

vRealize Suite / vCloud Suite Detailed PnP Questions

1. I have vCloud Suite Enterprise and use SRM

a. Am I still entitled to use this product?

Existing customers, who own vCloud Suite Enterprise prior to the March 1 PnP change, will be entitled to a per-CPU license of SRM and will be able to use this for existing deployments.

b. How will I purchase future capacity?

To expand their SRM capacity, customers must have purchased vCloud Suite 6 Enterprise prior to the March 1 PnP change. For these customers, SRM will be available for sale on a per-CPU basis. Net new vCloud Suite 7.0 Enterprise customers will not be eligible to purchase this SKU. This SKU is currently available for ELAs only. The list price for a per-CPU license of SRM is US\$3,995 (see country specific price list for the list price in your region).

2. I have vCloud Suite Advanced/Enterprise and use VCM:

a. Am I still entitled to use this product?

vCloud Suite 6 Enterprise customers

For existing customers, who own vCloud Suite Enterprise prior to the March 1 PnP change, VCM deployments will remain covered as they are entitled to the US\$1 VCM add-on SKU; no action is required.

vCloud Suite 6 Advanced customers

For existing customers, who own vCloud Suite Advanced prior to the March 1 PnP change, requiring VCM coverage will have to go through an exception process. Please send a VCM download access request email to msbu_pnpescalations@vmware.com.

This is a deliberate attempt to restrict the footprint of VCM for host level compliance capabilities and is in anticipation of the vRealize Air Compliance capabilities being natively available in vRealize Operations as part of the roadmap.

b. How do I purchase future VCM capacity?

You can purchase standalone vRealize Operations Advanced or Enterprise to acquire new VCM licenses. If there is customer considering a large VCM footprint expansion, please contact msbu_pnpescalations@vmware.com to explore an exception process.

The US\$1 VCM add-on SKU is for entitlement purposes only and is not a standalone offering.

3. **I have vCloud Suite Advanced and or Enterprise and want to add App Monitoring on a per VM basis, but don't want to pay the whole price of vR Ops Enterprise per VM as I've already paid for the Advanced version in my purchase of vCloud Suite.**

vCloud Suite/vRealize Suite 7.0 Standard and Advanced customers can purchase the vRealize Application Monitoring Add-on, which is offered on a per-PLU metric, to add this capability.

vCloud Suite/vRealize Suite 7.0 Enterprise includes Application Monitoring.

4. **I have an ELA with uncapped entitlement for vCloud Suite – am I now entitled to uncapped PLUs of vRealize Suite to use in Public Cloud?**

There are two parts of this issue (1) New ELAs where you may want to provide unlimited vRS/vCS licenses (2) Existing ELAs where you have already provided unlimited vCS licenses.

The only difference between the two scenarios is that one already has a contract in place, where we have less room to make changes, and the other is a new contract where we have more freedom to define restrictions.

For all new ELAs after March 1, 2016 where we want to provide unlimited use of vRealize Suite 7.0 or vCloud Suite 7.0, there is a mechanism to cap the off-vSphere PLU usage in the contract. This has been approved by the pricing committee. The legal team is putting together the statement that will go in the contract so please stay tuned for further communication on this topic. This legal clause capping the PLU usage needs to be included in the contract and our legal team/deal desk are working on this. Please ensure that your contract has this.

An easy way to understand the restriction is if a customer is deploying 1,000 CPUs at the time of signing the contract, the customer will receive *only* 1,000 PLUs. The customer can hence take a maximum of 1,000 PLUs to the public cloud. The customer can always expand the on-premises CPU capacity in an unlimited way as per the contract. For example, this customer can now manage 1,000PLUs x 15OSIs in public cloud and have 5,000 CPUs on-premises during the duration of the contract.

For existing contracts with unlimited vCloud Suite licenses, customers remain entitled to unlimited usage on vSphere. Customers will receive new off-vSphere capacity with the PLUs. Please stay tuned on further details as we are exploring legal ways to cap PLU usage for existing contracts. The product guide is being updated to reflect the restriction.

Just like the example above, if the customer had 1,000 CPUs when signing the ELA contract, the customer is entitled to only 1,000 PLUs. This customer can take a maximum of 1,000 PLUs to the public cloud. The customer can continue to expand

the on-premises CPU capacity in an unlimited way as per the contract and will be able to have 1,000 CPUs or more on-premises. There may be some more restrictions that we may impose to account for consolidation ratios and reduced footprint, etc. based on the legal team's advice. Stay tuned.

5. I listened to the VMware Earnings call – Pat Gelsinger announced vRealize would manage Azure workloads – when will this be available?

Azure support currently requires Professional Services. Out of the box support is on our roadmap.

6. I'm confused by the changes to vRealize Business – please clarify?

Confusion 1: vRealize Suite/vCloud Suite 7.0 includes full vRealize Business capabilities, including enterprise IT financial Management capabilities, because it includes vRealize Business for Cloud ADV

Clarification:

- vRealize Suite 7.0 Advanced and Enterprise include vRealize Business for Cloud Advanced. This does not include Enterprise IT Financial management capabilities.
- Enterprise IT Financial Management capabilities are included in only the standalone product - vRealize Business Enterprise
- vRealize Business Advanced is no longer available for sale.

