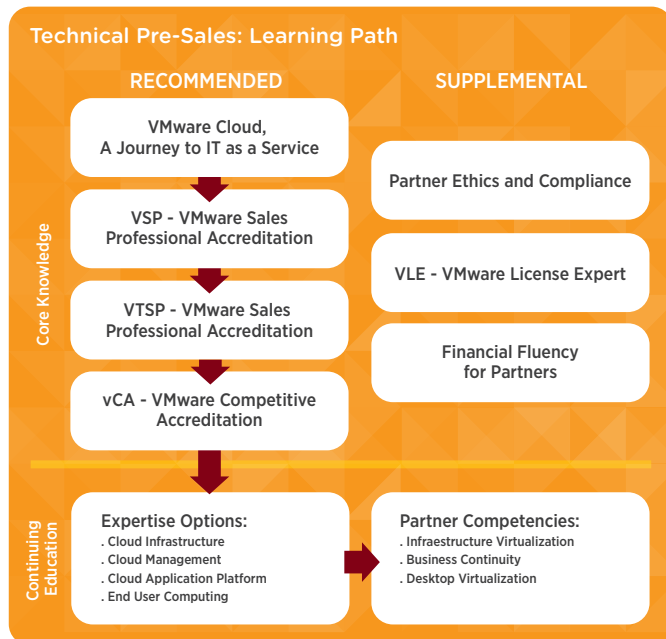


# VMware Technical Sales Professional (VTSP)

## The Power of Knowledge



## Program Structure

VTSP Self-Paced Module	Approx. Time	VTSP 5	Delta VTSP 4 to VTSP 5
VMware vSphere: Architecture [5.0]	50 min	✓	
VMware vSphere: Installation [5.0]	65 min	✓	
VMware vSphere: vNetwork [5.0]	70 min	✓	
VMware vSphere: vStorage [5.0]	100 min	✓	
VMware vCenter Server Management [5.0]	105 min	✓	
VMware vSphere: Virtual Machine Management [5.0]	85 min	✓	
What's New in VMware vSphere 5	240 min		✓
<b>TOTAL approximate time investment</b>		<b>8 hours</b>	<b>4 hours</b>

## VMware Technical Sales Professional (VTSP) 5

VTSP 5 is a free online training program designed to provide Partners with fundamental technical knowledge about VMware vSphere 5, the most recent update of VMware's flagship product, launched in Q3 2011. The goal is to help Partner pre-sales professionals develop the capabilities and gain the confidence to successfully guide customers through product evaluation, selection and installation based on their business requirements and/or existing IT environment.

Upon attaining a VTSP accreditation, you will be able to:

- Identify where and how specific products fit into an overall customer solution
- Discuss and demonstrate the strengths and benefits of key technical features
- Guide customers through product evaluation and selection
- Apply knowledge to answer technical questions related to VMware products and solutions

## To obtain your VTSP for vSphere 5, you have 2 options:

### • I am currently accredited in VTSP 4\*

Complete the course module listed under Delta VTSP 4 to VTSP 5 - **4 Hours**

### • I am new to VTSP

Complete the course modules listed under VTSP 5 - **7 Hours**

\*VMware requires all partners that have obtained their VTSP 4 via upgrade from VTSP 3 to complete the full course requirement for VTSP 5 in order to stay up to date with all of the technical training that VTSP offers to ensure your success as a VMware Partner.

## Getting Started

Visit VMware Partner University for more information on how you can become a VTSP.

<http://www.vmware.com/go/partneruniversity>

If you encounter difficulties or challenges while completing this program, please review the online FAQs, or email [PartnerUniversity@vmware.com](mailto:PartnerUniversity@vmware.com).

\*There are no fees to take these online courses.

