**vRealize Operations Program Onboarding Questionnaire**

**Management Pack 3rd Party Developed**

**v1.0**

Prospective partners for the vROPS program should provide answers to the following questions. Inserting answers after each question and then returning this document to VMware is acceptable.

1. Briefly describe the core infrastructure, application, and/or virtualization products that your management pack will integrate with. Common categories include (but not limited to) vSphere, vCenter, VSAN, NSX, SDN, server, networking, storage, 3rd party hypervisors, security, operating systems and applications.
2. Briefly describe the operation challenges that you are targeting including job titles and/or areas of responsibilities. Examples would include a) improved network capacity analytics as more video-based e-learning applications are on boarded within the cloud operation team, b) faster time to resolution when there is a datastore condition within the VSAN admin team, c) correlated impact analysis when a server rack is overheating and server nodes are beginning to shut down within the data center infrastructure management team.
3. Briefly describe the data center size, and the type of data center you are targeting. Examples would include a) enterprise mid size data center with 5000 virtual machines, 300-500 servers, multi-terabyte datastores, privately hosted, b) multi-site, branch offices with VDI, and both central and remotely hosted virtual machines, c) large IaaS cloud based, with 20K+ virtual machines, both public and private hosting.
4. Briefly describe the timeliness of the data collection, and analytics, and user interface representation requirements. Examples include real time, within 5-10 minute intervals, 1 hour, 1 day, 1 week, 1 month, semi annually etc.
5. Briefly describe the top 3-5 product features within vRealize Operations Manager in which you wish to leverage specific to the integration with the core product (s) described above. Examples would include a) self learning time series analytics, b) scalable object based platform for millions of metrics, c) unified interface across software defined server, networking and storage, d) advanced correlation for root cause analytics, integration with vCenter data center.
6. Provide 3 to 5 use cases in which you are targeting specific to the integration with vRealize Operations Manager.
7. Briefly describe your go to market plans on how you to plan to offer the management pack once it is completed and certified by VMware. Examples include the a) post to VMware Solution Exchange and offer as a no charge download, b) have URL link from VMware Solution Exchange to your download site, for having a gated engagement with your customers yet offer at no charge, c) have URL link from VMware Solution Exchange to your download site, for having a gated engagement with your customers in which you charge for the management pack, d) have URL link from VMware Solution Exchange to a 3rd party location, based on outsourcing development and support to a 3rd party contractor.
8. Briefly add any other descriptive or requirement information not covered above including a) interested in mutual customer accounts (you are willing to share), b) joint competitive opportunities, c) joint professional services opportunities, d) and/or channel engagements including OEM’s, and resellers.