VMware Master Services Competencies

What are Master Services Competencies?

Master Services Competencies (MSCs) are VMware partner designations designed to recognize services-capable partners with delivery expertise and experience within a VMware solution area.

How does a partner achieve a Master Services Competency?

Each MSC requires advanced technical certifications and proof of high-level service capability and expertise validated by customers.

- Certifications – a specific number of unique individuals are required to complete a designated number of solution-specific certifications or badges

- References – services delivery expertise must be demonstrated by providing customer references for recently completed projects that validates experience and expertise in a specific VMware solution area

What Master Services Competency solutions are available?

- Cloud Management and Automation – expertise in VMware cloud management and automation solutions and service delivery. Achieving this competency validates a deep understanding of cloud management design principles and methodologies and leverages best practices that provide a scalable and reliable platform.

- Data Center Virtualization – expertise in VMware vSphere® environments and real-world environment solutions and services delivery. Achieving this competency validates a deep understanding of data center virtualization design principles and methodologies and leverages best practices that provide a scalable and reliable virtualization platform.

- Digital Workspace – expertise in VMware Workspace ONE and VMware Horizon environments and services delivery. Achieving this competency validates a deep technical understanding and ability to architect, design and deliver professional services projects related to desktop virtualization, mobile device management, unified endpoint management, app identify and access management.

- Network Virtualization – expertise in the VMware NSX environment and services delivery. NSX delivers a unique networking model that forms the foundation of the Software Defined Data Center (SDDC). Achieving this competency validates the ability to deploy and optimize NSX environments, as well as possession of the knowledge and skills to leverage best practices for providing scalable and reliable virtualized networks.

- VMware Cloud on AWS – expertise in the delivery of hybrid cloud solutions based on VMware Cloud on AWS. Achieving this competency validates the capability to deploy integrated cloud solutions that deliver ondemand services enabling customers to run applications across a VMware Cloud Infrastructure environment with access to a broad range of AWS services.

- Cloud Native – expertise to set up, run and manage VMware Modern Application solutions. Achieving this competency validates a deep understanding of Kubernetes administration core concepts and proficiency in networking, security and application lifecycle management ensuring continuous delivery of applications on Kubernetes-based platforms.

What is the difference between Solution Competencies and Master Services Competencies?

Solution Competencies – the first step in a partner's achievement of sales and technical expertise in VMware solutions. Solution competencies are achieved at the organization level. They include sales training, as well as both pre- and post-sales technical trainings.

Master Services Competencies – achieving advanced technical certifications and proof of high-level service capability and expertise validated by customers. Unlike Solution Competencies, a partner must demonstrate services delivery experience and capability by providing three customer references for recently completed projects, in addition to meeting training requirements.

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