

vSphere and vSphere with Operations Management Packaging & Pricing 2016 FAQ

This document is intended to answer questions around packaging, pricing and related programs for VMware vSphere® 6.0 and vSphere with Operations Management™ 6.2.

VMware vSphere and vSphere with Operations Management

Q. What has VMware announced?

A. VMware has announced the End of Availability (“EoA”) of all versions of vSphere Enterprise, vSphere with Operations Management Standard and vSphere with Operations Management Enterprise. The EoA effective date is June 30, 2016. After these dates, you will only be able to purchase these products on an exception basis.

VMware has also announced price changes for vSphere with Operations Management Enterprise Plus from \$4,245 per CPU to \$4,395 per CPU, and VMware vCenter Server™ Standard from \$4,995 per instance to \$5,995 per instance (referenced pricing represents suggested MSRP for the U.S., in USD; regional prices will vary, please refer to regional pricing resources). These price increases will be effective April 1, 2016.

Q. Why has VMware made these pricing and packaging changes?

A. VMware has made these pricing and packaging changes to simplify the core vSphere and vSphere with Operations Management product lineup (vSphere Standard through vSphere Enterprise Plus) from 6 SKUs to 3 SKUs. With the simplified pricing and packaging, our core vSphere and vSphere with Operations Management product line now consists of vSphere Standard, vSphere Enterprise Plus and vSphere with Operations Management Enterprise Plus.

VMware has aligned the new pricing and packaging with the most common customer use cases. vSphere Standard delivers server consolidation and business continuity; vSphere Enterprise Plus offers resource management, enhanced application performance and availability; and vSphere with Operations Management Enterprise Plus optimizes the datacenter through intelligent operations, consistent management, and automation with predictive analytics.

VMware is committed to improving our products and continuing to deliver more value to our customers. The new version of vSphere with Operations Management Enterprise Plus now includes enhancements to Workload Placement, and vCenter Server™ Standard now includes 25 Operating System Instances (“OSIs”) of VMware vRealize® Log Insight™ for vCenter Server.

Q. Do customers have entitlements to a replacement product?

A. Yes, existing vSphere Enterprise and vSphere with Operations Management Enterprise customers who are current on Support and Subscription will be entitled to an optional upgrade to vSphere Enterprise Plus and vSphere with Operations Management Enterprise Plus, respectively, at 50% discount off the upgrade license price. This promotion is valid from February 10, 2016 to June 25, 2016 at 11:59 PM Pacific Time (PT).

Existing customers of vSphere with Operations Management Standard will not be impacted, as the component products of these bundles will still be available as standalone products. vSphere with Operations Management Standard customers will automatically be fulfilled to vSphere Standard and vRealize Operations™ Standard a la carte at no additional charge to the license or Support and Subscription.

Q. When is the EOS (End of Support) date for vSphere Enterprise 6.0?

A. The End of Support date for vSphere Enterprise 6.0 is on March 12, 2020. vSphere Enterprise and vSphere with Operations Management Enterprise customers who choose to remain on their current editions will continue to be supported through the published support period.

Q. What features are included in the new vRealize Log Insight for vCenter Server?

A. 25 Operating System Instance (OSI) pack of vRealize Log Insight for vCenter Server is now available to all vCenter Server Standard customers. VMware vRealize Log Insight for vCenter Server delivers log analytics capabilities for vSphere hosts and vCenter Server.

Q. Is it acceptable to have both VMware vRealize Operations on a per-VM basis and vSphere with Operations Management on a per-CPU basis? (e.g. customer adds vSphere with Operations Management into existing VMware vRealize Operations environment)

A. Yes, this is acceptable as long as license compliance is maintained.

Q. Are there VMware Acceleration Kits for vSphere and vSphere with Operations Management?

A. Yes, there are now three Acceleration Kits associated with the three editions of vSphere and vSphere with Operations Management. Each kit consists of six processor licenses for vSphere or vSphere with Operations Management, and a

license for one instance of vCenter Server Standard. All-in-one kits combine 6 CPU licenses of a specific vSphere with Operations Management edition and one instance of VMware vCenter Server Standard edition for centralized management. There is a purchasing limit of one kit per customer site. SnS is required for at least one year.

Q. Do I have access to VMware Integrated OpenStack if I am a vSphere, vSphere with Operations Management, or vCloud Suite customer?

- A. Customers with vSphere Enterprise Plus, vSphere with Operations Management Enterprise Plus, and VMware vCloud Suite® can use VMware Integrated OpenStack free of charge. Optional support for VMware Integrated OpenStack is sold separately on a per CPU basis.

