Manager (SRM). Visit **here**.
- **vSphere with Operations Management and Advanced Virtualization**: Introduce existing vSphere customers to the value of operational insight and capacity optimization with vSphere with Operations Management or higher vSphere editions. Visit **here**.

Velocity to Millions Prospecting Week

Through the Velocity to Millions (V2M) Prospecting Week, you can accelerate your pipeline and win prizes by targeting net-new clients or customer upgrades.

Take part in an upcoming V2M Week campaign, scheduled throughout the year. Or, leverage the assets from previous campaigns – including those focused on vSphere with Operations Manager, VDP Advanced, and more. Visit **here**.

Competitive Battlecards

Up against the competition? Download a pack of Competitive Positioning Battlecards and use our powerful advantages to go for the win. Visit **here**.

Hands on Labs

Take the VMware products for a test drive with VMware Hands On Labs. Visit **here**.

Your Program. Your Choice.

Through the VMware SDDC partner opportunity, you can mix and match any of the elements to suit your goals and market. If you have a marketing plan in place already, build some of the programs introduced into that plan. If you don't, or are looking for ideas, here are some recommended plays to get you driving demand, leads, and ultimately revenue.

Play: Net New Customer Acquisition – SMB and Commercial Accounts

When to use it: When you're looking to acquire net new customers in the SMB or commercial account space.

	Awareness/Education	Demand Generation	Close
STEP 1	Website in a Box		
	VMware content on your website to ensure your VMware practice is showcased. Promote VMware products and solutions, and collect leads from prospects downloading gated content such as product evaluations. Use Website in a Box as an always on awareness, and demand generation tool.		
STEP 2	VMware Social Media Syndication		
	Share valuable content around VMware products, use cases, and industry best practices with your customers and prospects using your existing social tools such as Twitter, LinkedIn and Facebook. Use Social media syndication in a continuous stream to maintain the conversation with your prospects and customers.		
STEP 3		People Like You Co-brandable GRID Campaign - Prospect Edition	
		Run the People like you co-brandalbe GRID campaign to your vSphere install base to drive warm leads. Follow up on those leads directly, or nurture them by inviting them to an inperson event. Be sure to use the social mechanism within the campaign to promote this campaign to your Twitter and Facebook followers.	
STEP 4		People Like You Event in a Box - Prospect Edition	
		Invite responders to the People Like you GRID campaign to your in-person event. You may choose to invite just the responders (those that took action), everyone who opened the email, or potentially even your entire list. Consider including other lists as well such as prospects with stalled opportunities, or hand selected prospects from your sales teams. Be sure to invite leads from your Website - especially those who downloaded evaluation software.	
STEP 5			Review and Follow Up
			Be sure to download the VMware Promo App to stay current on latest promotions available to help you win the deal. Click Here.

Play: Customer Cross Sell and Upsell – SMB and Commercial Accounts

When to use it: Have a healthy base of vSphere client? Consider this play.

	Awareness/Education	Demand Generation	Close
STEP 1	Website in a Box (Optional)*		
	Syndicate VMware content on your website to ensure your VMware practice is showcased. Promote VMware products and solutions, and collect leads from prospects downloading gated content such as product evaluations. Use Website in a Box as an always on awareness, and demand generation tool.		
STEP 2	VMware Social Media Syndication		
	Share valuable content around VMware products, use cases, and industry best practices with your customers and prospects using your existing social tools such as Twitter, LinkedIn and Facebook. Use Social media syndication in a continuous stream to maintain the conversation with your customers.		
STEP 3		People Like You Co-brandable GRID Campaign - Customer Edition	
		Run the People like you co-brandalbe GRID campaign to your vSphere install base to drive warm leads. Follow up on those leads directly, or nurture them by inviting them to an inperson event. Be sure to use the social mechanism within the campaign to promote this campaign to your Twitter and Facebook followers.	
STEP 4		People Like You Event in a Box - Customer Edition	
		Invite responders to the People Like you GRID campaign to your in-person event. You may choose to invite just the responders (those that took action), everyone who opened the email, or potentially even your entire list.	
STEP 5			Review and Follow Up
			Be sure to download the VMware Promo App to stay current on latest promotions available to help you win the deal. Click Here.

* Note these activites aren't as critical with your install base as they may be with prospects, but can always be considered best practice.

Other Play Ideas

Looking to close business quickly in Q4? The vSOM updated GRID campaign promotes 15% savings if customers purchase between now and the end of the year. Target your vSphere base, and follow up with responders quickly using the promotion to help close the sale. If you also partner with vendors such as Cisco, HP, NetApp or others, consider substituting a VMware plus Alliance GRID campaign in one of the plays above. See the Market section for a full list of available campaigns.

Let’s get started

Don’t let a $28 billion opportunity pass you by. To get started with the VMware SDDC Partner Opportunity, visit Partner Central or Contact your Partner Marketing Manager.

For more information or to confirm that you have the latest version of this guide please visit http://SDDC.VMware-ebook.com to view in a digital formatted version

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