

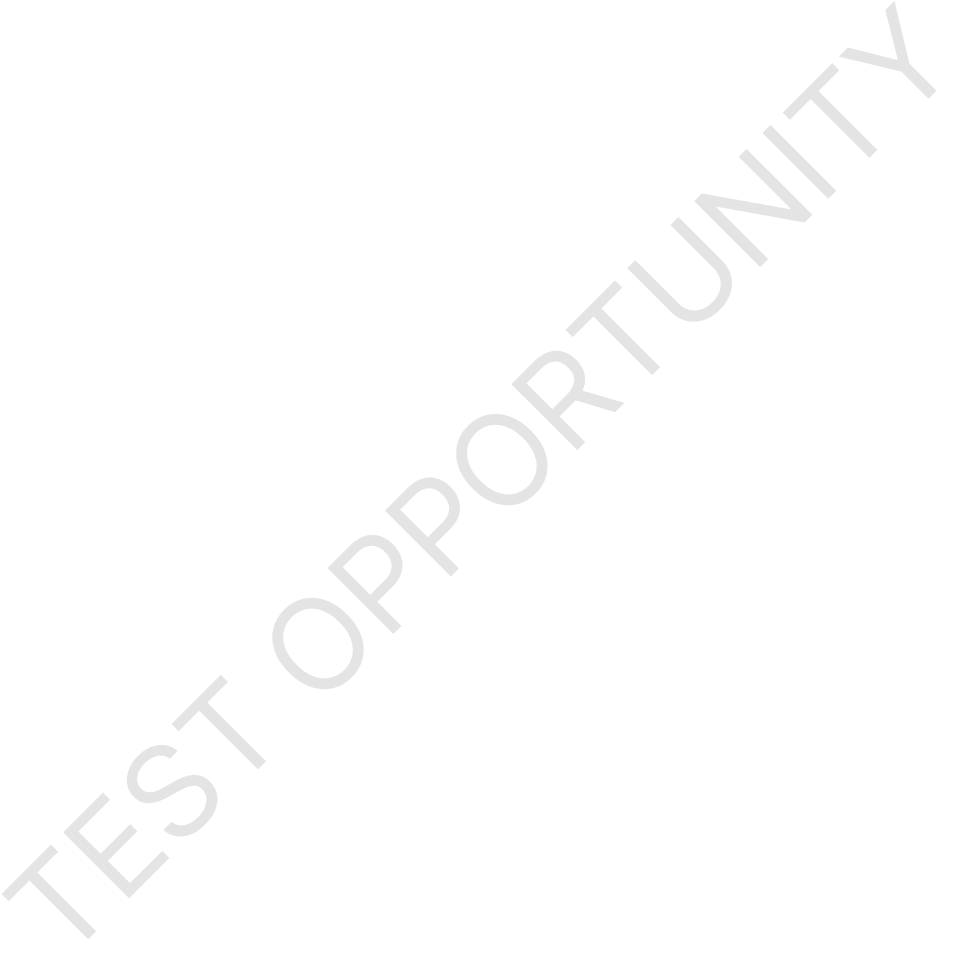
**IBM Cloud for VMware Solutions Proposal**



