

CARAHSOFT- A SPECIALIZED GOVERNMENT DISTRIBUTOR FOR VMWARE

Carahsoft is the exclusive federal government distributor for VMware products and services. We combine traditional distribution services with a dedicated VMware sales team to provide proactive sales and marketing uplift to the efforts of both VMware and their channel partner ecosystem.

The benefits of the VMware Government Program via Carahsoft include:

Training

- Training courses available to assist partners in pursuit of vendor certifications and accreditations, i.e. VCP Training
- Partner level uplift support

Managed Contracts

- GSA Contract Management
- Teaming Agreement
- ESI/SmartBuy Programs
- BPA Management
- System Integrator Support

Sales Support

- Dedicated sales team for VMware
- Quote efficiency and configuration management
- Proactive telemarketing and lead generation
- Public Sector & agency specific expertise and established end-user procurement relationships
- Forecast & order support

Technical Support

- All reps are VSP (VMware Sales) and VTSP (Technical Pre-Sales) certified
- VCP (Technical Post-Sales) certified reps in house
- Liaison to VMware SEs if customers need additional technical assistance
- PSO training and education

Marketing Support

- Dedicated marketing team for VMware
- VMware | Carahsoft-hosted events for partners, i.e. VMware Federal Partner Exchange
- Support for partner-hosted events, including demand generation and follow up
- Logistical support at tradeshows and conferences
- MDF program support for top tier partners

Operational Support

- Order reports
- Monthly pricelists
- Rebate tracking

