A platform to connect your customers to any cloud and any service

VMware Cloud Partner Navigator is a unified platform for cloud provider partners to expand their business with simplified delivery of multi-cloud services. Let's take a closer look at why it's an essential choice for cloud providers everywhere.

Choice is a wonderful thing. In the cloud industry, more choice means more options for cloud consumers. But for cloud providers, it’s become a crowded marketplace. It’s tough for cloud providers to offer standout products and services—and crucially, it’s difficult for providers to deliver a consistent cloud experience to customers.

The growing complexity of the cloud landscape leads to higher operational costs and lower efficiency. You need tools to help control costs, expand your multi-cloud business, reduce complexity and crystallize your cloud services into one seamless user experience. Achieve all of these, and you’re on the road to multi-cloud success and unstoppable business growth.

VMware Cloud Partner Navigator simplifies your multi-cloud complexity and unlocks real growth.

Why now?
As cloud usage accelerates, cloud providers are facing three key challenges that could slow their success:

**Slow growth and responsiveness**
Legacy business models and slow service expansion are reducing the ability to meet customer demands. Customers expect cloud providers to move fast and deliver the latest services. But older business models and a limited ability to rapidly and consistently offer new services mean slow growth and stagnating businesses.

**Expensive and complex multi-cloud operations**
Multi-cloud demands custom tooling, new skillsets, and often leads to unwanted IT silos. After all, operating across different clouds is complex. And extra complexity means higher operational costs, lower margins, and less efficiency. While necessary at times, you don’t want to be in the business of developing custom tools or constantly hiring or training.

**Fragmented customer experience**
Customers are looking to partners to help bring some calm to the cloud chaos. But inconsistent experiences with different tools and limited visibility lead to dissatisfaction. We all know that better experiences lead to more business.

VMware Cloud Partner Navigator helps you overcome these challenges. Here’s how.

1. **Expand your multi-cloud business**
VMware Cloud Partner Navigator is the platform you need to launch and expand a true multi-cloud business, spanning VMware-based private and partner clouds to hyperscalers such as AWS, Azure, Google, IBM. Now you can offer VMware services in just a few clicks; opening up opportunities to expand your offerings with very little overhead.
   - Reduce the risks associated with extending beyond your own cloud: no need to retrain your employees
   - Accelerate growth through access to a broad portfolio of VMware and partner services
   - Increase opportunities with ongoing customer engagement through one single cloud portal
   - Transform your business model by providing value added services across any cloud
   - Broaden your addressable market by adding new geographic locations and services
   - Future-proofed to let you rapidly add new services

Quick facts

What is VMware Cloud Partner Navigator and why does it matter to me?
- Provides centralized infrastructure management of VMware Cloud Director instances running in your own data center or powered by VMware Cloud on AWS
- Lets cloud providers streamline provider and tenant operations & management
- Helps cloud providers deliver multi-cloud services and multi-tenant IaaS
- Enables unified cloud and business operations
- Accelerates time-to-revenue and expands your customer reach
- Brings a modern, customizable customer experience
2. Simplify your operations

Cloud Partner Navigator centralizes cloud operations across multiple cloud backends, bringing order to your multi-cloud headache. Navigator offers unified views of cloud consumption, contract management and consolidated support. Common customer and organization identities are enabled across services and clouds. While API-based access provides consistent automation and integration in custom systems to all supported cloud endpoints.

- Lower your costs with a centralized portal for consistent management and operations
- Deliver consistent automation across multiple VMware-based clouds, reducing provisioning and architecting costs
- Lower your OpEx with easier customer and contract management through common/streamlined back office ops

3. Customer flexibility

VMware Cloud Partner Navigator provides users with a modern, easy-to-use interface. Giving cloud customers a reliable, predictable process reduces the risk to adopt their preferred clouds. Integrated self-service cloud operations capabilities give your customers a high level of control over their environment.

- Greater agility with access to a broad set of multi-cloud services
- Tenant portal offers customizable branding for partner logos and colors, giving them a unique partner-centric experience
- Independence with self-service deployment of VMs/containers to multiple clouds
- Reduced OpEx with centralized views, billing and support
- Faster time-to-value with 1-click app deploy through App Launchpad
- Faster time-to-solution through integration with ecosystem/third-party solutions from VMware Marketplace
- Reduced training costs and hiring requirements

Use cases: Why VMware Cloud Partner Navigator makes sense

“I need to enhance my own provider cloud”

VMware Cloud Partner Navigator helps you:
- Have quick time to market, give the latest solution and features
- Reduce OpEx on lifecycle management on new services
- Offer value added services to your Provider Cloud
- Provide one unified endpoint for portal/API integration, usage, and billing of VMware-based cloud services

“I need to expand my data centers”

VMware Cloud Partner Navigator helps you:
- Offer a single, unified, multi-cloud platform for provider cloud and VMware-based clouds
- Expand to new geographical locations quickly
- Provide a hybrid cloud experience to customers between their on-premises and provider cloud
- Place customer workloads close to hyperscaler services needed

“I need to manage customer workloads in hyperscaler clouds”

VMware Cloud Partner Navigator helps you:
- Offer value-added services for workloads to increase profit margin and stickiness
- Provide API support to automate workflows to manage workloads across clouds
- Deliver a ready-made, branded service portal for customers

Take your provider cloud to the next level
Find out more about VMware Cloud Partner Navigator
Speak to your VMware contact today

Cloud provider A
Cloud provider B
Cloud provider C