**Prepared for: Test Customer**

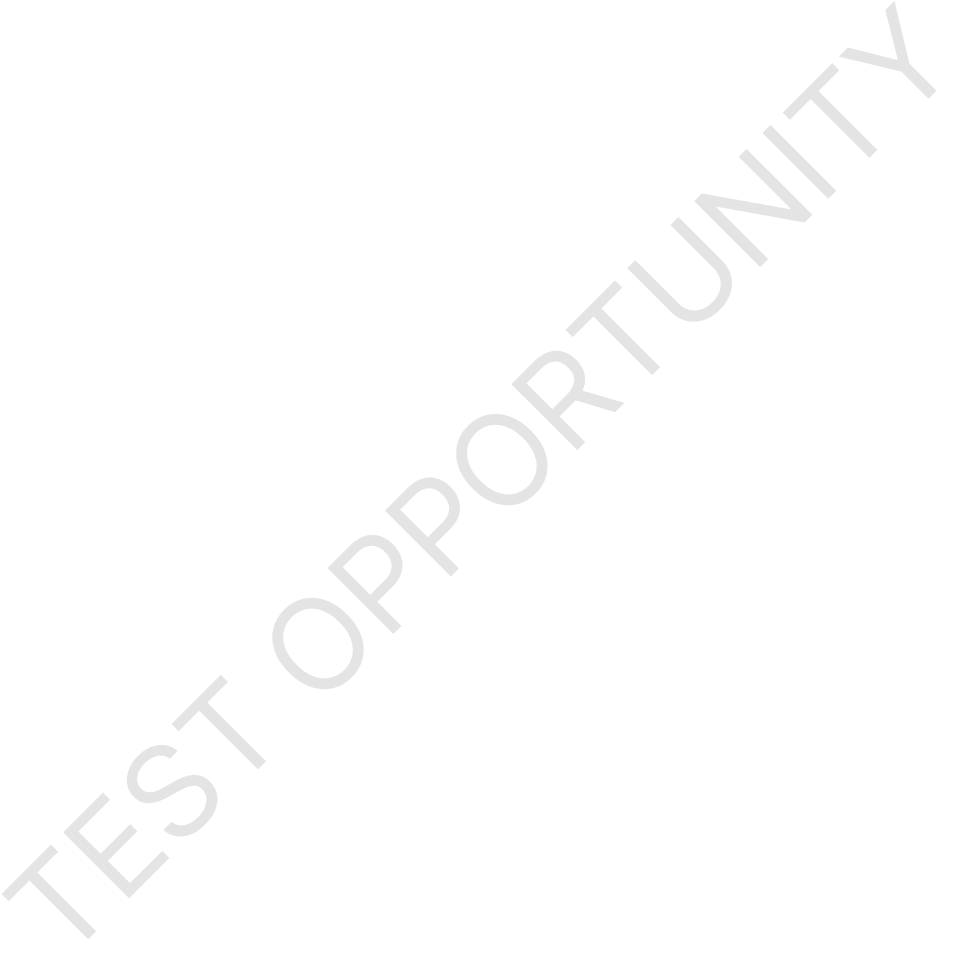
**Prepared by: jvenuto@us.ibm.com**

**Prepared on: 10-8-2025**





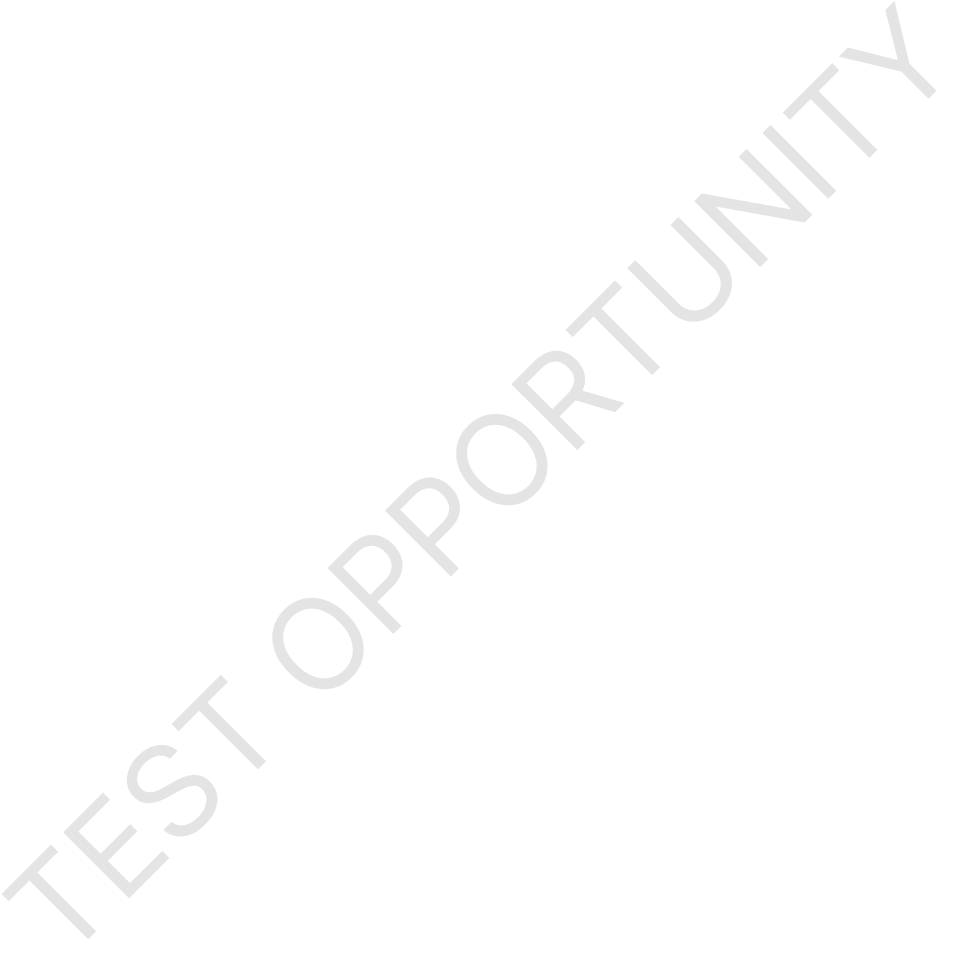
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| **Highlights**   * Modernize VMware workloads through cloud automation * Log in to an existing VMware management plane offered “as a service” by IBM at 99.99% availability * Offload day 2 operations with IBM management up to the hypervisor * Multiple host configurations with options for both NFS and VSAN storage | Focus on your VMware workloads; let IBM do the rest IBM Cloud for VMware as a Service simplifies your VMware administration  Increasingly, IT departments are receiving instruction to move applications to the cloud and modernize across the board, with few resources or support. Extending VMware workloads to the cloud or modernizing applications using cloud services can be complicated undertakings. How can your organization take advantage of what the cloud has to offer while reducing complexity and minimizing risk?  To address these needs and pain points, IBM is now making available a managed service, IBM Cloud for VMware as a Service where IBM is making a significant investment in building out a management control plane (per MZR) has a 99.99% availability.  This means that:  1. Customers quickly onboard to an existing  management backplane vs having to build  one themselves, improving time to  deployment  2. the cost of that management backplane is  much lower as IBM can scale out vs  individual customer instances, and included  in the cost of the workload hosts and,  3. Customers don't have to account for a  management overhead when they size out  their workload environment – 100% of their  environment is dedicated to running that  workload  4. All of this gives customers more time and  resources to focus on innovation.  In addition, this managed service allows customers to still run their workloads on dedicated infrastructure and allows them control on how much capacity they need.  By offering 7 different dedicated host profiles, with both NFS and VSAN storage options, IBM provides the most flexibility in matching infrastructure resources to your specific VMware workload and enterprise application computing needs. By offering dedicated hosts, you can ensure that enterprise requirements for performance, availability and isolation can be met.  In addition, with a fully native like VMware experience, clients can leverage their existing VMware resources and skills. This managed service is based on VMware Cloud Director; a multi-tenant management layer that is designed for the Cloud and simplifies a lot of complex networking & management tasks while taking full advantage of the robustness of the VMware platform. |

