

VMware Purchasing Program

Program Overview—APAC, LATAM and Canada

Faced with increasing pressure to achieve high value for dollars spent? NOW is the time to experience the market-leader in virtualization solutions—VMware. Our new program vpp+, allows you to capitalize on volume purchases, quickly and easily.

vpp+ Benefits

The vpp+ program is based on a straightforward banded discount chart (seen below). The more you buy, the more you save. It's just that simple.

Maximize savings potential—By aggregating purchases across your public sector organization you benefit from significant volume discounts.

Easy to use—Purchasing is made easy without the need for contracts.

Streamlined structure—First purchase sets your discount for that and any subsequent purchases.

Increased return on investment—Establish or expand the benefits of virtualization with market-leading technology.

Minimize support—By standardizing your virtualization solution and reducing product overlap within your organization, the demands placed on your support organization are minimized.

vpp+ Band	vpp+ Points Totals
A	350 – 999
B	1,000 – 2,999
C	3,000 – 4,999
D	5,000 or Greater

vpp+ How to Qualify

VMware has established qualifying levels by point value which determines the band discount for which a customer is eligible.

vpp+ Membership Privileges

The total order qualifies a customer into a banded discount. There are four bands for which customer orders can qualify. Band “A” represents the entry-level discount, and band “D” represents the highest level of discount offered in the vpp+ program. Please ask about regional variation of the discount bands.

Purchasing Information

- Membership discounts apply to qualifying VMware software license and services and support purchases.
- Subsequent orders (minimum of 100 points) can qualify for the same special discount.
- Memberships are for one year with benefits to renew.
- All VMware authorized Partners can offer you this special discount
- Discounts are passed through to our partners.
- VMware passes through a fixed discount for each band.

*** vpp+ does not apply to US Federal Government funded purchases regardless of location.**

Contact your preferred VMware Partner to get your membership started today!