



VMware Consulting and Training Credits

Overview

VMware Consulting and Training Credits provide a cost-effective and flexible way to purchase services. If you are planning to implement VMware products but have not yet finalized your strategy, VMware credits allow you to budget for consulting services and education upfront and use the credits as needed.

How Credits Work

- When ready to implement VMware products, go to www.vmware.com and access the MyLearn portal.
- For education classes, simply follow the registration procedures and select Professional Services Organization (PSO) credits when asked for payment option.
- For consulting services, complete and submit the Consulting Engagement Request Form and a VMware Professional Services Solution Architect will follow-up.
- Apply your credits towards your purchase order for greater flexibility and less administrative effort.

Key Benefits

- **Greater flexibility:** leverage budget cycles and apply credits as needed towards education and consulting services.
- **Built-in value:** credits include volume discounts for packaged consulting and training.
- **Less administrative effort:** accelerate the order fulfillment process by purchasing credits in bulk.

Availability

- Credits are available for purchase globally and can be used towards any packaged consulting, custom consulting or training service.
- This program is available for VMware end user customers only.
- Credits can be purchased directly from VMware or from VMware authorized distribution and reseller partners.

VMware List Pricing Schedule

# Credits	US\$ Amount of Credits	US\$ List Price per Credit	SKU
1-150	100 - 15K	100	SVC-0-CR100
151-600	15,100 - 60K	90	SVC-10-CR90
601-1200	60,100 - 120K	85	SVC-15-CR85
1201-2000	120,100 - 200K	80	SVC-20-CR80

* VMware list pricing only. If you would like to purchase from VMware authorized reseller or distributor please contact partner for applicable pricing.

Terms and Conditions

- Credits expire after one year from date of purchase.
- Credits accounts cannot be used until activated by the customer; credits will expire one year from date of purchase whether or not the account has been activated.
- Credits may be redeemed for VMware consulting services and VMware delivered education courses. Credits may not be redeemed for training delivered through the VMware Authorized Training Center (VATC) Program.
- For packaged consulting and education offerings, one credit may be redeemed for US\$100 of VMware list price services.
- For custom consulting engagements credits are applied according to the list price based on volume of purchase.
- For custom consulting engagements a SOW is not required at the time of purchase; however, a signed SOW will be required prior to the engagement.
- The Technical Account Manager (TAM) Program is delivered as an at-cost service and credits are applied according to list price by volume.
- Credits may be used towards Travel and Expense (T&E) and are applied at list price by volume.

For More Information

More information about VMware software and services can be found at <http://www.vmware.com> and from your local VMware representative.

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