VMware Technical Solutions Professional (VTSP)

Course Duration:24 Hours   **Course code: VTSP**

1. Course Overview

During this 3-day course, you focus on developing the technical and solution-selling skills needed to position and design VMware solutions effectively. Learn how to map VMware's product portfolio to customer business challenges, design technical architectures, and align solutions with customer goals. Explore VMware's core technologies across compute, storage, networking, cloud management, and security. Understand how to perform solution discovery, create technical proposals, and present architectural recommendations confidently.

2. What you'll learn?

By the end of the course, you should be able to:

- Describe VMware's solution portfolio and core technologies
- Conduct technical discovery sessions with customers
- Identify customer challenges and align them with VMware solutions
- Design VMware-based architectures to meet business and technical requirements
- Present solution architectures and demonstrate business value
- Address common technical objections and questions
- Integrate multiple VMware products into a cohesive solution
- Collaborate with sales teams to create winning proposals

3. Target Audience

Technical pre-sales engineers, solution architects, and consultants responsible for designing VMware solutions and engaging with customers in a pre-sales capacity.

4. Pre-Requisites

Familiarity with:

- VMware vSphere, vSAN, and NSX
- General IT infrastructure concepts (compute, networking, storage)
- Cloud computing principles

5. Course content

Module 1: Course Introduction

- Introduction
- Course Contents

Module 2: VMware Solution Overview

- VMware's vision and strategy
- Core product portfolio overview
- VMware solution categories and use cases

Module 3: Technical Discovery Skills

- Conducting customer requirement sessions
- Identifying pain points and business drivers
- Understanding existing environments

Module 4: VMware Core Technologies

- Compute virtualization with vSphere
- Storage virtualization with vSAN
- Network virtualization with NSX

Module 5: Cloud and Multi-Cloud Solutions

- VMware Cloud Foundation
- VMware Cloud on AWS and other cloud partners
- Multi-cloud management with VMware Aria

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Module 6: Security and Zero Trust with VMware

- VMware NSX security features
- Micro-segmentation design
- Compliance considerations

Module 7: Designing VMware Solutions

- Aligning solutions to business requirements
- Architecture design principles
- Integrating VMware products into unified solutions

Module 8: Presenting Technical Solutions

- Preparing architecture diagrams and documentation
- Demonstrating VMware technologies
- Communicating value to technical and business stakeholders

Module 9: Handling Technical Objections

- Common customer concerns
- Technical responses and mitigation strategies
- Competitive positioning

Module 10: Proposal Development

- Collaborating with sales teams
- Creating technical proposals and bill of materials
- Leveraging VMware resources and tools

Module 11: Industry Use Cases and Success Stories

- Enterprise datacenter transformation
- Cloud migration
- Security modernization

Module 12: Best Practices for VTSP Success

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- Staying current with VMware technologies
- Leveraging partner enablement resources
- Building trusted advisor relationships

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