



Desktop Virtualization Solutions Competency Worksheet -- Version Date [8.1.2014]



Questions? Reach out to our Certified Partner Resource Team at Certified_PRD@Dell.com or by calling 866-670-4411

Sales Person	Data Center (All courses required)	Course Code	Date Exam Passed
Name:	Dell Data Center for Desktop Virtualization - Sales	DCDVS0614WBTS	
	Cloud client-computing(All courses required)	Course Code	Date Exam Passed
	Selling Dell Wyse Datacenter Solutions	SDVS1012WBTS	
	Dell Wyse Technology Overview	WOS0712WBTS	
	Sales Electives: (Choose 2 option below)	Course Code	Date Exam Passed
	Option 1: Dell Wyse Datacenter with VMware Horizon View	DVMW0614WBTS	
	Option 2: Dell Wyse Datacenter with Microsoft and vWorkspace	DVMV0614WBTS	
	Option 3: Dell Wyse Datacenter with Citrix Xen Desktop	CTXS0114WBTS	
	Option 4: Dell Mobility Solutions	DMOB0913WBTS	
Sales Person	Data Center (All courses required)	Course Code	Date Exam Passed
Name:	Dell Data Center for Desktop Virtualization - Sales	DCDVS0614WBTS	
	Cloud client-computing(All courses required)	Course Code	Date Exam Passed
	Selling Dell Wyse Datacenter Solutions	SDVS1012WBTS	
	Dell Wyse Technology Overview	WOS0712WBTS	
	Sales Electives: (Choose 2 option below)	Course Code	Date Exam Passed
	Option 1: Dell Wyse Datacenter with VMware Horizon View	DVMW0614WBTS	
	Option 2: Dell Wyse Datacenter with Microsoft and vWorkspace	DVMV0614WBTS	
	Option 3: Dell Wyse Datacenter with Citrix Xen Desktop	CTXS0114WBTS	
	Option 4: Dell Mobility Solutions	DMOB0913WBTS	
Technical Person	Data Center (All courses required)	Course Code	Date Exam Passed
Name:	Dell Data Center for Desktop Virtualization - Technical	DCDVT0614WBTT	
	Cloud client-computing (All courses required)	Course Code	Date Exam Passed
	Dell Wyse Datacenter Solutions Technical Overview	TDVS1112WBTT	
	Dell Wyse Hardware & Firmware	WHFT0812WBTT	
	Dell Wyse Software & Management	WSMT0912WBTT	
Technical Person	Data Center (All courses required)	Course Code	Date Exam Passed
Name:	Dell Data Center for Desktop Virtualization - Technical	DCDVT0614WBTT	
	Cloud client-computing (All courses required)	Course Code	Date Exam Passed
	Dell Wyse Datacenter Solutions Technical Overview	TDVS1112WBTT	
	Dell Wyse Hardware & Firmware	WHFT0812WBTT	
	Dell Wyse Software & Management	WSMT0912WBTT	

Company Prerequisites		
	Course Code	Date Exam Passed
Membership in a recognized Virtualization vendor partner program, specialization in Desktop Virtualization ¹		
VMware Solution Provider; Desktop Virtualization Competency	VMDV0812CERT	
Microsoft Management and Virtualization Competency - Silver or Gold	MVSM0312CERT	
Citrix Solution Advisor; Certified in XENDesktop	CASMB0812CERT	

¹To verify your membership, partners must upload a certificate, email or screenshot in the Dell Partner Learning Center that states your relationship/status in that vendor partner

Partners can achieve Premier Partner status by selling hardware only, by selling software only, or by selling a mix of hardware and software. A minimum of eight unique individuals (four sales and four technical) must complete training within a minimum of two PartnerDirect competencies/specializations or complete the base and advanced training for one competency/specialization, meet revenue requirements and demo requirements where applicable. One individual must also complete one Dell solutions course from the Premier - Solutions worksheet (not applicable for Advanced Competencies).

Hardware Revenue Requirements**

Preferred Partner

\$200,000 minimum sales of any product covered by a PartnerDirect competency during previous four rolling quarters.

Premier Partner

\$1,000,000 (for US partners) or \$750,000 (for Canadian partners) minimum sales of any product covered by a PartnerDirect competency during

Mixed Hardware & Software Revenue Requirements**

Premier Partner

\$1,000,000 (for US partners) or \$750,000 (for Canadian partners) minimum sales of any product covered by a PartnerDirect competency during the previous four rolling quarters, which shall include at least \$50,000 of sales of software licenses.

*The software competencies listed below may have multiple specializations enabling partners to focus in the areas which best fit their businesses. Where a specialization exists, the requirements and benefits ascribed to a competency apply instead to the specialization. For example, a software-only Registered partner can achieve Preferred Partner status by completing the training requirements of a specialization within a competency and selling \$50,000 of sales of software licenses. The partner is not required to complete training for the entire competency and its multiple specializations.

Security Competency: Network Security Specialization and Identity and Access Management Specialization

Systems Management Competency: Client Management Specialization, Windows Server Management Specialization, Performance Monitoring Specialization, and Virtualization and Cloud Specialization

Information Management Competency: Database Management Specialization

**Certain amounts may not be included in calculating a partner's annual sales revenues for purposes of meeting the applicable partner revenue requirements unless otherwise provided in a separate written agreement between you and Dell or under the terms and conditions of the applicable written Dell incentive program. Such amounts may include: (i) sales or license revenues for Dell hardware or software purchased from a third party; (ii) sales or license revenues or other fees from the partner's sale of services, including without limitation support and maintenance services; (iii) sales or license revenues for which the partner is not the seller or licensor of record (referral fee amounts); or (iv) sales or license revenues for Dell hardware or software purchased for Partner's own use, including without limitation service provider fees. For the sake of clarity, Subsection (i) above does not apply to Wyse or SonicWALL partners who have received written notice from Dell to the contrary. Unless otherwise indicated, all amounts are in USD\$.