

VMware Volume Purchasing Program (VPP)

The new accumulative VMware Volume Purchasing Program (VPP) provides incremental, tier-based discounts for VMware customers over a rolling two-year period. The new accumulative VPP also offers online tools that VMware customers and their authorized affiliates can use to track and manage VPP memberships and discounts.

Summary of Key Features

ACCUMULATION & POINTS	
Entry Threshold	250 points minimum
Minimum Subsequent Purchase	None
Points Accumulation Period	Rolling 8 quarters
Points Roll-Off	Points earned in a given quarter will roll off the accumulated total on the first day of the 9th quarter
DISCOUNTS	
Discount Levels	4 discount levels ranging from 4%-12% for points values ranging from 250-1,750+ ¹
Discounts Available On	License only
ELIGIBILITY	
Customers Who Can Participate	All customers ²
Partners Who Can Participate	Corporate reseller; global system integrator; OEM corporate reseller; and premier and enterprise level of the following: solution provider, system builder, and technology provider partners
Products That Contribute to Point Totals	Most VMware products and services except renewals
MEMBERSHIP INFO	
Membership Timeframe	Never expires, but a customer may be a VPP member with no active discounts in place
Affiliate Benefits	Qualified affiliates can share accumulated VPP points and earned discounts ³
ONLINE TOOLS	
Membership Enrollment	Online portal where customers (or partners, on behalf of a customer) can enroll for a VPP membership
Configurator	Online tool that helps a customer or partner determine eligible discounts and the appropriate VPP-eligible products to use on a PO
Points Portal	Online portal where an enrolled VPP customer or named partner can log in to view their accumulated points total and eligible discount level

¹ VPP discounts are directly correlated to a customer's accumulated points total. As an accumulated points total changes, so may the eligible VPP discount level.

² U.S. federal Customers are eligible to receive volume discounts using their current program. Academic SKUs are not eligible for VPP.

³ The following criteria must be met to determine whether an affiliate is eligible to join a pre-existing VPP membership: 1) The affiliate is at least 50% owned by the parent; 2) The affiliate utilizes the purchasing department of the parent company to purchase VMware product licenses; 3) The affiliate does not publicly trade on any stock exchange under its own stock ticker symbol.

Summary of Key Changes

	“OLD” VPP	“NEW” ACCUMULATIVE VPP
Accumulation of Points	None	Points accumulate over 8 quarters with quarterly roll-off
Affiliates	Share parent discount at band C&D	Share parent discount at all levels
Entry Threshold	500 points U.S. & EMEA; 350 points APAC, Canada and LATAM; 100 points public sector	250 points worldwide
Minimum Subsequent Purchase	100 points Commercial, 50 points Public Sector	None
Program Coverage	VPP for Commercial, PS VPP for Public Sector	One program for all customers except U.S. Federal customers
Discounts Available On	License and SnS (C&D only)	License only
Tools	VPP Points Configurator and Membership lookup	VPP Points Configurator, Membership lookup, Points Portal, Enrollment Portal

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