

VMware Deal Registration User Guide

Agenda

1. How to Access the Broadcom Partner Portal & Deal Registration Platform
2. Submitting a Net New Deal Registration
3. Managing Deal Registrations
4. Resources and Support

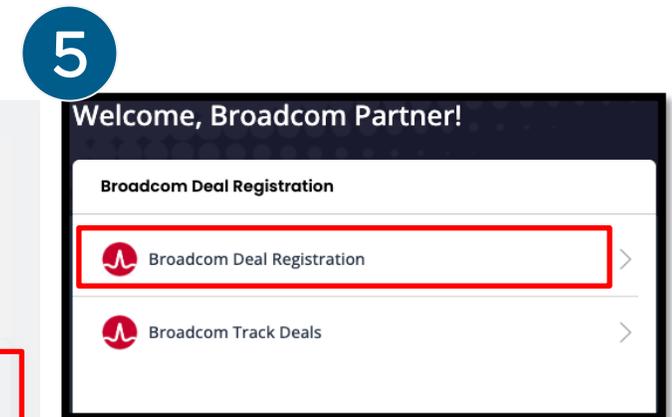
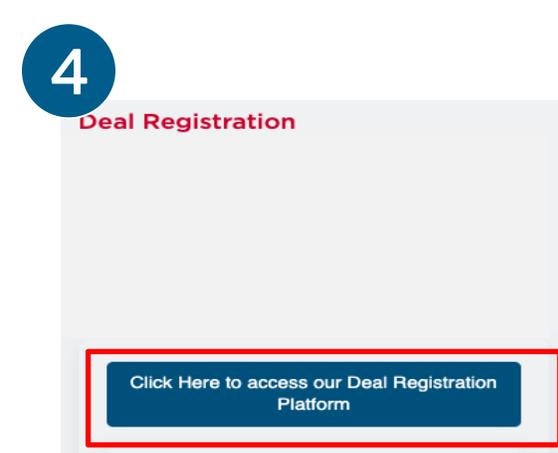
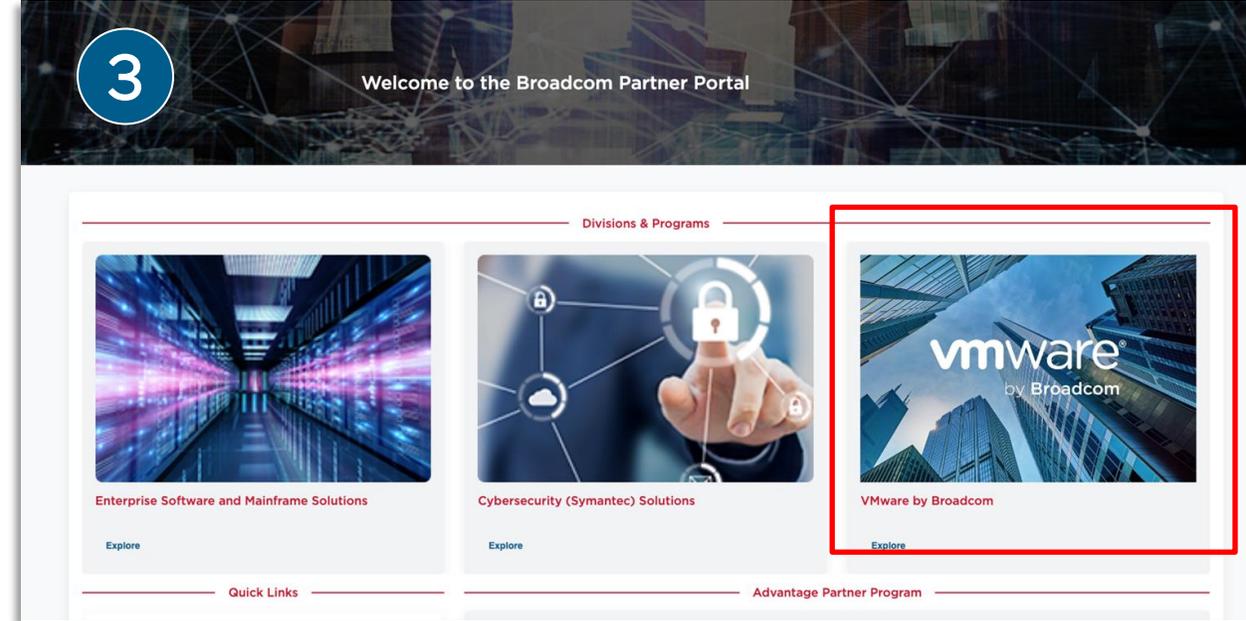
How to Access the Broadcom Partner Portal & Deal Registration Platform

