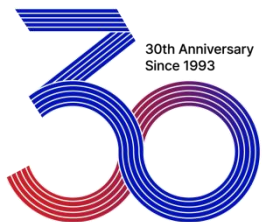




VMware by Broadcom 기본 제품 구성 가이드

2024-11-28 | SDI Business Department



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01 | 브로드컴 세일즈 자격



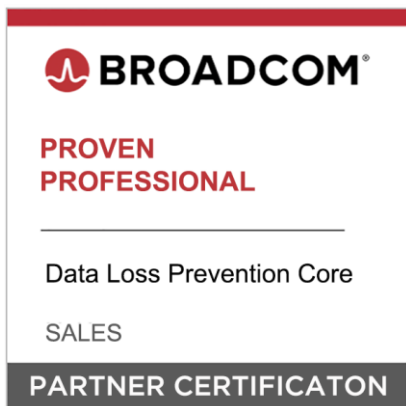
브로드컴 세일즈 자격

Proven Professional & Certified Expert(Sales)

브로드컴은 파트너 자격을 역할 기반으로 나누어 관리합니다. **Sales, Pre-Sales, Implement, Support, Architect** 총 5가지의 역할이 존재하고, 각각의 역할은 **Proven Professional**이라고 하는 기본 자격과 **Certified Expert**라고 하는 고급 자격을 취득할 수 있습니다.

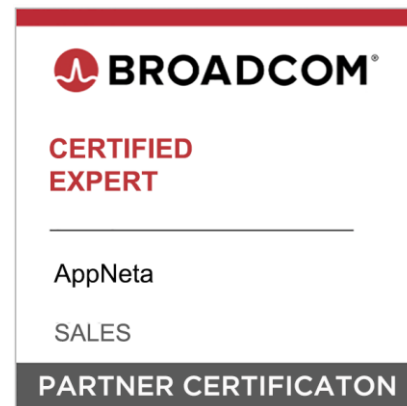
이 역할 기반 자격은 각각의 제품별로 모두 존재합니다. 또한, Proven Professional과 Certified Expert 자격을 취득할 수 있는 요건은 역할, 제품별로 상이합니다.

<Proven Sales Professional 획득 절차>



- Broadcom Partner Portal에서 세일즈용 Partner Certification Playlist에 액세스
- Partner Certification Playlist에서 권장 코스 강좌를 수강하고, 자료를 참고하여 학습
- Broadcom 학습 관리 시스템에서 Proven Sales Professional 자격 획득

<Certified Sales Expert 획득 절차>



- Proven Sales Professional 자격 획득
- 제품을 제공하기 위한 Customer Presentation 다운로드하여 연습
- 역량 평가를 위해 Customer Presentation 동 영상 제출 (최소 30분)



브로드컴 세일즈 자격

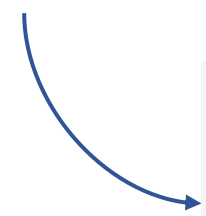
Partner Sales Certification Playlist(VCF)

https://login.broadcom.com/app/broadcomincexternal_cornerstoneexternal_1/exk1f0f95k2DpsxLO1d8/sso/saml?RelayState=%252fDeepLink%252fProcessRedirect.aspx%253fmodule%253d222

<학습 순서>

- Partner Enablement & Certification at Broadcom
- 2025 Global Anti-Bribery Course for Intermediaries
- VSP - VMware Cloud Foundation 5.1 (2024) for Partners
- What's New (Sales): VMware Cloud Foundation 5.2
- What's New (Sales): VMware Private AI Foundation with NVIDIA Add-On

- What's New (Sales): VMware Live Recovery Add-On
- What's New (Sales): VCF Data Services Manager
- VMware Cloud Foundation Customer Presentation
- Broadcom Partner Certified Expert Application Form



Broadcom Partner: Certified Expert Application Form

Introduction
Please complete and submit this application form, along with your evidence pack information, for consideration of the award of Certified Expert certification.

For more information, please review the [Broadcom Partner Certification Process Guide](#).



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브로드컴 세일즈 자격

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Partner Sales Certification Playlist

<https://partnerportal.broadcom.com/group/partner-portal/vmware-enablement-education>

VMware Cloud Foundation (VCF) Division

Our Mission:
Deliver a cloud computing infrastructure powered by VCF that is ubiquitous, compatible, integrated, and delivered across on-prem, service providers, and hyperscalers.

