

VMware Customer Purchasing Program

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.

Summary of key features

TRANSACTION AMOUNT	
Entry threshold	250 points minimum (equivalent of USD \$25,000)
DISCOUNTS	
Discount tiers	Three discount tiers ranging from 5–10% for point values ranging from 250–1,000+
Discounts available on	License only
ELIGIBILITY	
Customers who can participate	All customers ¹
Partners who can participate	Advanced and Principal partners
Products that contribute to point totals	Most VMware products and services, except renewals

MEMBERSHIP INFO	
Membership	No membership is required to receive the benefits
Affiliate benefits	Affiliates are treated as standalone customers to earn discounts individually
ONLINE TOOLS	
Configurator	This online tool helps a customer or partner determine eligible discounts and the appropriate Customer Purchasing Program–eligible products to use on a PO

1. U.S. federal customers are eligible to receive volume discounts using their current program. Academic SKUs are not eligible for the Customer Purchasing Program.

Summary of key features

	OLD VOLUME PURCHASING PROGRAM (VPP)	NEW CUSTOMER PURCHASING PROGRAM
Enrollment	Required	Not required
Accumulation of points	Points accumulate over eight quarters with quarterly roll-off	None
Discount tier	Based on accumulated purchases over eight quarters	Based on current transaction value
Number of discount bands	Four	Three
Discount percent	Does not align with the Transactional Purchasing Program (TPP), the federal version of VPP	Aligns with L1 to L3 TPP (1% increase from VPP)
Affiliates	Share parent discount	No sharing on discounts
Online tool	Points configurator, membership lookup, points portal, enrollment portal	Points configurator

Terms and conditions

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