

# Your Arrow VMware Specialist Team

## Covering SDDC and EUC Solutions

### SDDC Specialists:

NSX SE, Darren Sharenko (512 815 9667 / [dsharenko@arrow.com](mailto:dsharenko@arrow.com))  
NSX CM, Oliver Gatchell (719-231-2855 / [oliver.gatchell@arrow.com](mailto:oliver.gatchell@arrow.com))

### EUC Specialists:

EUC SE, Caleb Drawdy (470-281-8826 / [caleb.drawdy@arrow.com](mailto:caleb.drawdy@arrow.com))  
EUC CM Mike Webb (720-273-0933 / [miwebb@arrow.com](mailto:miwebb@arrow.com))

### Specialist Responsibilities:

- Manage demand generation, growth, enablement and assessments across the prescribed product set.
- Work with VMware specialists to grow partner capabilities
- Drive demand for set number of Assessments in territory each quarter

### Engineer Responsibilities:

- Technical Training and education for Partners
- Assessment Training
- Assessment ride- along
- Assessments on behalf of partners
- Deliver set number of assessments by partner or on behalf of.

