VMware Cloud Partner Navigator

The unified partner platform for simplified delivery of multi-cloud services

AT A GLANCE

VMware Cloud Partner Navigator enables VMware Cloud Providers and MSP partners to expand business opportunities beyond their own clouds and services to VMware-supported hyperscalers, public clouds and the edge with easy access to a broad portfolio of cloud services from VMware and an expanding marketplace ecosystem.

VMware Cloud Partner Navigator provides a unified portal for consistently managing customers, service subscriptions, usage, billing and support across a multi-cloud landscape.

KEY BENEFITS

- Multi-cloud service delivery
- Multi-tenant IaaS delivery
- Unified cloud and business operations
- Faster time to revenue and expanded customer reach
- Modern and customized customer experience

The multi-cloud transformation to hybrid, public and private clouds paired with greater reliance on SaaS solutions is introducing cloud complexity. Customers are seeking ways to simplify and accelerate their cloud initiatives. If equipped with a unified multi-cloud service delivery platform, cloud partners are well positioned to centralize the consumption, business operations, and operations of multi-cloud services. VMware Cloud Partner Navigator manages mixed-asset models through a centralized SaaS platform that operates across various cloud endpoints to deliver a unified experience.

Current challenges in the multi-cloud landscape

Today, cloud providers face a lot of management complexity and operational overhead managing customer's workloads on each cloud separately. Providers need a unified view of workloads—aggregated and filtered by customer—across all VMware-based clouds. Providers want to deliver a unified, self-service cloud experience to their customers across the multi-cloud landscape.

Without a common management platform or investing in expensive custom tooling, providers struggle to simplify cloud and business operations across clouds with common contract management, customer usage, provider billing and support.

## Introducing VMware Cloud Partner Navigator

VMware Cloud Partner Navigator is a unified SaaS partner platform for VMware Clouds and cloud services. Cloud Partner Navigator enables partners to deliver multi-cloud services to customers with ease and greatly simplifies business and customer operations.
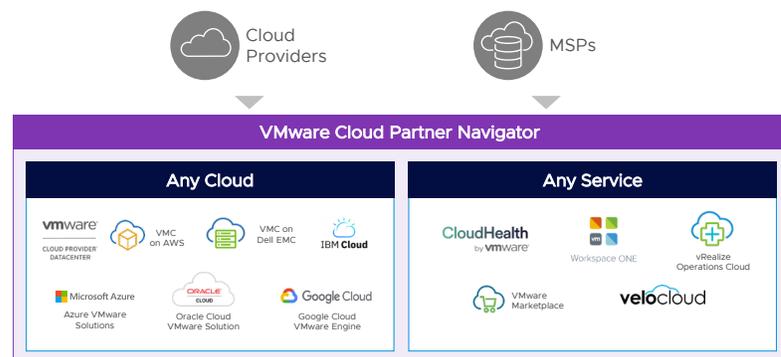
Three Key Benefits of Cloud Partner Navigator

Multi-Cloud Business Expansion: Partners can grow their business easily by expanding beyond their own cloud. Cloud Partner Navigator integrates with VMware Cloud Director service to deliver multi-tenant Infrastructure as a Service across partner-operated clouds and VMware Cloud on AWS. Cloud Provider Navigator also delivers seamless access to a broad service portfolio of multi-cloud services offered by VMware and marketplace partners to further expand a partner's offering portfolio.
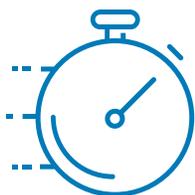
Simplified Operations: Cloud Partner Navigator centralizes cloud operations across multiple cloud backends. Navigator offers unified views of cloud consumption, contract management and consolidated support. Common customer and organization identities are enabled across services and clouds. API based access provides consistent automation and integration in custom systems to all supported cloud endpoints, allowing partners to create standardized solutions across clouds.

Customer Flexibility: Customers gain simplified access to multi-cloud services, enabling new flexibility and choice to run their applications in the cloud that best meets their operational and business requirements. The choice helps them reduce the risk to adopt their preferred clouds as they can follow a predictable, familiar process. Integrated self-service capabilities provide a desired level of control over their environment while enjoying a modern, customizable interface.

Enable Critical Business Outcomes for Your Customers

For customers, Cloud Partner Navigator helps with simplified consumption and operations.

Cloud Flexibility: Place workloads where they are suited best, without worrying about learning a new skillset, integrating new billing processes, new overhead and tooling.

Central Management of Multiple Clouds: Cloud Partner Navigator unifies management, delivery and billing of different clouds for greater cloud transparency and efficiency.