How to Access the Broadcom Partner Portal & Deal Registration Platform

Step by Step – Accessing the Portal and Platform

- 1 Complete **OKTA SSO User Registration** Process (IMPORTANT: complete steps 6-10!)
- 2 Navigate to **Partner portal** using the URL <https://partnerportal.Broadcom.com/>
- 3 Select “Explore” in the **VMware by Broadcom** Division & Programs
- 4 Navigate to the **Deal Registration** section and click to enter the **Deal Registration Platform**
- 5 Select “**Broadcom Deal Registration**” in the deal registration platform

To request additional access, please reach out to partner.helpdesk@broadcom.com



Key Access Questions and Answers

Deal Registration Access

Q. How can I get access to the Broadcom Partner Portal?

A. Complete the [OKTA SSO User Registration Process](#) (IMPORTANT: complete steps 6-10!)

Q. When I click on “Access the Deal Registration Platform” I receive an error “App Access Locked”. What should I do next?

A. This error is indicating that the OKTA registration process wasn’t completed successfully. Be sure to follow the OKTA registration steps properly and ensure you upgrade to a partner profile (steps 6-10).

Q. I can access the Deal Registration Platform but I don’t see the “Broadcom Deal Registration” link or I can’t proceed past the first registration submission screen. What should I do next?

A. When logging in to the Deal Registration Platform for the first time, you may be prompted to select the correct company to align your access to. If you selected the wrong company, you may experience access issues. Please reach out to your Partner Account Director and submit a request to partner.helpdesk@Broadcom.com with your company name, Partner ID, name, and email address.

Q. When accessing the deal registration platform for the first time, I’m prompted to choose a company name to align my user access to. I don’t see any choices listed or my company name isn’t listed. What should I do next?

A. Please reach out to your [Partner Account Director](#) and submit a request to partner.helpdesk@Broadcom.com with your company name, Partner ID, name, and email address.

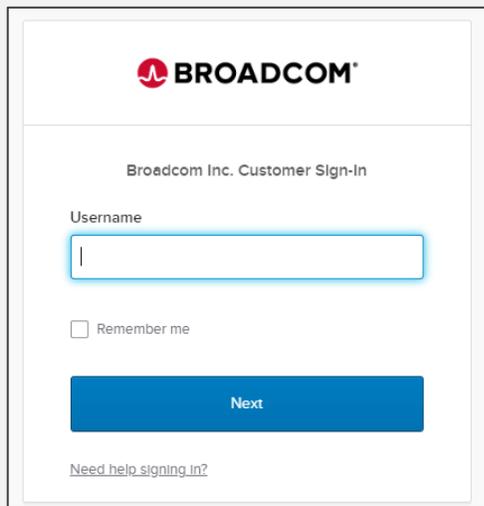
How to Log in to the Broadcom Partner Portal & Deal Registration Platform

Step by Step

Step 1

Login into the Broadcom Partner Portal

<https://partnerportal.Broadcom.com/>



The screenshot shows the Broadcom Customer Sign-In page. At the top is the Broadcom logo. Below it, the text reads "Broadcom Inc. Customer Sign-In". There is a "Username" label followed by a text input field. Below the input field is a checkbox labeled "Remember me". A blue "Next" button is positioned below the checkbox. At the bottom left, there is a link that says "Need help signing in?".

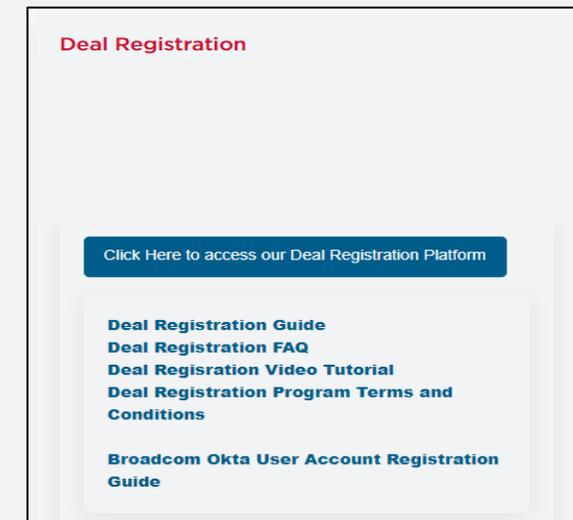
Step 2

Click on the Explore link under the VMware by Broadcom tile.



