



vSphere+ and vSAN+

Pricing and Packaging Overview

Cloud Infrastructure Business Group
July 2022

Agenda

Overview

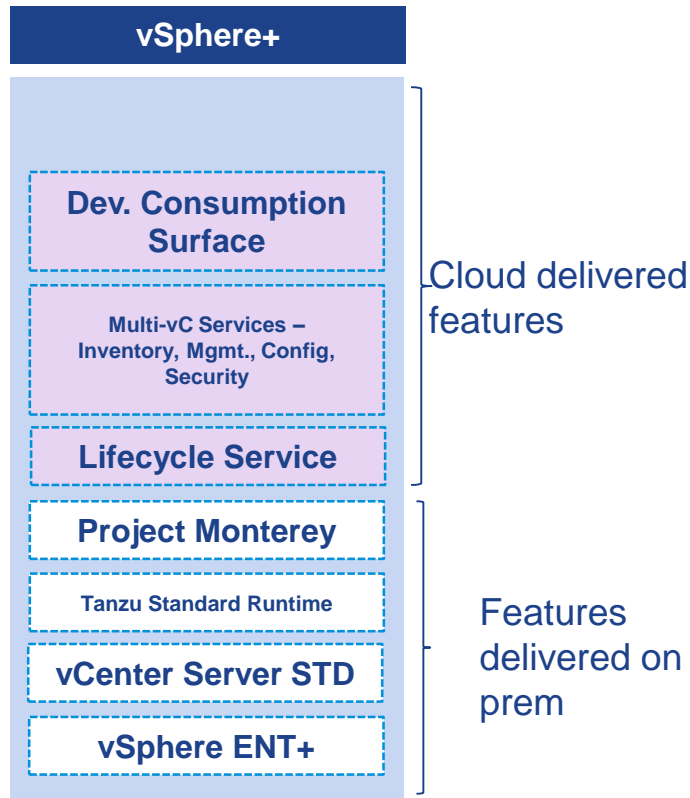
vSphere+

Subscription Upgrade Program

vSAN+

Pricing and Packaging Resources

vSphere+ Pricing & Packaging



Net New Pricing	Overages	1-Year	3-Year	5-Year
List Price - Per Core	\$0.03	\$140	\$300	\$500
List Price - Per Core - Per Year	\$263	\$140	\$100	\$100

Subscription Upgrade Pricing	Overages	1-Year	3-Year	5-Year
List Price - Per Core	\$0.03	\$75.60	\$198	\$330
List Price - Per Core - Per Year	\$263	\$75.60	\$66	\$66

• Highlights

- VMware vSphere+ is a subscription offering that is connected to VMware Cloud Services and includes Production Support
- vSphere+ is **Licensed Per Core and requires a minimum of 16 Cores per CPU**
 - A customer with a 12-Core CPU will be required to purchase a 16-Core Commitment for that CPU
- vSphere+ follows the Commit + Overages model
- vSphere Enterprise and vSphere Enterprise Plus are available for Subscription Upgrade Program to vSphere+
- vSphere+ is only available for the Direct and 2-Tier Channel routes to market. No SPFs for SUP Transactional SKUs
- Incentive Programs i.e Solution Rewards & Advantage+ applies. 15% AD+ on Net New SKUs, 10% AD+ on SUP SKUs. Targeted availability August 4.

Why Per Core Licensing?

- Aligning with industry standards – common and consistent licensing metric
- Simplifying licensing to support customer workloads across clouds

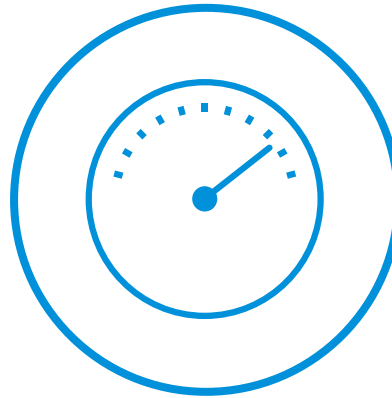
Commit + Overages Model



Commit

Customer must choose a
1/3/5-year commitment

Each CPU has set
Baseline Quantity from
which Overages is
calculated



Metering

Usage is metered hourly
The number of overage
core-hours is summed up
at the end of the month



Billing

Billed in Arrears

Subscription Upgrade Program

High Velocity

Quote 16 cores per 1 CPU; removes any dependency on customer to provide core counts prior to first quote

Predictable Pricing

For the first subscription term, the price is equivalent to 16 cores, regardless of customer's core density, which can range from 16 to 32 cores for 1 traded-in per-CPU License

