Your Next VMware Cloud Partner, by the Numbers

From 4,500 to a Few:

THE SHRINKING PARTNER ECOSYSTEM

The VMware Program Shakeup

Advantage Partners

4,500+ VMware

vmware

500 Broadcom Advantage Partners

Broadcom

PINNACLE

OTAVA = One of the Pinnacle Tier

~150 Partners globally

was invited to stay and help displaced MSPs move forward with confidence.

Broadcom's restructuring slashed program access by nearly 90%. OTAVA

Dedicated VCF Infrastructure.

WHAT OTAVA OFFERS

Free for 3 Months, Plus Free Migration Cloud backup



250 TB

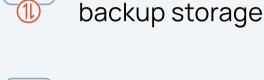
10 dedicated hosts





Enterprise-grade

Tier 2 storage





licensing

firewalls (NSX or FortiGate)

VMware + Windows OS



M365 backup

Start strong, scale smart – without

disrupting service or budget.

Non-renewal

July 15, 2025

commitment after

Discounted rates with a 1-year

THE BROADCOM COUNTDOWN

Licensing limbo is real. Use this timeline to stay in control. Departing partners can

5 Critical Dates MSPs Can't Miss

- no renewals, no expansions, notices issued to departing partners

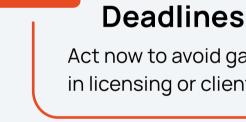
> VMware Advantage Program & white-labeling officially sunset

October 31, 2025

November 1, 2025

only fulfill existing contracts

and no new business



Act now to avoid gaps in licensing or client service

BEFORE & AFTER — PARTNER PROGRAM SHIFT

Contract

Expiration

2026+

Time to align with a compliant,

partner-focused provider like OTAVA

A Changed Landscape: What MSPs

AFTER

OTAVA

Free-entry **Tightened** model ecosystem

OTAVA gives you back what was lost and more:

technical support, licensing, and full partner enablement.

Are Losing — and How OTAVA Fills the Gap

Program Changes 4,500 Partners in the VMware Advantage Program Broad VMware access Flexible licensing Self-guided growth

Before Broadcom's

BEFORE

provider

More Than a Provider:

No-poaching policy

cloud and DRaaS

WHY CHOOSE OTAVA?

Partner Model ~150 Global partners remain · Licensing revoked · No new client provisioning Compliance and renewal risks

Now: Invitation-Only

A True Partner for Partners

and presales

ISO compliant

Dedicated engineering

Authorized VMware Cloud Foundation Wholesale pricing

White-labeled SOC 2, HIPAA, PCI,

OTAVA powers your cloud while you keep

the client relationship and the margin.

but your opportunities don't have to. Talk to OTAVA today to protect your customers and revenue, migrate with confidence, and grow your MSP practice.

The partner program may be shrinking,