

Frequently Asked Questions (FAQ)

1. What do the new tiers of Broadcom partners look like for VMware partners?

There will be two partner tiers available under the new Broadcom Advantage Partner Program; Pinnacle Partner and Premier Partner.

a) Pinnacle Partner

As a selected Pinnacle Partner, the following partnership expectations apply:

- Broadcom Partner Manager will be assigned to help drive adoption in your environment.
- To drive VCF Only SKU
- 7000 core commit per year
- By Invitation by Broadcom
- Joint Business Plan required
- Co-sell quota

b) Premier Partner

- CCM (Cloud Commerce Manager) Assigned to help drive adoption in your environment
- To drive VCF Only SKU
- 3500 core commit per year
- By Invitation by Broadcom
- Joint Business Plan required

2. What do I have to maintain as a Broadcom Premier partner from a requirements perspective?

- 7000 core commit (Pinnacle) or 3500 Core Commit per year (Premier).
- Staff Requirements – TBA
- Agreed Business Plan

3. What products are included in VMware Cloud Foundation?

Component products and the quantities per core needed of VCF:

1. vSphere Enterprise Plus: 1 core with 16-core per CPU minimum
2. vCenter Standard: 1 instance
3. Tanzu Kubernetes Grid: 1 core
4. vSAN Enterprise: 1 TiB of vSAN per core
5. Aria Suite Enterprise: 1 core
6. NSX Networking for VCF: 1 core
7. HCX Enterprise: 1 core
8. Aria Operations Network Enterprise: 1 core
9. Data Services Manager: 1 core
10. SDDC Manager: 1 core
11. Select Support with SRE Essentials

4. What happens to VMware partners after April 30, 2024?

Partners who join the Broadcom Advantage Program will meter and report their usage using the new Broadcom Partner Portal and systems starting May 1, 2024.

5. Is it mandatory that all partners report their usage during the transition period?

Yes, it's obligatory for all CSPs, whether they proceed with the new program or not. Our expectation for our Aggregator partners is that ALL CSPs report their usage on time

6. When is the final metering and billing period?

31 March 2024 will be the last metering date, and partners will submit their final MBOs by 5th April 2024.

7. when will we know the white label partners?

The White label partners will announce their offers independently, but possibly by Mid-March when the premier partners have been finalised.

For more information please visit <https://partnerportal.broadcom.com/group/partner-portal/vmware>