Confusion 2: vRealize Business for Cloud ADV is same as vRealize Business ADV

Clarification:

- vRealize Business for Cloud ADV includes the cloud costing, comparison, and planning capabilities for hybrid cloud environments
- vRealize Business ADV is EOA. Customers who own this edition and are on active SnS will be entitled to vRealize Business Enterprise.
- Please note that vRealize Business for Cloud Advanced is a different offering from vRealize Business Advanced

Entitlement Paths

- vCloud Suite 6.x Standard customers, by upgrading to vCloud Suite 7.0 Standard, get vRealize Business for Cloud Standard
- vCloud Suite 6.x Advanced/Enterprise customers, by upgrading to vCloud Suite 7.0 Advanced/Enterprise, get vRealize Business for Cloud Advanced
- vRealize Business Standard 6.x customers are entitled to vRealize Business for Cloud 7.x Advanced

- vRealize Business Advanced 8.x customers are entitled to vRealize Business Enterprise
- vRealize Business Enterprise 8.x customers are entitled to vRealize Business Enterprise – No change

For more information on vRealize Business, see attached summary slides. Please address further questions to Simon Lee.

7. What can I do with the restricted version of Log Insight provided with vCenter Server STD? If I have multiple vCenter Servers can I combine the LI into a single instance?

With Log Insight for vCenter, customers can do log analysis on 25 log streams for vSphere hosts, vCenter, and VMware Content Packs. However, this version does not have enterprise features (clustering, log forwarding, event forwarding, archiving) and multiple restricted versions of Log Insight within vCenter Servers cannot be combined into a single instance.

	Log Insight for vCenter	Full Log Insight
Availability	25 Log Streams available with vCenter Server STD	All vRS editions All vCS editions
Platform		
Dashboards	x	x
Custom Dashboards	x	x
Interactive Analytics	x	x
vSphere Integration (Collect from vCenter, ESXi)	x	x
vR Ops Integration	x	x
Alerting	x	x
Machine Learning/Analytics	x	x
Active Directory Integration	x	x
Agents	x	x
Role-based access control	x	x
Customer Experience Improvement Consent		x
Advanced Features		
Clustering		x
High Availability		x
Event Forwarding		x
Archiving		x
Content Packs		
Content Pack Marketplace	x	x
VMware Content Pack	x	x
Import Custom Content Packs		x
3rd Party Content Packs		x

8. If I purchase vCloud Suite 7.0 – what can I downgrade to?

You cannot downgrade a license.

9. How do I upgrade from vSphere/VSOM versions to vCloud Suite?

Available paths are summarized below for vSphere STD, vSphere ENT+, and vSOM ENT+. To leverage these upgrade SKUs, vSphere ENT, vSOM STD, and vSOM ENT customer must first transition to vSphere STD, vSphere ENT+, or vSOM ENT+.

vSOM ENT+

Customers can upgrade vCloud Suite 7.0 using the following upgrade SKUs:

SKU	Description
CL7-OEPL-STD-UG-C	Upgrade: VMware vSphere 6 with Operations Management Enterprise Plus (Per CPU) to VMware vCloud Suite 7 Standard
CL7-OEPL-ADV-UG-C	Upgrade: VMware vSphere 6 with Operations Management Enterprise Plus (Per CPU) to VMware vCloud Suite 7 Advanced
CL7-OEPL-ENT-UG-C	Upgrade: VMware vSphere 6 with Operations Management Enterprise Plus (Per CPU) to VMware vCloud Suite 7 Enterprise

vSphere STD and vSphere ENT+

Given that vCloud Suite 7.0 is a bundle of vRealize Suite and vSphere, customers can purchase new licenses of vRealize Suite to acquire the same Cloud Management functionality within vCloud Suite. Therefore, is no upgrade SKU from vSphere to vCloud Suite 7.0.

SKU	Description
VR7-STD-C	VMware vRealize Suite 7 Standard (Per PLU)
VR7-ADV-C	VMware vRealize Suite 7 Advanced (Per PLU)
VR7-ENT-C	VMware vRealize Suite 7 Enterprise (Per PLU)

10. VCM is no longer part of the Suite – does this mean VMware no longer wants to sell VCM?

This is a deliberate attempt to restrict the footprint of VCM for host level compliance capabilities and is in anticipation of the vRealize Air Compliance capabilities being natively available in vRealize Operations as part of the roadmap.

11. vRealize Business Enterprise is no longer part of the suite – why?

vRealize Suite editions were designed to address three core use cases: Intelligent Operations, Automated IT to IaaS, and DevOps. Enterprise IT Financial Management capabilities of vRealize Business Enterprise was removed from the new vRealize Suite line up because this was not aligned to these use cases.