Focused VCF Products for Enablement:

VCF: VMware Cloud Foundation

- VCF Platform page
- vSphere
- vSAN
- NSX
- VMware Cloud Foundation Automation
- VMware Cloud Foundation Operations

VVF: VMware vSphere Foundation

- VVF Platform page
- Operations Management for VMware vSphere Foundation

CERTIFICATION PLAYLISTS:

Role-Based, Curated Enablement Plans for VMware vSphere Foundation:

- SALES ROLE
- PRE-SALES ROLE
- ARCHITECT ROLE
- IMPLEMENTATION ROLE
- SUPPORT ROLE

Curriculum
Partner Enablement & Certification at Broadcom
Completed
Register

Curriculum
2025 Global Anti-Bribery Course for Intermediaries
MANDATORY FOR PARTNERS. Every individual employee at an organization belonging...
Read All

Curriculum
VSP VMware vSphere Foundation 5.2 (2024)
3 hours, 30 minutes
CERTIFICATION: Successfully completing the assessment within this curriculum results...
Read All

Online Class
What's New (Technical Sales): VMware vSphere Foundation
1 hour

Video
Video Walkthrough: VMware vSphere Foundation (VVF)
33 minutes

Material
VVF Customer Presentation - VMware vSphere Foundation
CERTIFICATION: To achieve Certified Sales



브로드컴 세일즈 자격

파트너 자격 최소 요구사항

브로드컴 파트너 Tier 별로 요구하는 최소한의 자격사항 요건입니다.

Tier	Sales	Technical (Pre or Post Sales)	Tech Support
Pinnacle	4 Proven Professionals + 2 Certified Experts	2 Proven Professionals + 1 Certified Expert	None
Premier	4 Proven Professionals + 2 Certified Experts	2 Proven Professionals + 1 Certified Expert	None
Select	1 Proven Professional + 1 Certified Expert (minimum in any 1 focus product)	None	None
Registered	None	None	None

02 | 라이선스 종류



라이선스 종류

라이선스 기본 분류

VMware vSphere Standard	VMware vSphere Enterprise +	VVF (VMware vSphere Foundation)	VCF (VMware Cloud Foundation)
서버 가상화 솔루션(vSphere) 단독 제품		다양한 솔루션이 포함된 번들형 제품	
소규모 가상화 인프라	엔터프라이즈급 가상화 인프라	기본적인 가상화 플랫폼 구축 번들	하이브리드 클라우드 환경까지 고려한 최상위 번들
구독형(Subscription) 라이선스			