Customer can come back and request additional cores and have them 100% discounted if customer provides hardware documentation proof

Monetize all Cores at Renewal

The price for the renewal term and all subsequent terms will be based on all **activated cores** in that 1 traded-in per-CPU license

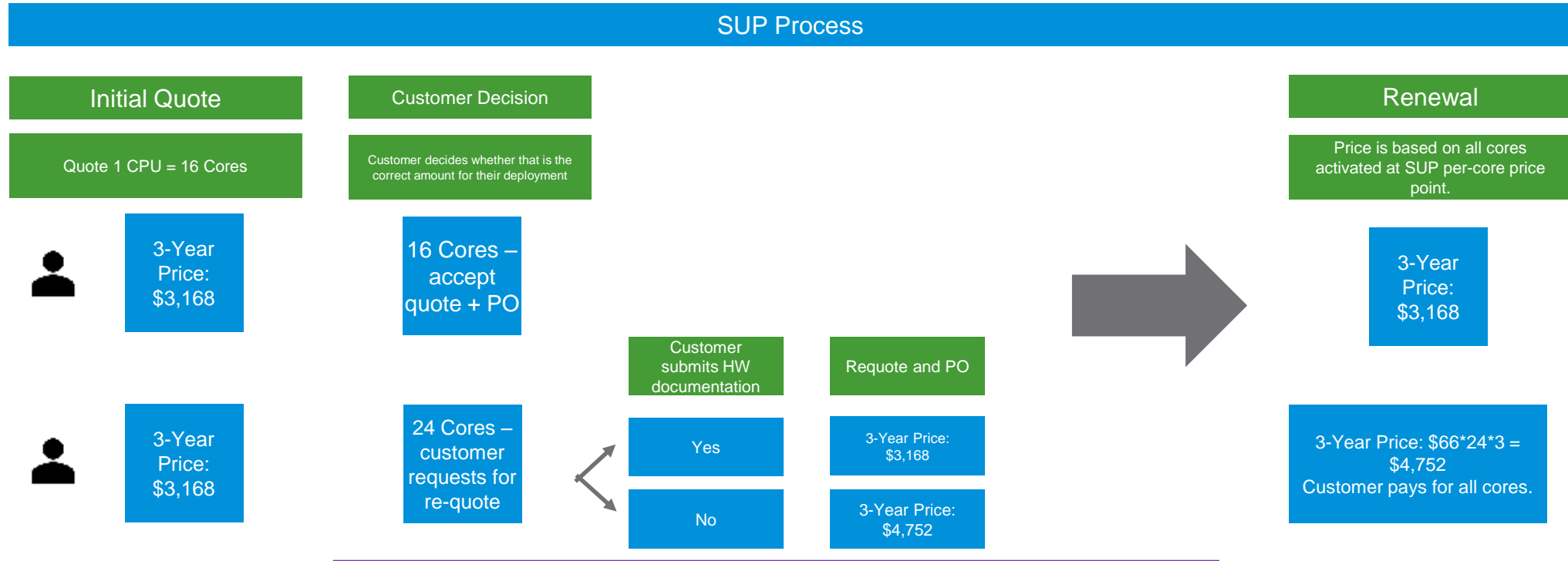
Customers with a core-dense CPU license are incentivized to have a longer first subscription term

Subscription Upgrade Program

Program Guidelines

- vSphere+ is licensed Per Core with a minimum of 16 Cores per CPU required; VMware per-CPU licensing policy allows 32 cores maximum per CPU.
- Subscription Upgrade from 1 CPU of vSphere Enterprise/Enterprise Plus to customer-equivalent number of vSphere+ Cores.
- **SUP Process designed for sales velocity and smoother customer transition to per core licensing:**
 - Quote 16 Cores for each 1 CPU
 - Customer either accepts 16 Cores = 1 CPU or informs VMware that they have more cores in that 1 CPU
 - **If customer provides documentation, VMware will issue a re-quote where the cores above 16 will be fully discounted for the first subscription term only**
 - VMware will host a website where the customer can submit documentation proof
 - **At First Renewal, all SUP Cores will be paid for at SUP price (For any cores above 16 that were 100% discounted, the discount will be valid for the first subscription term only.)**
 - **Customers with 17-32 cores can have the additional cores above 16 100% discounted for the first subscription term, so these customers are incentivized to commit to a longer first Subscription Upgrade term**
- This SUP process will be further updated later in FY23 with more automation for channel.