Step 3

Click on the Deal Registration Platform link under the Deal Registration tile.



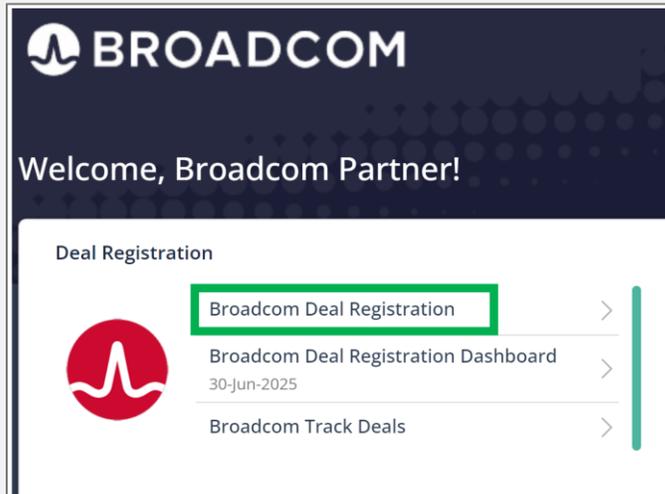
Submitting a Net New Deal Registration



Submitting a Net New Deal Registration

Step 1

Click on **Broadcom Deal Registration** in the Deal Registration tile.



Step 2

Customer Company:

Use the **intelligent dropdown** to search for your End Customer by **Company Name** or **ERP ID**. If the customer isn't populating enter the details **manually**.

Product Origin:

Select **VMware**

Is this a Public Sector Deal?:

Select **Yes** or **No**

Note: There is no longer a New or Incumbency question, all deal registrations are submitted as net new.

Click Submit

The screenshot shows the "End Customer Information" form. It has several fields: "Load Previous End Customer Company" (a dropdown menu with "Test1234567" selected and a "Clear" button), "End Customer Name" (text input with "Test1234567"), "Address Line 1" (text input with "abc road"), "Address Line 2" (text input with "Testadd"), "City" (text input with "SAINT LOUIS"), "State/Province" (text input with "MO"), and "Country" (text input with "United States"). Below these is a "Select Product Origin" dropdown menu with "VMware" selected, and an "Is this a Public Sector Deal?" dropdown menu with "No" selected. A "Submit" button is at the bottom left.

Submitting a Net New Deal Registration

Step by Step

Step 3

Enter the Deal Value - must be minimum of \$10k MSRP USD.

Register Deal

Deal Value	30,000.00	USD
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End Customer Information

Load Previous End Customer Company	Type to search
End Customer Company Name	Test1234567
Address Line 1	abc road
Address Line 2	Testadd
City	SAINT LOUIS
State/Province	MO
Country	United States

Step 4

Populate Net New Deal Registration form (required fields denoted with*)

End Customer Contact Information:

Provide the end customer contact name, email, and title.

Partner Information:

Confirm if you are the primary sales contact on the deal. If the Response is "No", input the correct contact email address.

Note: all notifications will be sent to the individual submitting the deal even if the primary sales contact email is changed.

VMware New Consolidated Deal Registration

Required fields are denoted with *

End Customer Contact Information

End Customer Contact Name *	Test User
End Customer Contact Email *	Test@test.com
End Customer Contact Title	Account Manager

Partner Information

Are you the primary sales contact? *	Yes
Primary Sales Contact Email *	test@partner.com

Submitting a Net New Deal Registration

Step by Step

Step 4 Continued

Continue to Populate the Net New Deal Registration form (required fields denoted with*)

Deal Type:

Dropdown selection with values of New Customer, New Product, Migration, Expansion, and Renewal (Public Sector only)

Contract Number:

Provide the VMware contract number for Migration, Expansion, or Renewal deals (Public Sector only)

Reseller Value Determination Questions:

- Existing Contracts/ELAs with the End Customer
- VMware Certifications/Competencies
- Service Capabilities (Multi-Select)
- Number of Certified Resources
- Business Justifications and Customer Use Cases