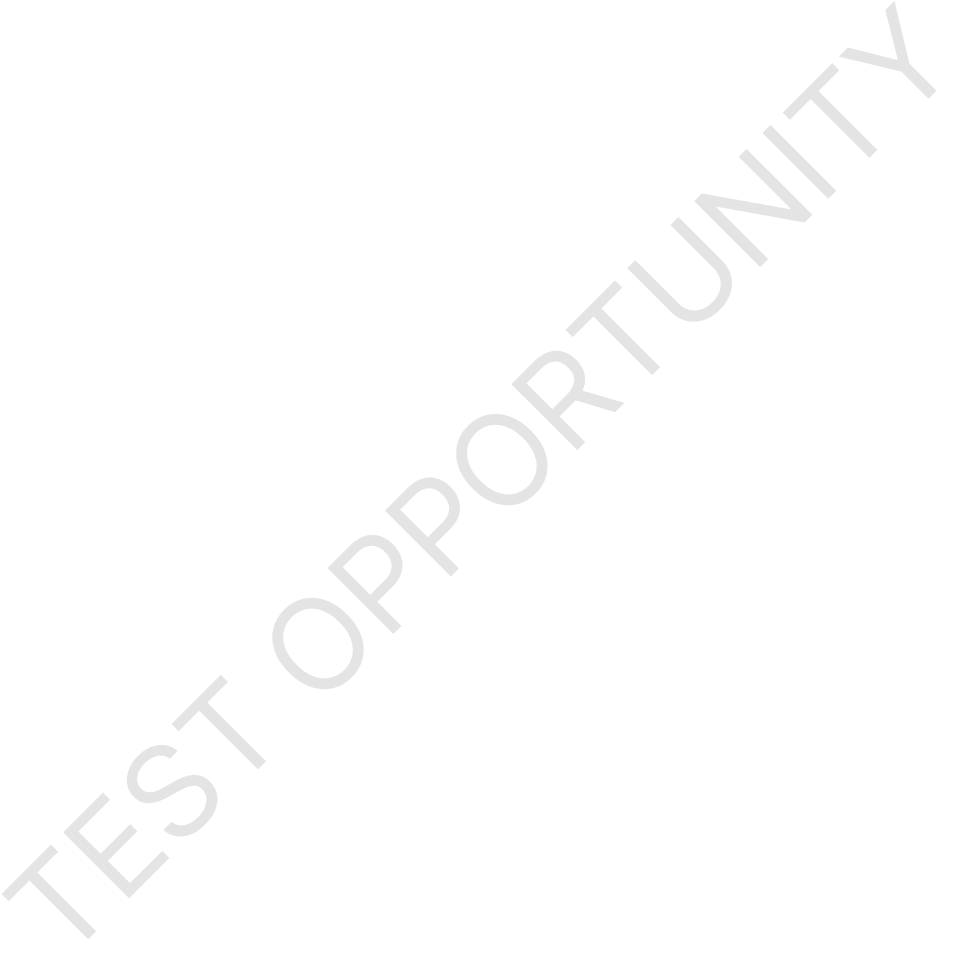


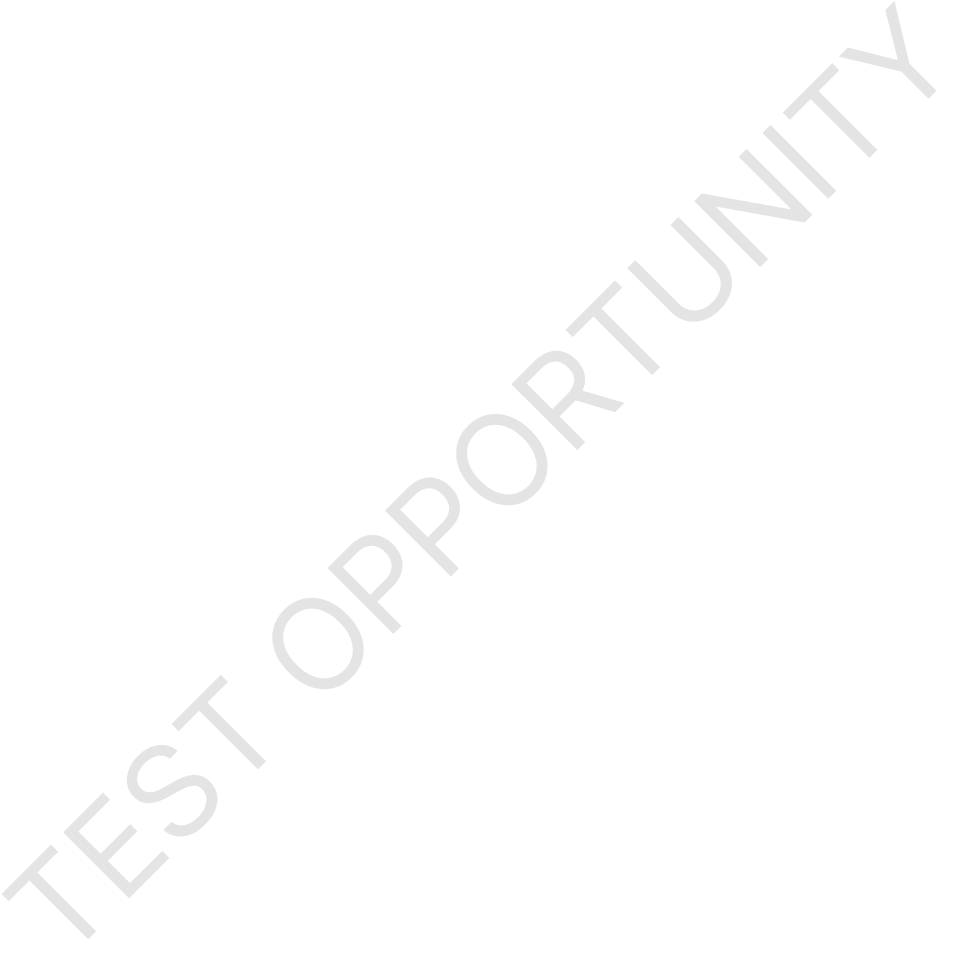
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| **IBM Cloud**  Solution Brief |  |
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| **Why IBM?**  IBM’s recent acquisition of Red Hat combined with a strategic partnership with VMware uniquely positions the IBM Cloud to offer this “lift, shift, and transform” solution for VMware workloads. No other major cloud provider brings the VMware SDDC together with a Kubernetes-based app development platform like OpenShift in a tightly integrated solution that offers the speed and scale of public cloud with the control and visibility of a private cloud. Other similar services from other cloud providers offer solutions that focus on ease of deploying OpenShift but require refactoring of virtual machines prior to adoption and abstract too much control from enterprise customers.  **Next steps**  [Learn more about Modernization of VMware Workloads on the IBM Cloud](https://www.ibm.com/cloud/vmware/appmod)  [Learn how to run Red Hat OpenShift on a VMware SDDC](https://cloud.ibm.com/docs/services/vmwaresolutions?topic=vmware-solutions-vcs-openshift-intro)  [Place your order from our console](https://cloud.ibm.com/infrastructure/vmware-solutions/console)  [Check out our single node trial](https://cloud.ibm.com/infrastructure/vmware-solutions/console/gettingstarted/vcstrial) |

**Solution Configuration Details & Pricing**

We are proposing the following configuration based on the customer-provided number of VMs and the VM sizing details