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라이선스 종류

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VMware vSphere Standard





ETEVERS

라이선스 종류



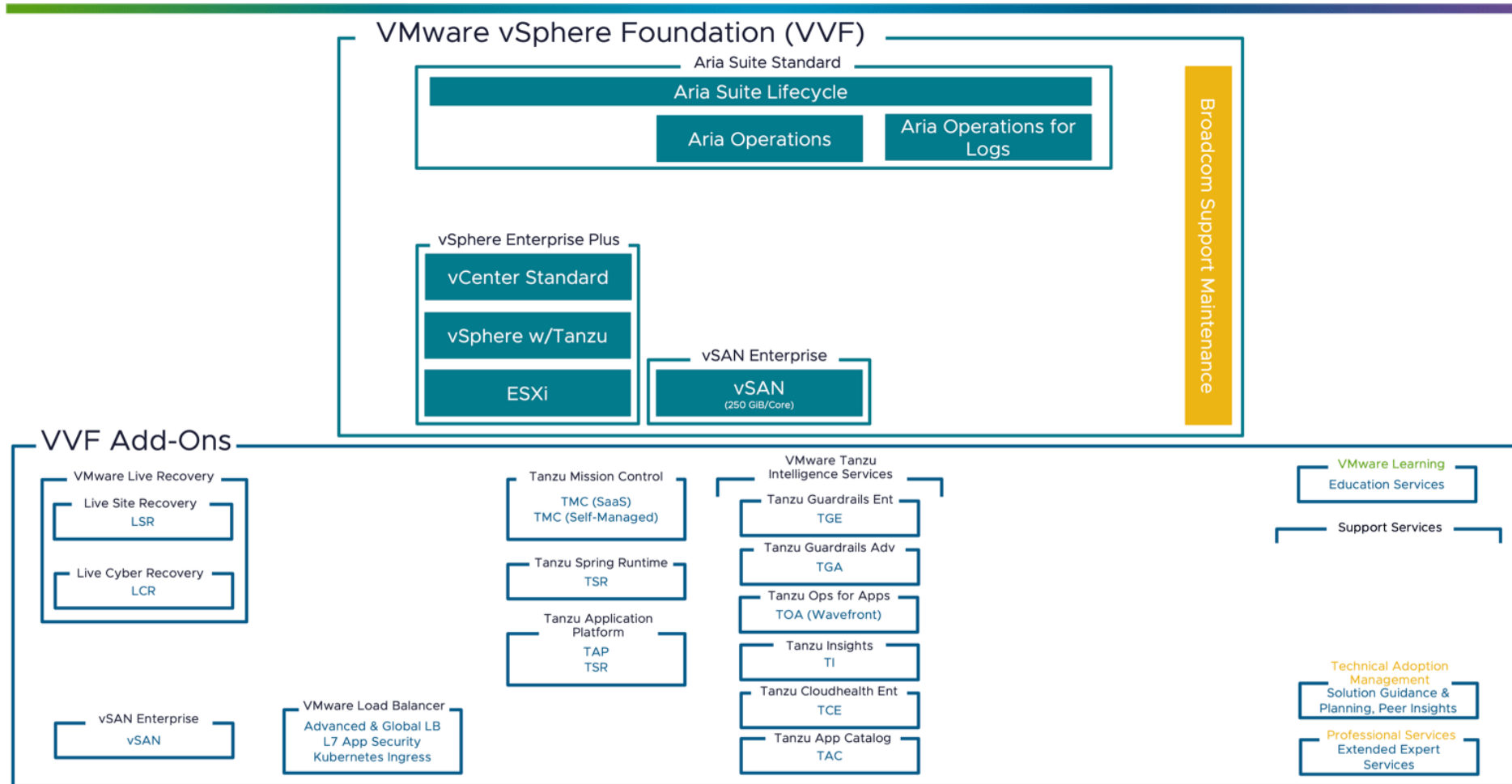
VMware vSphere Enterprise Plus





라이선스 종류

VMware vSphere Foundation(VVF)



