



# Why Insight for VMware

Your partners for innovative, software-driven solutions for secure, scalable, streamlined infrastructure

As longtime partners in infrastructure delivery, Insight and VMware have a proven track record of helping organizations of all sizes transform their technology ecosystems for today's software-driven world. Together, we help clients adopt and manage a broad scope of solutions spanning data center and network, cloud, virtualization, application modernization, security, management, mobility, converged and hyperconverged, and more.

## Expertise for every transformation effort

With deep alignment across VMware's offering portfolio plus strong technical and strategic expertise, Insight is positioned to help you not only identify and implement the VMware® solutions best fit for your goals, but to help your teams manage, maintain and optimize those solutions for the highest value outcomes.



### Infrastructure

Virtualize and consolidate servers, storage, networking and security.



### Mobility

Transform siloed desktops, applications and data IT services.



### Management

Unify, automate and simplify all facets of cloud management.



### Disaster recovery

Simplify data protection, backups, recovery and compliance.

## Insight workshops and assessments for VMware

Strategic intent is crucial for transformation success. That's why we offer workshops and assessments tailored to VMware offerings. We'll help you assess your existing environment, evaluate your team's readiness for adoption and help you outline next steps for effective implementation.



**Infrastructure Assessment**



**NSX/VCF Assessment**



**Automation Assessment**



**Virtual Desktop PoC**

Insight is a VMware Pinnacle Partner.



- + **Dedicated** VMware Cloud team
- + **40+** VMware-certified consultants and architects
- + **50+** VMware certifications
- + **13+** VMware competencies



## Awards

- + 2023 Broadcom Fastest Growth Partner of the Year — North America
- + 2023 VMware Social Impact Award — North America
- + 2022 VMware Partner Value Award — North America
- + 2021 VMware Partner Value Award — North America

## Helping you navigate change

In light of the acquisition of VMware by Broadcom, clients trust Insight to move forward with confidence. Insight was named the 2023 Broadcom Fastest Growth Partner of the Year — a testament to our expertise as you manage changes in your environment. Together with our clients, Insight is already navigating the complexities of change and continuing to drive success for organizations across industries. We'll help you:

- Take the time to understand the new simplified licensing model to ensure you're getting the most value out of your investment.
- Talk through ways to navigate the new subscription-only offerings to maintain business continuity across your environment.
- Evaluate your current consumption, deployment, and usage needs and concerns with an experienced client success team.
- Lean on subscription model expertise to ensure you're receiving the full value of your current and future investments.
- Continue discussing, strategizing, building and deploying solutions for transformational business outcomes (regardless of technology platform).

## Meet the VMware Cloud team.

The VMware Cloud team is made up of Insight senior architects with a wide range of data center expertise and shared knowledge of VMware solutions. We'll provide you with guidance for adopting cloudlike operations with consistent management and operational experiences both in the cloud and on-premises, helping your teams achieve agility and advance innovation through comprehensive integration of VMware products with your existing assets.

### Our competencies include:

- Cloud Success Manager
- Disaster Recovery (DR)
- Cloud Virtual Desktop Infrastructure (VDI)
- Cloud automation
- Cloud management
- Cloud strategy
- Containers
- Day 2 operations
- Hybrid cloud (Software-Defined Data Center (SDDC))
- Kubernetes
- Multicloud

## Modernize with Insight and VMware.

Experience success across the entire spectrum of VMware offerings with Insight's deep expertise in critical transformation areas and tailored VMware solutions. Explore key VMware offerings below.



### Modern Infrastructure

- VMware Cloud™ on AWS
- VMware Cloud Disaster Recovery
- VMware Cloud Flex Storage
- Cloud Foundation/Cloud Foundation+ cloud
- SD-WAN/SASE cloud
- Telco Cloud
- vSAN/vSAN+ cloud
- vSphere/vSphere+ cloud
- VMware Aria
- CloudHealth
- Skyline



### Modern Apps

- Tanzu
- Fusion for Mac
- Workstation Player
- Workstation Pro



### Cybersecurity

- Carbon Black Cloud
- Carbon Black Endpoint
- NSX
- NSX Advanced Load Balancer cloud
- NSX Distributed Firewall



### Modern Workplace

- Horizon Cloud
- Horizon Cloud test
- Workspace ONE cloud
- Workspace ONE UEM cloud



## Driving innovation with digital transformation

At Insight, we help clients enable innovation with an approach that spans people, processes and technologies. We believe the best path to digital transformation is integrative, responsive and proactively aligned to industry demands. Our client-focused approach delivers best-fit solutions across a scope of services, including the modern workplace, modern applications, modern infrastructures, the intelligent edge, cybersecurity, and data and AI.

[Learn more at insight.com.](https://www.insight.com)

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VMWSB-1.0.03.24

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