Focus on outcomes, less on IT: Address shortage in cloud skills delaying cloud adoption goals.

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Features of VMware Cloud Partner Navigator

Cloud Operations

- Support multiple cloud endpoints:
  - Dedicated Provider Cloud (vSphere SDDC)
  - Multi-tenant Provider Cloud (VMware Cloud Director)
  - Dedicated VMware Cloud on AWS (vSphere SDDC)
  - Multi-tenant VMware Cloud on AWS (with Cloud Director service)
- Unified view across clouds
- Common provider identity and Single-Sign On
- Granular alerting and metrics
- Workload deployment across endpoints as a virtual machine or container
- Multi-cloud Kubernetes deployment
- Automation via API

Service Delivery

- Purchase, provision and operate services and apps
- Leverage VMware multi-cloud services catalog and built in VMware Cloud Director service for customer growth
- Manage customer access to each service based on management model
- Multi-cloud contract management for rental subscription offering and MSP services
- Automated onboarding
- Consolidated support

Customer Experience

- Self-service to deploy VMs and containers on endpoint of choice
- 1-click application deployment of VMware Marketplace and provider applications
- Consistent, personalized view aligned with provider
- View rental and cloud services usage from one platform
- Centralized billing
- Identify federation

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Services available via Cloud Partner Navigator

VMware Cloud on AWS: VMware Cloud on AWS for partners extends their managed services portfolio beyond their on-prem VMware deployments into an asset-light VMware deployment in the cloud. This enables cloud migration, data center extension, disaster recovery, regional expansion and application modernization use cases.

For more information, refer to our website.

VMware Cloud Director service: VMware Cloud Director service allows cloud providers to partition and organize VMware Cloud on AWS resources into resource pools, facilitating mulit-tenant service delivery for organizations' virtual data centers, users and networks. Cloud providers can then offer organizations, Virtual Data Center services in VMware Cloud on AWS sized appropriately to their needs. Cloud Director service in Cloud Partner Navigator can be federated to VMware Cloud Director instances running in the provider datacenter, to provide unified access to cloud resources.

For more information, refer to our website.

VMware vRealize Log Insight Cloud: vRealize Log Insight Cloud helps partners offer monitoring and incident response management service for VMware Cloud on AWS, vSphere, vCloud Director, and AWS deployments.

For more information, refer to our website.

CloudHealth: CloudHealth is a multi-cloud management platform now available on Cloud Provider Hub. CloudHealth enables end users and partners to analyze, optimize, and govern multi-cloud operations from a single pane of glass. A platform for management, operations and service delivery, the CloudHealth Partner Platform provides a centralized console to simplify customer management and streamline billing to deliver value-added services.

For more information, refer to our website.

VMware vRealize Operations Cloud: VMware vRealize Operations Cloud enables cloud providers to deliver asset-light self-driving operations, providing cloud efficiencies for hybrid and multi-cloud environments, reducing OpEx and CapEx. It helps providers accelerate their top line growth with professional and managed services - from capacity planning, to application migration, to multi-cloud migration initiatives for their tenants.

For more information, refer to our website.

VMware vRealize Network Insight Cloud:

VMware vRealize Network Inisght Cloud enables cloud providers to offer a flexible and modular SaaS approach to delivering network visibility and analytics. Providers can now optimize and secure their tenant's network infrastructure across hybrid and multi-cloud environments, with ease. They can also rapidly monetize professional and managed services at scale — like security, network, application analysis, and ongoing services - like quarterly security analysis, reducing the time-to-market. The two services, vRealize Network Insight Cloud for SD-WAN and data center can be integrated for end-to-end network visibility from the data center, to the cloud, to the branch.

For more information, refer to our website.

VMware vRealize Automation Cloud: vRealize Automation Cloud for partners provides a unified management solution across clouds: VMware-powered or public. Based on modern Infrastructure-as-Code and DevOps principles, it empowers agility and collaboration across tenant teams and functions while supplying providers with checks and controls to contain cost and risk exposure. It offers capabilities on service brokerage, cloud governance, workload orchestration, topology composition, workflow automation and CI/CD pipelines for infrastructure and application delivery.

For more information, refer to our website.

For a complete list of available services, please refer to our Managed Service website.

Learn More

To get started on your journey with VMware Cloud Partner Navigator or to learn more about the solution, refer to the following resources:

- VMware Cloud Partner Navigator solution page
- VMware Cloud Provider Blog
- VMware Cloud Partner Navigator on YouTube