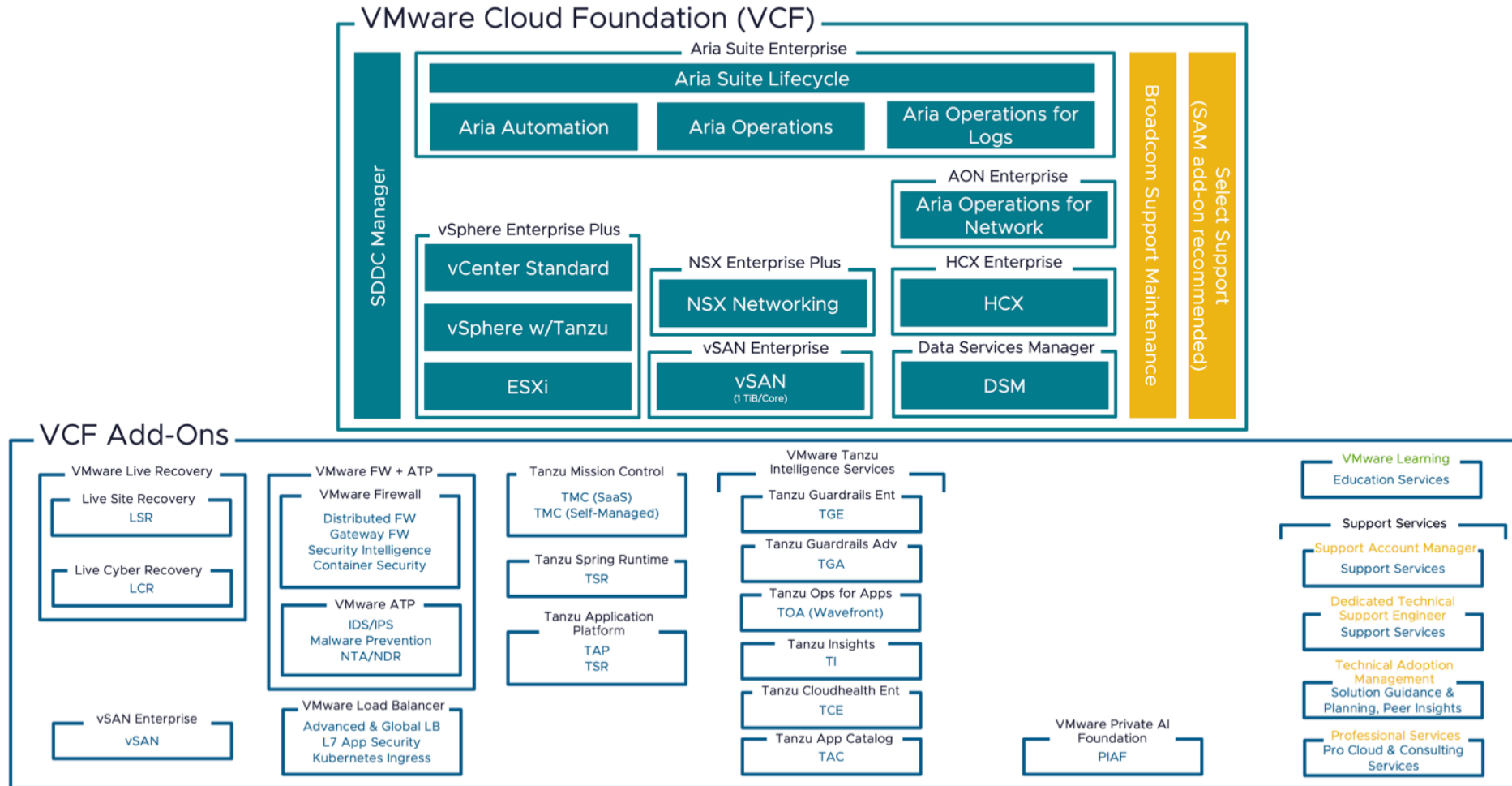


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라이선스 종류



VMware Cloud Foundation(VCF)



03 | 라이선스 비교



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라이선스 비교

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VVS vs VVEP

	VMware vSphere Standard (VVS)	VMware vSphere Enterprise Plus (VVEP)
Distributed Switch(VDS) 클러스터 수준의 네트워크 집계를 사용해 네트워크 관리 및 모니터링을 중앙 집중화	No	Yes
High Availability(HA) 시스템에 장애 발생 시, VM을 자동으로 재시작	Yes	Yes
Fault Tolerance(FT) 하드웨어 장애 발생 시, 데이터 손실이나 다운타임 없이 모든 애플리케이션을 지속적으로 사용할 수 있음	Yes (최대 2-vCPU)	Yes (최대 8-vCPU)
Distributed Resource Scheduler(DRS) vSphere 클러스터의 워크로드에 할당된 리소스의 균형을 조정	No	Yes



라이선스 비교

대표 포함 솔루션 비교

Solution	VVS/VVEP	VMware vSphere Foundation (VVF)	VMware Cloud Foundation (VCF)
vSphere 서버 가상화 솔루션 ESXI + vCenter	vSphere Standard (vSphere with Tanzu 미포함)	vSphere Enterprise + (vSphere with Tanzu 포함)	vSphere Enterprise + (vSphere with Tanzu 포함)
vSAN 스토리지 가상화 솔루션	X	250GiB/Core	1TiB/Core
Aria Suite Aria 제품군을 통합하는 클라우드 관리 솔루션	X	Aria Suite Standard (Aria Automation X)	Aria Suite Enterprise (Aria Automation O)
NSX 네트워크 가상화 솔루션	X	X	O

04 | 기타 라이선스 관련 안내



라이선스 확인 방법

라이선스 확인 방법

브로드컴 서포트 포탈에서 확인하실 수 있습니다. (<https://support.broadcom.com/>)

