



## **LIQUIDWARE LABS (LWL) MANAGED VIRTUAL DESKTOP INFRASTRUCTURE PARTNER (MVDIP) PROGRAM**

*According the Gartner Inc. (press release dated March 26<sup>th</sup>, 2009) the worldwide hosted virtual desktop (HVD) market will accelerate through 2013 to reach 49 million units, up from more than 500,000 units in 2009. Worldwide HVD revenue will grow from about \$1.3 billion to \$1.5 billion in 2009, which is less than 1 percent of the worldwide professional PC market, to \$65.7 billion in 2013, which will be equal to more than 40 percent of the worldwide professional PC market.*

### **Overview**

Today, most Service Providers and SIs conduct VDI/HVD assessments, migration and monitoring either by hand, spreadsheets, or self developed methods (which are costly) and don't scale - by using Liquidware Labs' Stratusphere™ and associated methodology, your overall margins will increase due to the automated and efficient nature of our software. Additionally, because methodology and training is provided as part of the program, Service Providers and SIs can have more consultants trained and capable of conducting these services thereby increasing revenue and margins as well.

By joining the LWL MVDIP program, you will be able to offer your customers new, value-added services through a high-margin, repeatable and easily managed solution – and start to achieve some of that multi-billion HVD revenue Gartner is talking about!

By capitalizing on the need for VDI life-cycle services, you can leverage your existing IT infrastructure and customer base, delivering high margin services while quickly and efficiently moving customers from physical to virtual desktops.

## Managed VDI Partner Program Details

Service Provider/SI partners must have competencies in any of the following: desktop managed services, IT outsourcing, Application hosting, IT infrastructure hosting.

To become a LWL MVDIP, you must have:

- A minimum of 1,000 physical desktops under management
- Established data center infrastructure
- Proven ability to provide life cycle services for desktop environments
- Funding for the partnership

LWL MVDIP partners need to fulfill these requirements:

- Sign LWL MVDIP Program Agreement
- Allocate project management, marketing resources and budget
- Develop and prepare managed virtual desktops services based on the Stratusphere Platform
- Deliver Technical and sales training related to managed VDI services
- Identify and deliver customer success stories around VDI services
- Public marketing statement focused on partnership
- Service offerings on partner's web site

LWL is committed to providing partners:

- LWL Stratusphere Platform to be utilized for customer assessment, migration and monitoring services
- LWL methodology and deliverable samples and consulting training
- LWL business development, project management, engineering and support resources
- Technology architecture planning, staging, integration and roll-out support
- Access to the LWL Knowledge Base, Customer Support Center and Partner Portal
- Technical, sales and marketing training and support
- Joint marketing and sales programs, such as press release, web site listing, co-branding, collateral development and joint marketing programs)

Pricing:

The pricing model is a multi-year monthly subscription pricing based upon the number of desktops that will be assessed, migrated or monitored.

To explore service provider partnership opportunities with LWL, please send an email to [sales@liquidwarelabs.com](mailto:sales@liquidwarelabs.com)