VMware
Professional Services
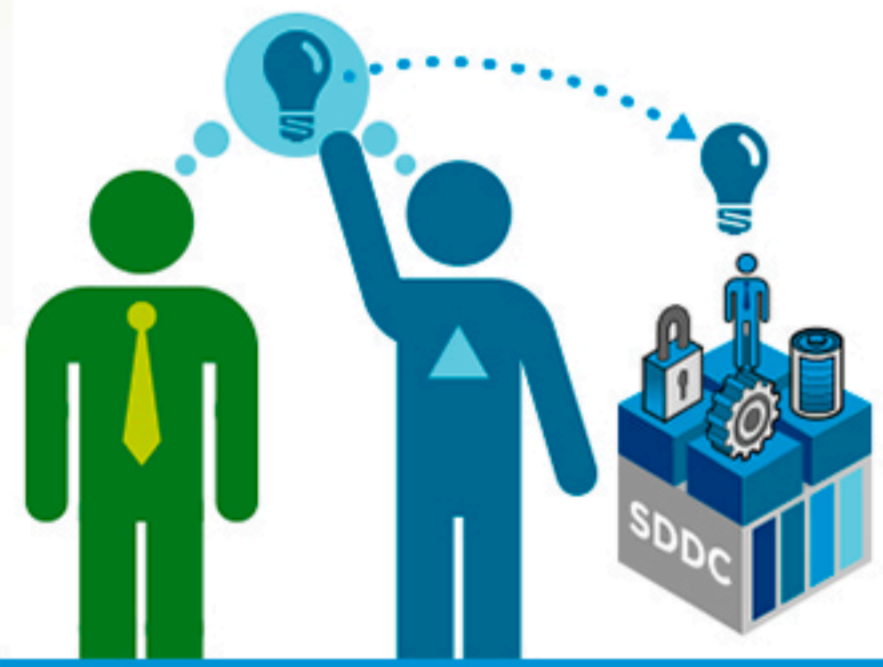
There's always been something **different** about our culture & philosophy. You'll notice it right away.

GUIDING PRINCIPLES

EMPOWER

CONNECT

FOCUS

Nobody knows how to **get results** with VMware technology like VMware Consultants. Our approach centers around three interconnected engagement touchstones—**Connect**, **Focus** and **Empower**—that enable us to consistently deliver positive, tangible advantage to our customers.

▲ Connect
Great technology doesn't automatically yield great results. People make that connection using insight, judgment and careful planning. We always deliver against clearly articulated business outcomes—not just technical specs. After all, what else really matters?

▲ Focus
Rewarding journeys start with the right destination. Our pragmatic approach helps you focus on well-defined, attainable goals—with clear beginning and end points. Success means generating immediate returns while laying a foundation for your future virtualization, cloud and mobility efforts.
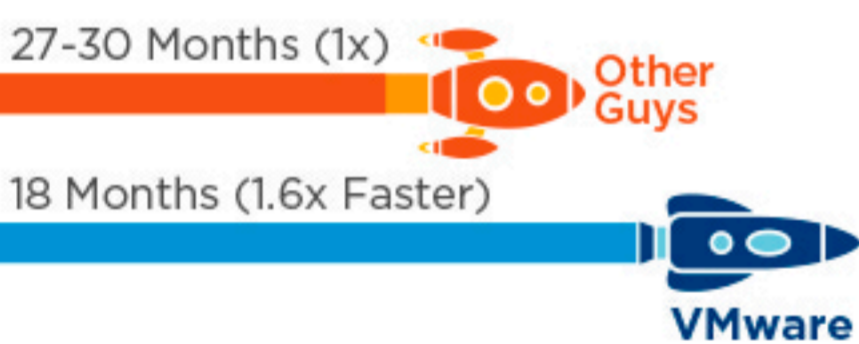
▲ Empower
Confidence comes from knowing you can handle it yourself. That's why knowledge transfer is integral to all our engagements. We empower self-sufficiency by giving your staff meaningful, hands-on training and experience in operating and growing your virtual and mobile environments.

HOW YOU WILL BENEFIT

SPEED TO COMPLETION

27-30 Months (1x) Other Guys

18 Months (1.6x Faster) VMware

1 FASTER RETURN ON INVESTMENT
Our proven best practices accelerate your time to value by dramatically cutting implementation times, avoiding common pitfalls, and strengthening operational reliability and efficiency.

Operationalize ▶ **Measurable Impact**

2 ACCELERATE BUSINESS BREAKTHROUGHS
We help you innovate and thrive by uncovering and exploiting the unique opportunities made possible by VMware solutions. Learn how to operationalize technology innovations that scale to deliver material business impact.

COST   RETURN

3 REDUCE COSTS & MAXIMIZE THE RETURN
Taking full advantage of the capabilities offered by our solutions maximizes the ROI on your VMware investment. We assess your current financial measurements and create strategies for cost savings and management.

OUR METHODOLOGY

STRATEGIZE
Align business and IT objectives, quantify benefits, and develop IT strategy.

ASSESS
Identify current and future states, ensure people, process and platform readiness.

DESIGN
Create the solution design, integration plan and operations procedures.

DEPLOY
Implement, integrate, configure, test and validate the overall solution design.

OPTIMIZE
Analyze and improve existing environment, transfer knowledge on best practices.

vmware