



AWS & VMware Solution Centre

Marketing

- Campaign in a box
 - Email templates
 - Social posts
 - Web banners
- Demand generation support

Technical

- Personalized immersion day for AWS
- Technical workshop- FSX & AWS
- Configuration guides
- PoC support
- Presales support; estimations, design validation + architectural advisory

Sales

- Commercial guides i.e., discount breakdown for VMC licencing and AWS consumption
- Sales enablement (either virtual or in person)
 - Future of Hybrid cloud **OR** Migration Oportunity
 - Why VMware and AWS
 - How to position
- Fields sales pitch decks