Subscription Upgrade Program



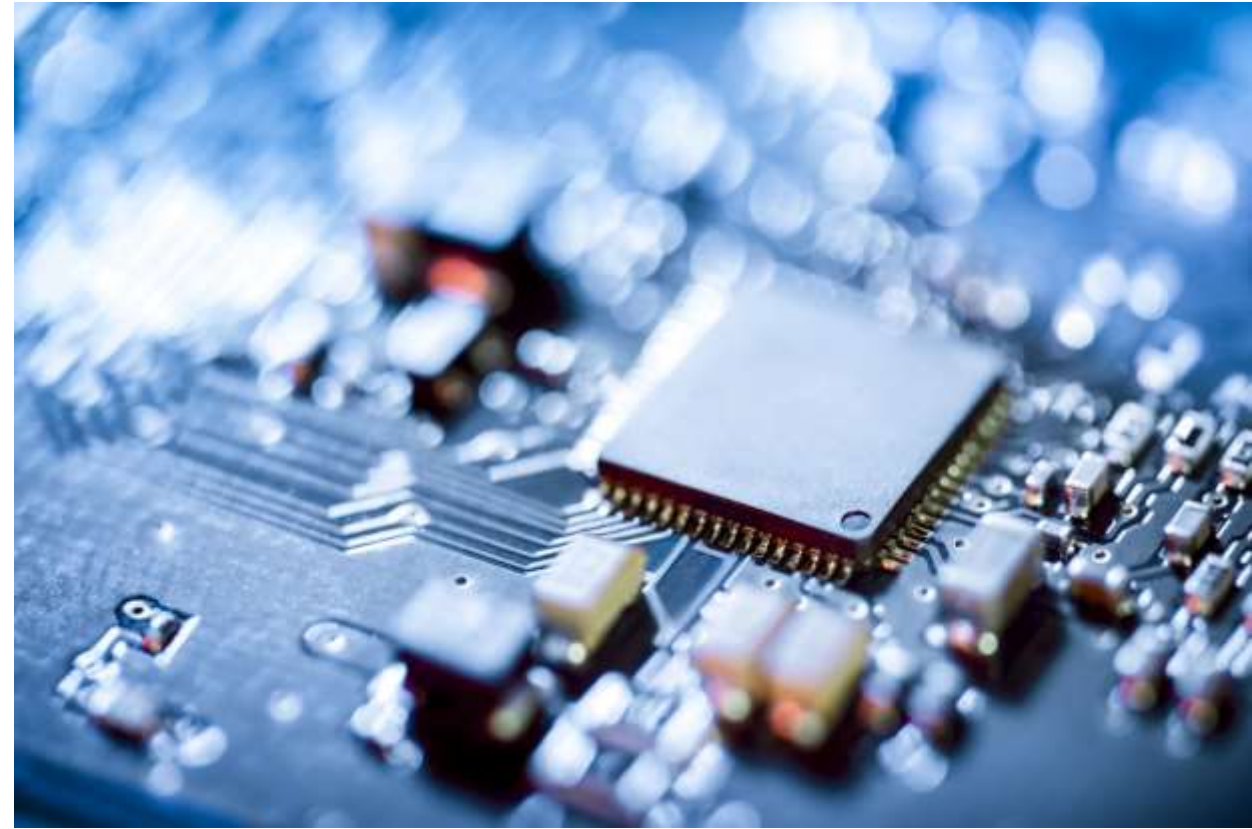
Key Points – SUP Process

- Actual number of cores will be booked in the PO.
- Customer's responsibility to submit documentation to apply for additional cores to be 100% discounted in re-quote.
- Any 100% discounted cores will be paid for at Renewal; expectation must be set with customer.

Documentation Proof

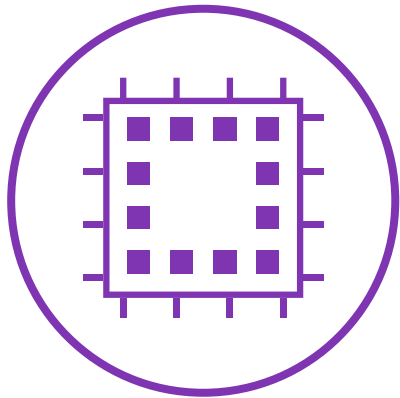
Customer to Provide if requesting 17-32 cores for traded-in per-CPU license

Inventoried environments should include date-stamped documentation of servers, processors, and assigned cores for all production hardware on which VMware vSphere Enterprise/Enterprise Plus ⁽¹⁾ is currently installed. Customers must share this with VMware as proof of hardware environment and the number of cores that were assigned to their per-CPU license.



