

VMWARE CUSTOMER PURCHASING PROGRAM

Program Overview

The VMware Customer Purchasing Program™ provides incremental, tier-based discounts¹ for VMware customers. The Customer Purchasing Program also offers an online tool that customers and partners can use to calculate discount eligibility.

Customer Purchasing Program Features:

- No need to enroll in a program, remember a membership number, or track prior purchases.
- Qualifying purchases are calculated in the form of points² for each transaction.
- Discount tiers are earned automatically based on purchase volumes.

Customer Purchasing Program Benefits:

- Earn higher discounts when you purchase eligible VMware license products in volume.
- Simplify your acquisition of VMware software through a standardized purchasing program.
- Easily understand your discount calculations, which are based on each purchase volume.

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Table 1. Customer Purchasing Program Discount Tiers³

TIER	POINTS	DISCOUNT
1	250-599	5%
2	600-999	7%
3	1,000+	10%

No enrollment is required.

For More Information

To find out more about the Customer Purchasing Program, please visit <http://www.vmware.com/go/cpp> or locate an authorized VMware partner near you at <http://partnerlocator.vmware.com/>.

¹ U.S. federal customers are eligible to receive volume discounts using their current program.

² Customer Purchasing Program points are assigned as a calculated value and vary by product. The point value of a given product is the same across all geographies.

³ Discounts are calculated off VMware's published, then current, local MSRP prices.

