

Multi-Cloud Adoption Program (MCAP)

Accelerate your migration journey to the public Cloud

Q. What is the Multi-Cloud Adoption Program (MCAP)?

A. MCAP aims to support enterprise customers as they transition to the cloud, regardless of which public cloud and how many public clouds best support their business. This program offers financial incentives directly from VMware to ease migration costs offsetting the cost of supporting apps both on-premises and in the cloud during migration, as well as technical expertise from certified cloud solutions providers to set up cross-cloud application platforms and build modern applications. Enterprise customers with \$1M+ of VMware cloud solutions are eligible for this program.

Q. When is MCAP available?

A. The program is globally available on Nov. 1 for enterprises that meet the eligibility criteria.

Q. How does my company join the program if it meets the eligibility criteria?

A. Ask your VMware sales representative to add the program statement as an addendum in your contract before you sign the contract. You will be recognized as a MCAP customer upon your signature of the contract.

Q. When will migration funding be made available to my company?

A. MCAP funding will be made available to customers once enrolled in the program.

Q. Can MCAP migration funding and services be used for private or hybrid cloud deployment?

A. Unfortunately, no. The MCAP program only funds the migration from on-premises to the public cloud, such as AWS and Google Cloud Platform (GCP).

Q. How can MCAP migration funding be used?

A. When you are ready to migrate your workloads to the public cloud (AWS or GCP), work with your selected partner to scope the migration services. Your partner needs to submit a SOW to VMware for pre-approval. Migration funding will be redeemed in the form of migration services delivered by your partner. VMware

will pay the partner for these migration services upon your approval.

Q. How do I know if the partner I want to work with is eligible for this program?

A. Search for a partner or validate your pre-selected partner on the [Partner Locator](#) website.

Q. When do I select the partner that will deliver these services?

A. You can determine the service partner when you sign the agreement; or you can provide the service partner between contract signing and migration start. We want to give you enough time to choose the best partner for your needs.

Q. Do I have discretion over how the partner uses the migration funding (provided that the partner is enrolled in MCAP)?

A. Yes, customers have full discretion over the use of this funding.

Q. Will MCAP funding expire? If so, when?

A. Yes, customers shall finish migration services funded by the MCAP program within 12 months of the contract signing date. For example, if your contract is signed on 7/31/2022, MCAP funding expires on 7/31/2023.

Q. What happens if I can't use the MCAP funding within 12 months?

A. If a customer doesn't use the funding, or only uses a portion of it, the funding and/or unused portion will automatically be cancelled on the day following expiration. No additional actions are required.

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