

Empower the Hybrid Workforce: VMware Horizon Choose Your Path

Enable teams to work from anywhere with
secure and frictionless experiences.

A core component of the VMware Empower the Hybrid Workforce strategy play is the VMware Horizon solution, which elevates the digital workspace experience and paves the way for new partner opportunities to upsell or transition customers to software as a service (SaaS), cross-sell to additional solutions, and renew existing SaaS subscriptions.

Use this partner guide to choose the VMware solutions and campaigns that help empower the hybrid workforce and support your Horizon customers' business objectives as their needs evolve.



VMware Horizon®

With VMware Horizon, partners can help existing customers choose the best path and elevate the digital workspace experience with efficient and secure delivery of virtual desktops and applications from on premises to the cloud.

Featured Campaigns & Solutions

Modern VDI on Any Cloud Campaign

Enable customers to better manage remote work demands via a more secure virtual desktop and application solution.

Solution: VMware Workspace Security VDI combines VMware Horizon and VMware Carbon Black Cloud to deliver a cohesive, intrinsically secure virtual desktop and application solution across the hybrid cloud.

Anywhere Workspace: Transition to VMware Horizon SaaS Subscription Campaign

Help customers better understand how VMware solutions create an agile workspace in which employees can seamlessly and securely work from anywhere.

Solution: VMware Horizon Cloud enables a digital workspace with efficient delivery of virtual desktops and applications that equip workers anywhere on any device.

Modernize Your SOC with Advanced Detection and Response Campaign

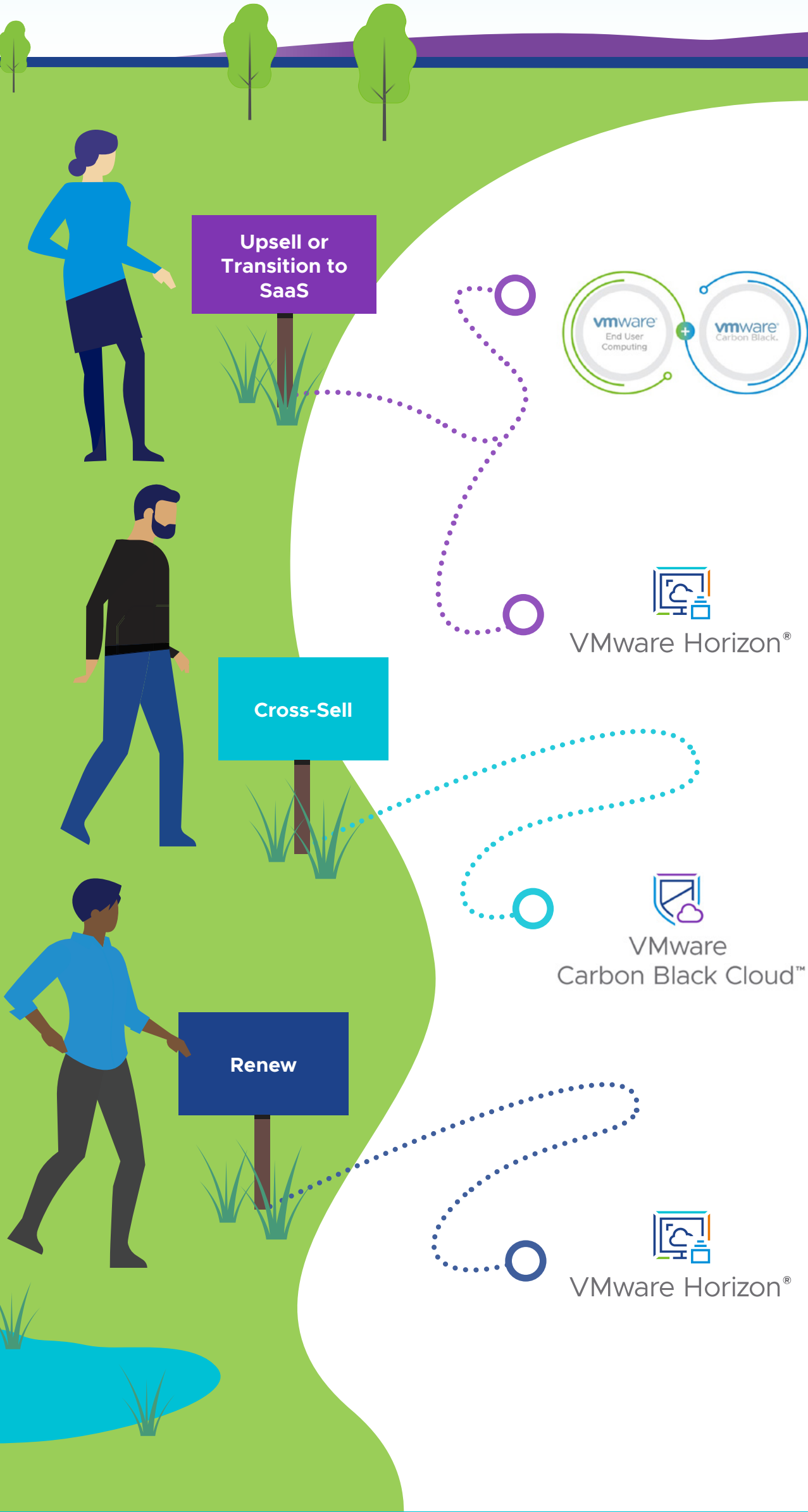
Drive demand for the endpoint and workload protection platform that enables future-ready protection, operational confidence, and faster time to resolution.

Solution: VMware Carbon Black Cloud is a cloud-native endpoint and workload protection platform that combines intelligent system hardening and behavioral prevention to keep emerging threats at bay.

Anywhere Workspace: VMware Horizon SaaS Subscription Renewal Campaign

Present renewal options and the benefits of moving to a Horizon SaaS subscription. Launch campaign 120 days before customer renewal date to supplement the standard renewal sales motion.

Solution: VMware Horizon Cloud enables a digital workspace with efficient delivery of virtual desktops and applications that equip workers anywhere on any device.



Increase Engagement and Drive Demand

Choose from three distinct paths and customize your marketing campaigns to increase awareness, improve engagement, and drive demand via Partner Demand Center.

GET STARTED