

VMware Purchasing Program

Program Overview - EMEA & UNITED STATES

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 organization, you benefit from significant volume discounts.

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

Streamlined structure – Your 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+ How to Qualify

VMware has established qualifying levels by point value which determines the band discount 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, with Band "D" representing the highest level of discount offered in the vpp+ program. Please ask about regional variations of the discount bands.

Purchasing Information

- 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.

Discount Band	List Value	Points Totals
A	\$50,000 to \$149,999	500 – 1,499
B	\$150,000 to \$349,999	1,500 – 3,499
C	\$350,000 to \$499,999	3,500 – 4,999
D	\$500,000 or Greater	5,000 or Greater

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

* US government customers are not eligible to participate in VPP at this time.

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