Product Family: Eligible subproduct family list can be found on the Broadcom Partner Portal via the Channel Price List

Distributor: Choose your preferred Distributor for the deal

Click Continue

Registration Details

Deal Type *	Expansion
Contract Number (VMware) ?	12345678
Any Co-Term Contracts?	No
If Yes, please list co-term contracts	N/A
If you have any existing contracts/ELAs with the End Customer, please list *	ELA - 12345678
Please provide all achieved VMware Certifications/Competencies *	Solution Competency 1, Solution Competency 2, Master Services Competency 1, Master Services Competency 2
Select all service capabilities that your company has *	Deployment
Number of certified resources in country with applicable language capabilities *	4
Expected Close Date *	01 Nov 2024
Customer Budget (if known)	30,000
Product Family *	VCF
Total License Quantity	500
Term Length *	1Y
Distributor *	
Describe business justifications/customer use cases that will assist the approver, including timeline *	Business justification, customer use cases, and timeline.

[Continue](#)

Submitting a Net New Deal Registration

Step by Step

Step 5

Before submitting the Deal Registration, this summary page provides a final opportunity to review the submitted data for accuracy.

For additional information on the offer, please consult the program [Terms & Conditions](#).

If everything appears accurate, you may proceed by selecting the **'Submit Deal Registration'** button.

Deal Registration Request

Currency:	USD
Expiration Date:	

Deal Value	Offer	Discounted Price (per unit)
\$30,000.00	Please refer to program Terms & Conditions	\$30,000.00

[Submit Deal Registration](#)

End Customer Information

Load Previous End Customer Company [Clear](#)

End Customer Name: Test1234567

Address Line 1: abc road

Address Line 2: Testadd

City: SAINT LOUIS

State/Province: MO

Country: United States

Submitting a Net New Deal Registration

Step by Step

Step 6

This page is your confirmation that the Deal Registration has been successfully submitted.

Similar to the previous page you will be able to see a summary of the Deal Registration as well as:

- Deal Request Number
- Expiration Date (blank until deal is approved)
- Status

The 'Deal Request Number' is the reference associated with the submission.

You will be able to search by this number to get an update on the status via the Broadcom Track Deals tool.

Deal Registration Request Confirmation

Deal Request Number:	1H1DYLLPSB
Currency:	USD
Expiration Date:	
Status:	Pending Approval

Deal Value	Offer	Discounted Price (per unit)
\$30,000.00	Please refer to program Terms & Conditions	\$30,000.00

[Print](#)

End Customer Information

Load Previous End Customer Company	<input type="text" value="Type to search"/>	Clear
End Customer Name	Test1234567	
Address Line 1	abc road	
Address Line 2	Testadd	
City	SAINT LOUIS	
State/Province	MO	
Country	United States	

Managing Deal Registrations

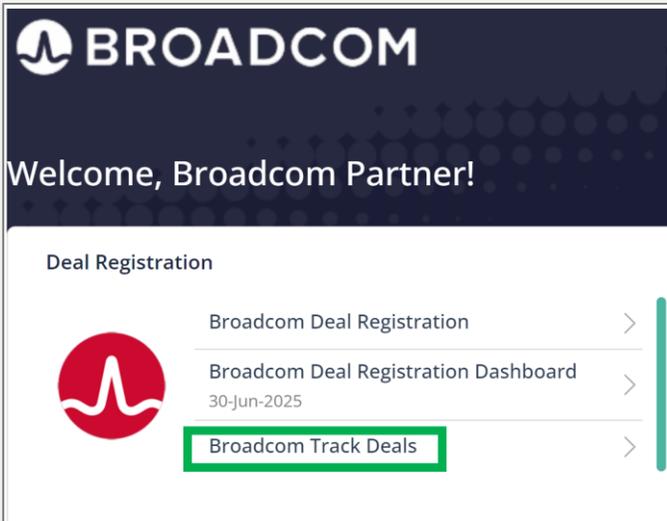


Managing Deal Registrations

Step by Step

Step 1

Click on **Broadcom Track Deals** in the Deal Registration tile.