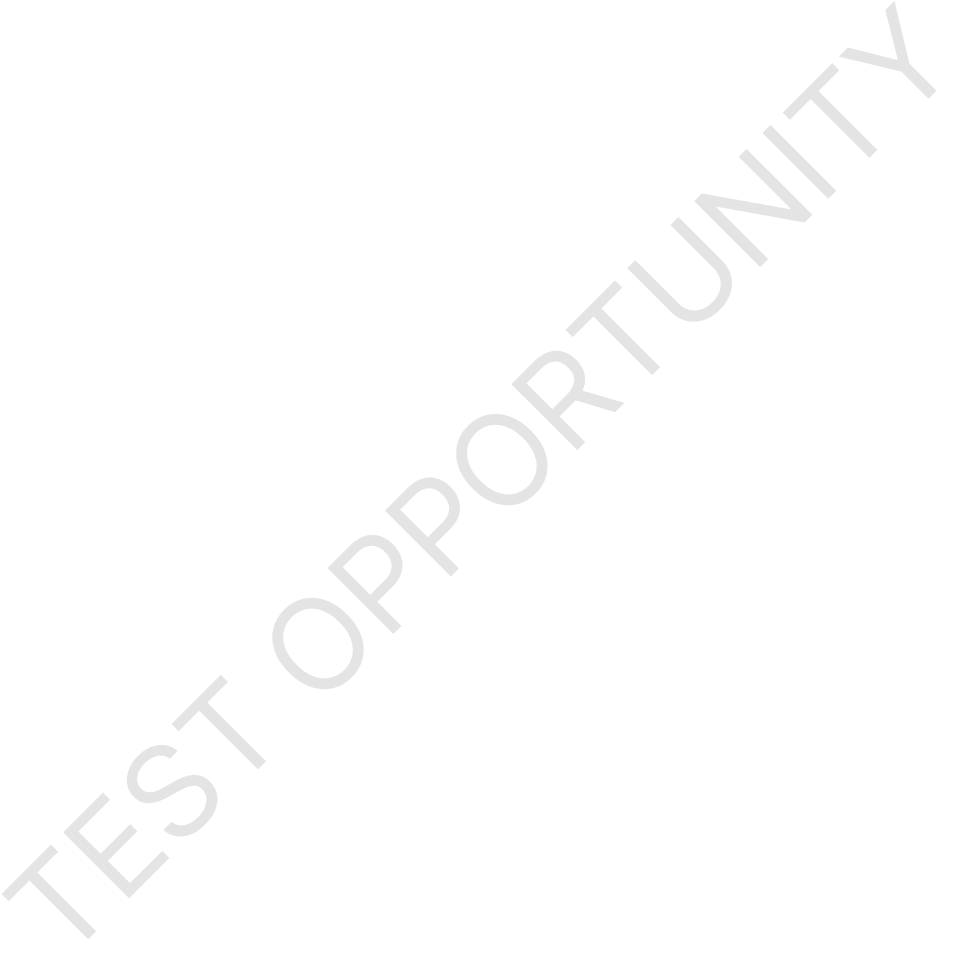






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| **Dallas DAL10 Data Center - workload-a** | | | |
| **VMware as a Service** | **Unit Price** | **Quantity** | **Monthly** |
| **Host Profile** |  |  | **$47,012.00** |
| Bare Metal - Dual Socket |  |  |  |
| 48 Cores | $6,716.00 | 7 | $47,012.00 |
| 768 GB RAM |  |  |  |
| 23 TB VSAN |  |  |  |
| **Licenses** |  |  | **$0.00** |
| CentOS | $0.00 | 0 | $0.00 |
| Red Hat Enterprise Linux (up to 8 vCPU) | $12.41 | 0 | $0.00 |
| Red Hat Enterprise Linux (9-127 vCPU) | $8.03 | 0 | $0.00 |
| Red Hat Enterprise Linux (over 127 vCPU) | $6.57 | 0 | $0.00 |
| Windows license | $15.50 | 0 | $0.00 |
| **Network** |  |  | **$0.00** |
| Dedicated with 1 GBps uplinks | $962.50 | 0 | $0.00 |
| Dedicated with 10 GBps uplinks | $2,216.50 | 0 | $0.00 |
|  | **Total** | | **$47,012.00** |
|  | **Discount** | | **0 %** |
|  | **Price per Node** | | **$0.00** |
|  | **Price per Node After Discount** | | **$0.00** |
|  | **Unit Total After Discount** | | **$47,012.00** |

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| --- | --- | --- | --- |
| **Includes a Total of:** | | | |
| **vCPUs** | **RAM (GB)** | **Usable storage (TB)** |
| 1613 | 5592 | 131894 |



**Total monthly price of VMware:**

|  |  |  |
| --- | --- | --- |
|  | **Total List Price** | **$47,012.00** |
|  | **Discount** | **0 %** |
|  | **Total After Discount** | **$47,012.00** |

**Common Services**

**Solution Configuration Details & Pricing**

We are proposing the following configuration based on the customer-provided number of VMs and the VM sizing details

