# cid:image001.gif@01CC30C3.B8EEDE80VMware Ready for Networking and Security Program Admission Request

# Goal

Confirm with the Partner that the proposed solution is suitable for the VMware Ready for Networking and Security Program based on business and technical review criteria. Examples: addressable market, use case, ability to support a VMware integrated solution, etc.

Partner Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_­­­­­­­­­­­­­­­­­\_\_\_\_\_\_\_\_\_\_\_

Partner Software: [Product Name] \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Name and email address of partner contact point for discussion:

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# Business Review

* Please provide the use cases and high-level overview of your business goals that are driving your interest in the program.
* What does your solution offer customers? How will you differentiate your NSX-integrated solution?
* Who are the target users for the proposed solution?
* Customers:
  + Does your solution have strong penetration in any particular geographical regions, countries, and/or industry vertical?
  + Who are some of our joint customers? Who are some of the new customers?
  + Name 2 customers that will adopt technical preview and PoC for the integrated solution.
* Describe the support structure for a platform-integrated solution.
* Have business priorities been established for solution GTM efforts: campaign, technical collateral and field readiness education, etc.?
* Describe your typical product release cycle.
  + Is this flexible?
  + Will you be able to accommodate VMware SDK updates and re-cert requirements and keep up with re-cert requirements ~4 times a year?
* Is there a project with assigned budget and engineering resources for the proposed solution?
* Solution timeline: Fill out proposed timeline (can be Qx201x)

Note that final GA date needs to be within 12 months of joining the program.

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| Demo | Partner will provide the Partner Software (and associated Partner Product(s), if any) that integrate with the VMware Product, for a demo of the use case in Q\_\_ 201\_. |
| Beta | Partner will make a beta version of the Partner Software (and associated Partner Product(s), if any) available for early customer testing in Q\_\_ 201\_. |
| General Availability (GA”) | Partner will aim to release a GA version of the Partner Software (and associated Partner Product(s), if any) that contains the features required to meet the Scope(s) no later than Q\_\_ 201\_. |

# Technical Review

1. Will your proposed solution deliver end-point protection and visibility for guest virtual machines? These solutions typically use virtual inspection techniques, to replace the role of agents for guest filesystem, process enumeration and registry/state information.
2. Will your proposed solution deliver protection and visibility for network services and network data? These solutions typically use virtual network service insertion, to replace the role of layer-2 and layer-3 attached appliances for frame and packet capture, filtering and redirection, etc.
3. Establishing the Use Case(s) – The Program currently supports a specific set of use cases.
   1. Existing Use Case: Can your proposed solution be described under one or more of the following use cases:
4. Anti-virus protection
5. IDS/IPS
6. Firewall
7. Network Monitoring
8. Service Insertion at the edge for NSX-T Data Center
   1. Firewall.
   2. IDS/IPS.
9. Network Service Insertion (SI) Service Chaining for NSX-T Data Center.
   1. Firewall.
   2. IDS/IPS.
10. Guest Introspection (NXGI) Agentless Endpoint Protection for NSX-T Data Center.
11. None of the above
    1. Potential Use Case: If your proposed solution is “None of the Above” or if you can envision additional solution cases, then please describe these use cases for future consideration for the program.
12. *For L2 GW/HW VXLAN GW use case* provide following information:
    1. The Switch Model you will certify
    2. ASIC Chipset used in the switch
    3. The Topology you plan on certifying: Standalone, High Availability or Hardware Switch Controller (HSC).
    4. An estimated Timeline of when you will be ready to certify
    5. Include the whitepaper or datasheet for your switch
13. If you have an existing solution, describe the delivery packaging and form-factors through which your solution is provided:
    1. Physical appliance
    2. Virtual appliance
    3. On-premise services
    4. SaaS based services
14. Will your proposed solution include a separate management console to configure, operate and monitor your service?
15. If you have an existing solution, does your management console support REST APIs?
16. Is the proposed solution currently certified or in certification process, under another VMWare partner program?
17. Are there other VMware technologies with which you plan for this solution to interoperate?
18. Your experience with VMWare:
    1. Have you developed for VMware ESXi, vSphere or vRealize in the past?
    2. Have you developed for VMware NSX in the past?
    3. Have your engineers taken prerequisite NSX for vSphere ICM training? If yes when?
    4. Have your engineers taken prerequisite NSX-T ICM training? If yes when?