Few common customer/deal scenarios

1. What happens if I receive a quote before/after March 1, 2016?

Deal desk will honor quotes received before March 1, 2016 as follows:

- ELA deals: Until the end of 2016 Q1
- Transactional deals: For 30 days from the original quote date

For example, if there is a non-ELA customer, who is interested in vCloud Suite Enterprise, and you have received a quote on Feb 27, 2016, the customer will be able to acquire vCloud Suite Enterprise 6 even after the March 1, 2016 PnP change. Once vCloud Suite 6.0 Enterprise has been acquired, the customer will also be entitled to vCloud Suite 7.0 Enterprise based on the PnP changes.

2. My customer has 10 CPUs of vSphere Standard and I would like to take them to vRealize Suite 7.0 Advanced. I could not find any upgrade paths to vCloud Suite 7.0. What should I do?

With the March 1, 2016 PnP changes, vCloud Suite 7.0 is now a bundle of vRealize Suite and vSphere. Therefore, upgrades are no longer necessary from vSphere to vCloud Suite as current vSphere customers can simply purchase vRealize Suite to acquire the full Cloud Management Platform capabilities. This applies to both vSphere Standard customers and vSphere Enterprise Plus customers.

For a customer with 10 CPUs of vSphere Standard interested vRealize Suite 7.0 Advanced, the customer should purchase 10 PLU licenses of vRealize Suite 7.0 Advanced for US\$62,450 (US\$6,245 per PLU; SnS separate; see country specific price list for the list price in your region).

3. My customer has 500 OSIs (20 x 25-OSI bundle packs) of vRealize Operations Advanced and I would like to take them to vRealize Suite 7.0 Standard. What should I do?

Upgrade paths are available from various Standalone Management products to vRealize Suite as summarized in the table below. Each of the upgrade paths have been designed to maximize the customer's previous purchase so the number of Portable License Units (PLU) of vRealize Suite that customers end up with can be different based on the upgrade SKU.

For vRealize Operations Standard upgrading to vRealize Suite 7.0 Standard, each 25-OSI bundle pack can be upgraded to 2 PLUs for US\$685 based on the table on the following page.

Expanding this to 500 OSIs (20 x 25-OSI bundle packs) of vRealize Operations Advanced, the upgrade SKU would result to 40 PLUs of vRealize Suite 7.0 Standard for US\$13,700 (20 x US\$685; see country specific price list for the list price in your region).

From \ To	vRealize Suite STD	vRealize Suite ADV	vRealize Suite ENT
vRealize Operations ENT (OSI)	✓ 4 PLUs @ \$3,965 + App. Monitoring	✓ 3 PLUs @ \$6,450 + App. Monitoring	✓ 3 PLUs @ \$6,450
vRealize Operations ADV (OSI)	✓ 2 PLUs @ \$680	✓ 2 PLUs @ \$6,180	✓ 1 PLU @ \$960
vRealize Operations STD (OSI)	✓ 1 PLU @ \$685	✓ 1 PLU @ \$3,435	✓ 1 PLU @ \$5,085
vRealize Automation ENT (OSI)	✗	✗	✓ 2 PLUs @ \$3,980
vRealize Automation ADV (OSI)	✗	✓ 2 PLUs @ \$6,180	✓ 1 PLU @ \$960
vRealize Business for Cloud ADV (OSI)	✗	✓ 1 PLU @ \$1,370	✓ 1 PLU @ \$3,020
vRealize Business for Cloud ADV (CPU)	✗	✓ 1 PLU @ \$3,570	✓ 1 PLU @ \$5,220
vRealize Log Insight (OSI)	✓ 2 PLUs @ \$2,740	✓ 1 PLU @ \$1,370	✓ 1 PLU @ \$3,020
vRealize Log Insight (CPU)	✓ 1 PLU @ \$2,470	✓ 1 PLU @ \$5,220	✓ 1 PLU @ \$6,870
vRealize Operations Insight (CPU)	✓ 1 PLU @ \$1,920	✓ 1 PLU @ \$4,670	✓ 1 PLU @ \$6,320
vSOM ENT+ (CPU)	✓ 1 PLU @ \$2,755 (Upgrade to vCloud Suite STD)	✓ 1 PLU @ \$5,255 (Upgrade to vCloud Suite ADV)	✓ 1 PLU @ \$6,755 (Upgrade to vCloud Suite ENT)

Note: Prices provided are in USD. See country specific price list for the list price in your region.

4. My customer has 800 VMs on 100 vSphere CPUs and 500 workloads on AWS. I am trying to get this customer to vRealize Suite 7.0 Advanced. How many PLUs will this customer need based on the current number of workloads?

Each PLU has a capacity of one vSphere CPU or 15 non-vSphere OSIs. In order to estimate the required capacity, follow these steps:

1. Count the # of vSphere CPU to be managed
2. Count the # of non-vSphere VMs/OSIs to be managed
3. Divide the # of non-vSphere VMs/OSIs to be managed by 15
4. Add #1 and #3 to arrive at the total capacity required

For the customer example above, this would result to 134 PLUs of vRealize Suite 7.0 Advanced:

1. 100 vSphere CPUs = **100 PLUs**
2. # of non-vSphere OSIs = 500
3. 500 non-vSphere OSIs / 15 = 33.3 PLUs → **34 PLUs**
4. Total PLUs needed: 100 + 34 = **134 PLUs**