The screenshot shows the Broadcom support portal interface. At the top, there is a navigation bar with the Broadcom logo and links for Products, Solutions, Support and Services, Company, and How To Buy. A user profile 'Yebin Oh' is visible in the top right corner. A search bar is located below the navigation bar. On the left side, there is a dark sidebar menu with options like My Dashboard, My Entitlements, My Downloads, My Cases, Trials & Beta, Documentation, Security Advisories, All Products, and Contact Support. The main content area displays a 'My Dashboard - VMware Cloud Foundation' page. A dropdown menu is open from the user profile, listing various software categories. The 'VMware Cloud Foundation' option is highlighted with a red box and labeled '② 제품 선택'. The 'Mainframe Software' option is also highlighted with a red box and labeled '① 상단 박스 클릭'. Below the dropdown, there are sections for 'Case Overview' (showing 3 total cases, 0 open, 3 closed), 'Downloads History' (showing a bar chart for the last 6 months), 'Knowledge Base Articles' (with a 'Browse All' button), and 'Critical Alerts'.

우측 상단 박스를 클릭하여 제품을 선택합니다.



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라이선스 확인 방법

라이선스 확인 방법

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BROADCOM Products Solutions Support and Services Company How To Buy

Yebin Oh

My Entitlements

My Entitlements Fulfillment Dashboard

① My Entitlements 클릭

PLA Products Active Search by product name, serial number, site ID

Site Name	Site ID
Etevers	

1 to 1 of 1 records

② Site Name 확장

[My Entitlements] 메뉴를 선택하고 [Site Name]을 확장합니다.



서포트 포탈 가이드

<https://etevers-dn.atlassian.net/wiki/x/K4CFAg>



라이선스 확인 방법

라이선스 확인 방법

The screenshot shows a VMware license management interface. At the top, there are several rows of licenses with buttons for 'Entitlement Details' and 'Product Details'. The 'VMware vSphere ESXi' row is highlighted with a red box around its 'Entitlement Details' button, with a red arrow and the text 'Details 클릭' pointing to it.

Below this is a table with the following columns: Serial Number, Status, PLA Details, Contract Details, Downloads, Licenses, and Cases. The table contains several rows of licenses. The 'VMware vSphere ESXi' row is highlighted with a red box around its 'Licenses' icon, with a red arrow and the text '라이선스 아이콘 클릭' pointing to it.

Serial Number	Status	PLA Details	Contract Details	Downloads	Licenses	Cases
VMware vCenter Server	Active				Entitlement Details, Product Details	
VMware vSphere ESXi	Active				Entitlement Details, Product Details	
VMware vSphere ESXi	Active				Licenses (highlighted)	
VMware vSphere ESXi	Active				Entitlement Details, Product Details	
VMware Aria Suite	Active				Entitlement Details, Product Details	
VMware vSphere ESXi	Active				Entitlement Details, Product Details	

At the bottom of the interface, there is a footer with 'ETEVERS CO.LTD', the ID '17018678', and a 'Top' button.

[Entitlements Details]
버튼을 클릭하고,
라이선스 아이콘을
클릭합니다.



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라이선스 확인 방법

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라이선스 확인 방법

The screenshot shows the Broadcom Licensing interface. At the top, there is a navigation bar with the Broadcom logo and links for Products, Solutions, Support and Services, Company, and How To Buy. A search bar and user profile (Yebin Oh) are also present. The main content area is titled 'Licensing' and includes an information banner: 'Non-VMware product license keys can be found by searching the My Entitlements page'. Below this, there are buttons for 'Export To CSV', 'Merge License', and 'Move License', along with a search bar: 'Search by Support Product, License Key, Seri...'. A table of licenses is displayed with the following columns: License Key, Product Name, Quantity, and Contract End Date. The first row of the table is highlighted with a red box around the 'License Key' header and the text '라이선스 키 부분' (License Key part) in the first column cell. The table contains the following data:

License Key	Product Name	Quantity	Contract End Date
라이선스 키 부분	VMware SDDC Manager 5.1 for Cloud Foundation	1024 Instance	2024-08-08
	VMware NSX Networking for Cloud Foundation	1024 Core	2024-08-08
	VMware HCX Enterprise	1024 Core	2024-08-08
	VMware HCX Advanced	1024 Core	2024-08-08

[License Key] 란에서 키 값 확인이 가능합니다.



