

3 Yes's to an Assessment

Instructions:

If any of your existing customers or a new potential prospect answers 'yes' to any two (2) of the following questions related to a specific VMware solution assessment below, congratulations! You have a brand new VMware lead on your hands! To help you maximize the chance of successfully selling a new product or solution, we strongly recommend that contact Carahsoft's team of certified VMware Channel pre-sales technical specialists by calling 1-888-6VMWARE, completing the online form found here: www.carahsoft.com/vendors/vmware/ask-experts-form, or by sending an email to VMwareDemos@Carahsoft.com.

vSphere Optimization Assessment

Who is the ideal vSphere Optimization Assessment (VOA) candidate?

- Customers with at least 3 vSphere (ESXi) hosts that running a total of 50 or more Virtual Machines

Questions to ask a customer to determine if they should run an assessment:

- Are you looking for a tool to help comprehensively monitor the health of your datacenter's virtual infrastructure? *If no, what tool(s) / solution(s) do you currently use and how satisfied are you?*
- Would you like to be able to set or monitor health alerts, predict when your storage array is approaching capacity, or provide detailed reporting in to how your virtual environment is consuming compute and storage resources?
- Are you required to scan your datacenter's virtual infrastructure to monitor for any specific compliance standards? If so, which industry or government standards?

Virtual Network Assessment

Who is the ideal customer for Virtual Network Assessment?

- Customers interested in learning about their datacenter traffic patterns, as well as how Micro-segmentation can increase their environments security posture.

Customer Environment Requirements:

- Must be leveraging the Virtual Distributed Switch (vDS)

Questions to ask a customer to determine if they should run an assessment:

- Are you familiar with VMware's Network and Security Solution, VMware NSX?
- Are you looking for a tool to help you monitor and control the flow of Virtual Machine-to-Virtual Machine data, otherwise known as "East to West" network traffic?
- Do you need help planning or preparing your firewall rules to implement a micro-segmentation security framework for your virtual infrastructure?
- Are you looking for a tool to help provide you with visibility into your network from both the physical underlay as well as the virtual overlay?

End User Computing – Test Drive

Who is the ideal customer for an End User Computing Test Drive (EUC-TD)?

- Customers interested in deploying a Virtual Desktop solution, or who are looking for ways to manage ALL of their mobile devices / end points

Questions to ask a customer to determine if they should run an assessment:

- Are you interested in delivering virtual desktops to your organization's end users? Do those desktops require dedicated graphics?
- Is your team responsible for managing data on end user owned mobile devices?
- Does your organization allow its employees to access their work email and / or other apps that may contain sensitive information from their personal mobile device?
- Is your organization looking to implement a single-sign-on solution for all mobile devices that would apply to any and all work related data and apps?

vSAN Assessment

Who is the ideal customer for a vSAN Assessment?

- Any vSphere customer who is preparing for a hardware refresh or adding hardware to a new or existing datacenter project / cloud environment

Questions to ask a customer to determine if they should run an assessment:

- Are you currently planning for any server or storage hardware refresh?
- Do you have any new initiatives or programs that are being planned that might require new server or storage hardware?
- Are you evaluating or planning to move towards a Hyper Converged Infrastructure (HCI) solution for any new or existing programs or initiatives?
- Are you familiar with VMware's hyper-converged software solution, vSAN?
- Are you interested in learning more about a comprehensive hyper-converged datacenter solution that offers both cutting edge storage virtualization software and robust hardware management tools?