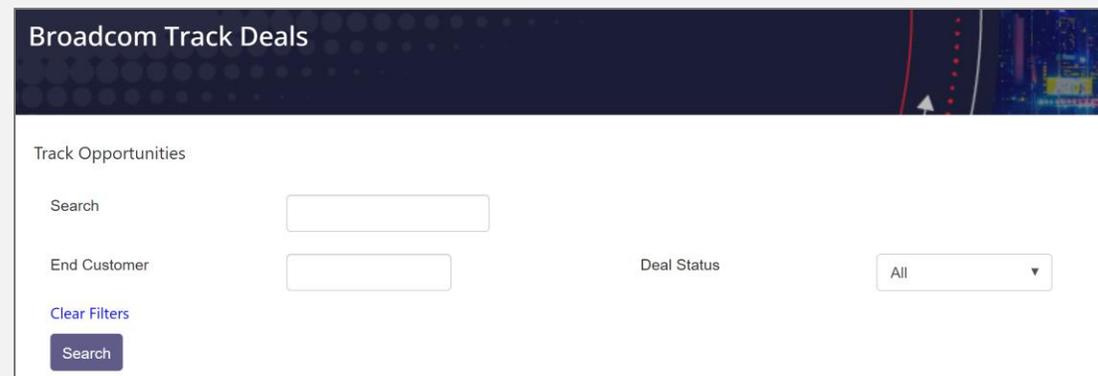


Step 2

The tracker will allow you search Deal Registrations by:

Search - You may search by the **Deal Request Number** that was generated after deal submission

End Customer - You may search by the **End Customer Name**



Managing Deal Registrations

Step by Step

Searching by Deal Number

When searching by Deal Number, you'll retrieve the specific deal associated with that number.

Track Opportunities

Search

End Customer

Deal Status

[Clear Filters](#)

Deal Number	End Customer Name	Deal Value	Status	Last Status Date	Created By
1L8XT004TK	test1234567	\$30,000.00	Pending Approval	06 May 2024	

Clicking on the 'Deal Number' link will take you to the Details page where you can view, cancel, clone, print or add notes.

Details

VMware Net New Deal Registration

Created By

Created On 06 May 2024

Required fields are denoted with *

End Customer Contact Information

End Customer Contact Name * Test

End Customer Contact Email * Test@test.com

End Customer Contact Title Test

Partner Information

Are you the primary sales contact? *

Primary Sales Contact Email *

Registration Details

Expected Close Date * 16 May 2024

Customer Budget (if known) -

Product Family * • VELOCITYCLOUD

Total License Quantity 1000

Distributor *

Please describe the activity or provide further justification for deal registration -

Managing Deal Registrations

Step by Step

Searching by End Customer

Searching by End Customer will retrieve all deals associated with that End Customer.

Clicking on the 'Deal Number' link will take you to the Details page where you can view, cancel, clone, print or add notes.

Track Opportunities

Search

End Customer Deal Status

Clear Filters

Search

Deal Number	End Customer Name	Deal Value	Status	Last Status Date	Created By
1L8XT004TK	Test1234567	\$30,000.00	Pending Approval	06 May 2024	
A55IW1XTKD	Test1234567	\$30,000.00	Pending Approval	03 May 2024	

Details - Approved

Deal Registration

Deal Registration Confirmation

Deal Registration Number: **BSVXXLIW8X**
Description:
Currency: **USD**
Time to Accept:
Acceptance Deadline: **01 Aug 2024**
Status: **Approved**

Deal Value: Offer
\$5,000.00 0.00% off List Price

End Customer Information

End Customer Name: Test1234567
Address Line 1: abc road
Address Line 2: Testadd
City: SAINT LOUIS
State/Province: MO
Country: United States

Details - Excel

You may also download Deal Registration details by selecting the Excel Icon 

	A	B	C	D	E	F
1	Deal Number	End Customer Name	Deal Value	Status	Last Status Date	Created By
2	A55IW1XTKD	Test1234567	\$30,000.00	Pending Approval	45415	
3						

Resources and Support



Resources and Support



Helpful Resources

- **Broadcom Partner Portal**
<https://partnerportal.Broadcom.com/en.html>
- Deal Registration [Guide](#)
- Deal Registration [FAQ](#)
- Deal Registration Program [Terms and Conditions](#)
- Broadcom Okta User Registration [Guide](#)



Support Teams

- **Broadcom Partner Helpdesk**
partner.helpdesk@Broadcom.com
 - 1.866.374.0946