

## VMware Purchasing Program

## Program Overview—EMEA and 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 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	500 – 1,499
B	1,500 – 3,499
C	3,500 – 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!**