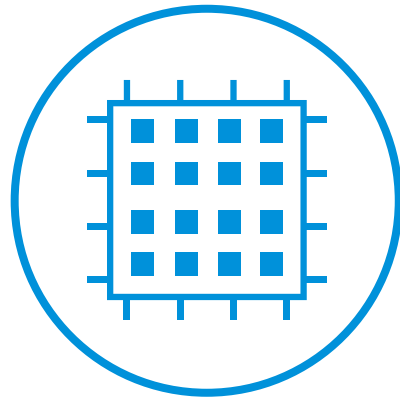
SUP Examples

Customer trades in 1 per-CPU license



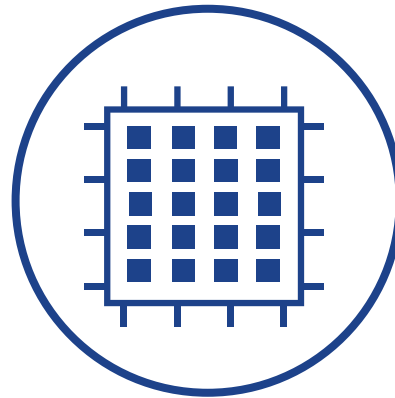
12 Cores

Customer pays 16-core-equivalent SUP price



16 Cores

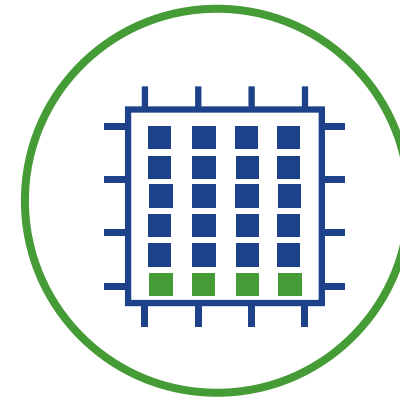
Customer pays 16-core-equivalent SUP price



20 Cores

First term:
Customer pays 16-core-equivalent SUP price;

At Renewal,
customer pays for 20 cores at SUP price.



Hardware Refresh

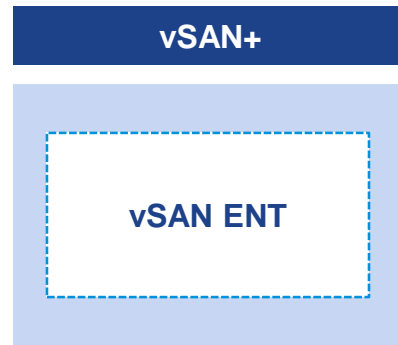
Any mid-term hardware refresh additional cores must be paid at Net New Price



Hardware Expansion

Any hardware expansion cores must be paid at Net New Price (adheres to 16 min cores/CPU licensing req)

vSAN+ Pricing & Packaging



Net New Pricing	Overages	1-Year	3-Year	5-Year
List Price - Per Core	\$0.03	\$189	\$405	\$675
List Price - Per Core - Per Year	\$263	\$189	\$135	135

Subscription Upgrade Pricing	Overages	1-Year	3-Year	5-Year
List Price - Per Core	\$0.03	\$135	\$356	\$594
List Price - Per Core - Per Year	\$263	\$135	\$119	\$119

Highlights

VMware vSAN+ is a subscription offering that is connected to VMware Cloud Services and includes Production Support.

vSAN+ is configured as an add-on to vSphere+

vSAN+ is **Licensed Per Core and requires a minimum of 16 Cores per CPU**

- A customer with a 12-Core CPU will be required to purchase a 16-Core Commitment for that CPU

vSAN+ follows the Commit + Overages model

vSAN Enterprise is the only edition available for Subscription Upgrade to vSAN+



- Note, customers that have purchased vSAN Enterprise Plus, which is a soft bundle consisting of two components, vSAN Enterprise and vRealize Operations Advanced, can SUP the vSAN Enterprise component to vSAN+

vSAN+ is only available for the Direct and 2-Tier Channel routes to market. No SPFs for SUP Transactional SKUs

Incentive Programs i.e Solution Rewards & Advantage+ applies. 15% on Net New SKUs, 15% on SUP SKUs. Targeted availability August 4.

vSphere/vSAN Compatibility Matrix

- Currently, only vSphere+ and vSAN+ subscriptions or its perpetual equivalents are compatible together
- “Mixed mode” deployments within a single vCenter is not supported

		vSphere	
		Perpetual	vSphere+ Subscription
vSAN	Perpetual		
	vSAN+ Subscription	