FY25 주요 변화/안내 사항

VVF 라이선스 vSAN 용량 증가 및 Trial 정책 변경

- FY25 부터 VMware vSphere Foundation(VVF) 라이선스에 포함된 vSAN 제품의 용량이 코어 당 100GiB 에서 250GiB로 증가되었습니다.
- VVF의 경우, 무료 제공분이 vSAN Trial 이었지만, Trial 개념이 없어지고 VCF와 동일한 방식으로 Add On을 구매하도록 변경되었습니다.

기존 VVF 정책

- vSAN 용량: 코어 당 100 GiB 제공
- vSAN Trial: 100 GiB 이상의 용량이 필요하다면, 총 용량만큼 추가 구매 필요



변경 VVF 정책

- vSAN 용량: 코어 당 250 GiB 제공
- vSAN Trial 폐지: 250 GiB 이상의 용량이 필요하다면, 필요한 만큼의 용량만 추가 구매 (VCF Add On 구매 방식과 동일)

SKU 변화

- 기존 vSphere Essential Plus 가 EOA되고, vSphere Enterprise Plus가 SKU로 추가되었습니다.
- 따라서, 기본 구독 SKU는 vSphere Standard, vSphere Enterprise Plus, VVS, VCF 로 변경되었습니다.
- 그 외 구독 모델로 VCF Edge SKU와 VCF for VDI SKU 또한 새롭게 추가되었습니다.



FY25 주요 변화/안내 사항

VMware Desktop Hypervisor 무료 제공

- 2024년 11월 11일부터 Desktop Hypervisor 제품인 VMware Workstation과 VMware Fusion이 무료로 제공됩니다.
- 상업적, 교육적, 개인적 용도 모두 자유롭게 사용이 가능합니다.

VMware Desktop Hypervisor 구독

- Desktop Hypervisor 제품이 무료로 제공됨에 따라, VCF-DH-PRO(VMware Fusion & Workstation Pro) 구독 모델이 종료됩니다.
- 현재, 이미 상업 계약을 체결한 고객의 경우에는 계약 기간이 끝날 때까지 전체 서비스와 기업 수준의 지원을 받으실 수 있습니다.
- 계약 종료 이후, 무료 사용자에게는 온라인 자원(사용자 가이드, 커뮤니티 포럼 등)을 통한 지원을 받게 됩니다.

Site ID 분리 불가

- 라이선스 코어 수량을 구매하였을 때, Site ID로 라이선스가 매핑되며 해당 정보는 변경되지 않습니다. 따라서, 고객이 임의로 라이선스 수량을 분리해 다른 Site ID를 가진 자회사에 할당하는 것은 불가능합니다.



Workstation 다운로드 방법

제품 다운로드 방법

브로드컴 서포트 포탈에서 다운 받으실 수 있습니다. (<https://support.broadcom.com/>)

The screenshot shows the Broadcom Support Portal interface. At the top, there is a navigation bar with the Broadcom logo and links for Products, Solutions, Support and Services, Company, and How To Buy. A search bar and user profile (Yebin Oh) are also visible. The main content area is titled 'My Downloads - VMware Cloud Foundation' and contains a grid of product tiles. The left sidebar menu is highlighted, with 'My Downloads' selected. A red callout points to the 'My Downloads' menu item with the text 'My Downloads 클릭'. The product tiles include items like 'No_Support_Product', 'VMmark', 'VMware Aria Automation', 'VMware Aria Operations for Integrations Management Packs', 'VMware Aria Operations for Networks', 'VMware Aria Universal', 'VMware Cloud Director App Launchpad', 'VMware Cloud Director Container Service Extension', 'VMware Cloud Director Extension for VMware Data Solutions', 'Tanzu Kubernetes releases', 'VMware Antrea', 'VMware Aria Operations', 'VMware Aria Operations for Logs', 'VMware Aria Suite', 'VMware Cloud Director', 'VMware Cloud Director Availability', 'VMware Cloud Director Encryption Management', and 'VMware Cloud Director Extension for VMware Tanzu Mission Control'.

[My Downloads] 메뉴를
선택합니다.