**Security**

|  |  |  |  |
| --- | --- | --- | --- |
| **Security** | | | |
| **Security and Compliance Center scc-protect-1** | | | |
| **Item Name** | **Unit Price** | Quantity | Monthly Price |
| Number of Worker Nodes | $0.00 | 0 | 0 |
| Multi Cloud Compute Instances | $18.00 | 7 | 126 |
| VM Nodes | $16.22 | 53 | 859.7777777777778 |
| Cloud Instances |  |  |
| Total Compute Instances |  |  |
| 7 |
| Node Items |  |  |  |  |
| Kubernetes/Openshift Worker Nodes |  |  |  |  |
| 0 |
| VM Node Items |  |  |  |
| Total Virtual Machines |  |  |  |
| 53 |

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| **Associated to** | |
| VMware | VMware Service Instance 1 |

|  |  |  |  |
| --- | --- | --- | --- |
| **Security** | | | |
| **Security and Compliance Center** | | | |
| **Item Name** | **Unit Price** | Quantity | Monthly Price |
| Number of Worker Nodes | $0.00 | 0 | 0 |
| Multi Cloud Compute Instances | $0.00 | 0 | 0 |
| VM Nodes | $0.00 | 0 | 0 |
| Cloud Instances |  |  |
| Total Compute Instances |  |  |
| 0 |
| Node Items |  |  |  |  |
| Kubernetes/Openshift Worker Nodes |  |  |  |  |
| 0 |
| VM Node Items |  |  |  |
| Total Virtual Machines |  |  |  |
| 0 |

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| **Associated to** | |
| VMware | VMware Service Instance 1 |

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| **Security** | | | |
| **Security and Compliance Center SCC-EX\_VMware\_SingleSite** | | | |
| **Item Name** | **Unit Price** | Quantity | Monthly Price |
| Number of Worker Nodes | $0.00 | 0 | 0 |
| Multi Cloud Compute Instances | $18.00 | 4 | 72 |
| VM Nodes | $0.00 | 0 | 0 |
| Cloud Instances |  |  |
| Total Compute Instances |  |  |
| 4 |
| Node Items |  |  |  |  |
| Kubernetes/Openshift Worker Nodes |  |  |  |  |
| 0 |
| VM Node Items |  |  |  |
| Total Virtual Machines |  |  |  |
| 0 |

|  |  |
| --- | --- |
| **Associated to** | |
| VMware | VMware Service Instance 1 |

|  |  |  |
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|  | **Total List Price** | **$1,057.78** |
|  | **Discount** | **0 %** |
|  | **Total After Discount** | **$1,057.78** |

**Network**

|  |  |  |  |
| --- | --- | --- | --- |
| **Network** | | | |
| **Transit Gateway NET-EX\_VMware\_SingleSite** | | | |
| **Item Name** | **Unit Price** | Quantity | Monthly Price |
| Direct Link connection | $20.90000 | 2 | $0.00 |
| Global Egress Data (GB) per month | $0.02090 | 10 | $0.21 |

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| **Associated to** | |
| VMware | VMware Service Instance 1 |

|  |  |  |
| --- | --- | --- |
|  | **Total List Price** | **$0.21** |
|  | **Discount** | **0 %** |
|  | **Total After Discount** | **$0.21** |

**Total monthly price of Common Services:**

|  |  |  |
| --- | --- | --- |
|  | **Total List Price** | **$1,057.99** |
|  | **Discount** | **0 %** |
|  | **Total After Discount** | **$1,057.99** |

|  |  |  |  |
| --- | --- | --- | --- |
| **Total Monthly Price of this Solution:** | | | |
| **$48,069.99** |

**Cloud Services Agreement and Service Description**

Doing business with IBM Cloud is easy. Short and simple IBM Cloud Services Agreement with IBM Cloud Services Description is all this is needed.

• IBM Cloud Services Agreement: <https://www.ibm.com/support/customer/csol/terms/>

• IBM Cloud Service Description: <https://www-03.ibm.com/software/sla/sladb.nsf/sla/bm>

Basic support is included at no extra charge, including 24x7 phone access to IBM Cloud support personnel. Additional tiered support options and details available at: <https://www.ibm.com/cloud/support>

Optional migration services from the IBM Cloud Migrations Services team are available in bundled offerings. Migration options and details available at: <https://www.ibm.com/services/cloud/migration>

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| **IBM Cloud**  Solution Brief |  |

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IBM Cloud



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