

VMworld 2009 - Partner Track Sessions

Time	Monday	Tuesday		Wednesday	
	Moscone	Moscone 130	Moscone 131	Moscone 130	Moscone 131
6:30					
7:00					
7:30					
8:00					
8:30					
9:00					
9:30		Introducing vCenter Management Solutions into Your Customer Accounts	VMware Partner Network: Stand Out In A Crowd	VMware Support Renewals – A New Day	vSphere SolutionTrack Express
10:00					
10:30					
11:00		vSphere 4.0 : Overview of Selling Strategies and Success Stories	VMware Solutions for Small and Midsized Businesses	Partner Support Programs – Enabling Our Partners through Technical Support Benefits	
11:30					
12:00					
12:30					
1:00	Partner General Session	VMware View - Product Updates and Success Opportunities	Capital Investments Appraisal for VMware Virtualization Solutions	AppSpeed and Chargeback, Profiting from vCenter Management Opportunities	VMware Enterprise Desktop SolutionTrack Express
1:30					
2:00					
2:30		Path to Success - Selling VMware	Building your Sales Pipeline with Demand Generation Programs	Maximizing Services Opportunities with vSphere and vCenter	
3:00					
3:30					
4:00	VMware vSphere 4: Understand the details of pricing and licensing for VMware vSphere	Successfully Selling VMware View In Competitive Scenarios	Leveraging VMware Alliances and the Alliance Affiliate Initiative to Sell Solutions and Drive Profitability	Disaster Recovery SolutionTrack Express	
4:30					
5:00					
5:30	Welcome Reception 5.30pm - 8.30pm	Best Practices for Successfully Selling Business Continuity and Disaster Recovery Solutions	The Virtualization Landscape – A Comparison of Virtualization Offerings		
6:00					
6:30				VMworld Party 7pm - 11pm	
7:00					
7:30					
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10:30					
11:00					