Workstation 다운로드 방법

제품 다운로드 방법

The screenshot shows a grid of VMware products. The product 'VMware Workstation Pro' is highlighted with a red rectangular border. A red callout box with a circled '1' points to this product, containing the text: '① VMware Workstation Pro 선택 (Workstation Player는 기존에도 무료)'. The grid includes the following products:

- VMware Live Recovery
- VMware NSX Data Center for vSphere
- VMware NSX-T Data Center
- VMware Private AI Services CLI
- VMware Skyline Collector
- VMware Validated Design for Software-Defined Data Center
- VMware Workstation Pro**
- VMware vCenter Server
- VMware vCloud NFV
- VMware vCloud Suite
- VMware vCloud Suite Subscription
- VMware NSX
- VMware NSX Intelligence
- VMware Photon Platform
- VMware Site Recovery Manager
- VMware Tools
- VMware Workstation Player
- VMware vCenter Cloud Gateway for vSphere+
- VMware vCenter converter
- VMware vCloud NFV OpenStack Edition
- VMware vCloud Suite Platinum
- VMware vCloud Usage Meter

At the bottom left of the screenshot is a blue circular icon with a white symbol. At the bottom right is a dark grey button with the text 'Top' and a red speech bubble icon.

[VMware Workstation Pro]를 선택합니다.

VMware Fusion 제품도 동일하게 다운로드 가능합니다.



Workstation 다운로드 방법

제품 다운로드 방법

The screenshot shows the Broadcom VMware Workstation Pro download page. The page title is "VMware Workstation Pro". There is a search bar with the text "Search by Release or Language" and a "Product Download Help" button. A list of products is displayed, with the first item, "VMware Workstation Pro 17.0 for Windows", highlighted in a red box. The list also includes "VMware Workstation Pro 17.0 for Linux", "VMware Workstation Pro 16.0 for Windows", "VMware Workstation Pro 16.0 for Linux", "VMware Workstation Pro 15.0 for Windows", and "VMware Workstation Pro 15.0 for Linux". The page is in English, as indicated by the "English Only" checkbox. The sidebar on the left contains navigation options: My Dashboard, My Entitlements, My Downloads, My Cases, Trials & Beta, My Tools, Documentation, Security Advisories, All Products, and Contact Support.

데스크탑 OS에 적합한 버전의 제품을 선택합니다.



Workstation 다운로드 방법

제품 다운로드 방법

The screenshot shows the VMware Workstation Pro download page. The page title is "VMware Workstation Pro" and it includes a "Product Download Help" link. A search bar is present with the text "Search by Release or Language". A filter for "English Only" is checked. The main content area displays a table of release information for "VMware Workstation Pro 17.0 for Windows". The table has columns for Release, Release Level Info, and Language. The release version "17.6.1" is highlighted with a red box, and a red annotation "① 릴리즈 버전 선택" points to it. A "Top" button with a speech bubble icon is located at the bottom right of the table.

Release	Release Level Info	Language
17.6.1	524543	English
17.6	522389	English
17.5.2	520398	English
17.5.1	208710	English
17.5	208708	English

하단에 나타나는
리스트에서 원하는
릴리즈 버전을 선택합니다.



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Workstation 다운로드 방법

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제품 다운로드 방법

BROADCOM Products Solutions Support and Services Company How To Buy

Yebin Oh

← VMware Workstation Pro (For Windows) 17.6

Product Download Help

Primary Downloads Open Source

Search 17.6 522389 English

① 이용 약관 동의 체크

I agree to the [Terms and Conditions](#)

Expand All

VMware Workstation Pro (For Windows) Release 17.6 Release Level Info 522389

File Name	Release Date	Last Updated	SHA2	MD5
VMware Workstation Pro for Windows VMware-workstation-full-17.6.0-24238078.exe(447.97 MB) Build Number: 24238078	Sep 03, 2024	Aug 28, 2024	e34461ffbcb38ca7baa7928f7f37575ef31129961099eae96b43a64b06462778	ff4007cc5af53d83790fe87ed2d850f5

② 다운로드 버튼 클릭

좌측 상단의 이용약관 동의 체크박스를 체크해줍니다.

우측의 다운로드 버튼을 클릭해 설치파일을 다운로드 할 수 있습니다.



End of Documents

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