

Azure VMware Solution with VMware Cloud Universal

Q. What is the status of Azure VMware Solution with VMware Cloud Universal?

A. On August 30, 2022, Microsoft and VMware [announced](#) the inclusion of [Azure VMware Solution](#) in the [VMware Cloud Universal](#) program. The offering expands the VMware and Microsoft partnership to help customers accelerate app modernization and cloud transformation. Through this extended partnership, enterprise customers have greater financial flexibility, choice, and the ability to accelerate their cloud migrations and modernize their enterprise applications in the Azure cloud. Azure VMware Solution is [now available](#) with VMware Cloud Universal.

Q. What is VMware Cloud Universal?

A. VMware Cloud Universal is a flexible purchasing and consumption program for executing your multi-cloud or digital transformation strategy. Available subscription-based purchase and consumption options span a portfolio of VMware multi-cloud infrastructure and premier customer success solutions. For answers to more questions about VMware Cloud Universal, see these [Frequently Asked Questions](#), the [VMware Cloud Universal Program Guide](#), and the [VMware Cloud Universal website](#).

Q. What is Azure VMware Solution?

A. Azure VMware Solution is a Microsoft Azure service offering a VMware software stack running on dedicated bare-metal servers in Azure regions. Azure VMware Solution enables a fast path to the cloud for seamlessly migrating or extending VMware workloads from on-premises environments to Azure without the cost, effort or risk of re-architecting applications or retooling operations. It is a service sold and supported by Microsoft, backed and cloud verified by VMware.

Q. How does Azure VMware Solution with VMware Cloud Universal enhance and expand the VMware and Microsoft partnership?

A. Previously, Azure VMware Solution was sold by Microsoft and its Cloud Solution Provider partners. VMware and its partners guided customers through the sales process for Azure VMware Solution, but sales were transacted by Microsoft. With the addition of Azure VMware Solution as a VMware Cloud Universal offering, customers can now purchase VMware Cloud Universal Subscription Purchasing Program (SPP) credits directly from VMware and its partners and redeem those credits on the [VMware Cloud Console](#) for Azure VMware Solution subscriptions. Enrolling Azure VMware Solution in the VMware Cloud Universal program lets VMware customers migrate and modernize their infrastructure on the Azure cloud while making it as frictionless as possible to achieve multi-cloud flexibility with the VMware Cloud portfolio.

Q. Are the same Azure VMware Solution subscription options available if purchased through VMware Cloud Universal?

A. Customers may purchase Azure VMware Solution On-Demand and 1-year and 3-year term commitments using VMware Cloud Universal SPP credits. 5-year reserved instances are not available through VMware Cloud Universal.

Q. What other elements of the VMware Cloud Universal program are attractive to Azure VMware Solution customers?

A. VMware Cloud Acceleration Benefit (CAB) is an incentive that offers VMware Cloud Universal customers a flexible way to leverage the value of their VMware Software-Defined Data Center (SDDC) perpetual licenses as they migrate on-premises workloads to VMware Cloud Universal offerings, such as Azure VMware Solution. For more information, refer to the [VMware Cloud Acceleration Benefit Program Guide](#).

Q. What other VMware products and services are available through VMware Cloud Universal?

A. VMware Cloud services for other hyperscalers, like [VMware Cloud on AWS](#) and [Google Cloud VMware Engine](#), are also available through VMware Cloud Universal as well as other VMware DR, storage, networking, and customer success offerings. Refer to the [VMware Cloud Universal Program Guide](#) for the latest eligible offerings.

Q. When did Azure VMware Solution become available for purchase through VMware Cloud Universal?

A. Limited early access for Azure VMware Solution with VMware Cloud Universal opened in July 2023.

Q. For which Azure regions can customers purchase Azure VMware Solution using VMware Cloud Universal?

A. VMware Cloud Universal SPP Credits can be redeemed for Azure VMware Solution subscriptions in any Azure Commercial region supporting Azure VMware Solution – currently 30 Azure regions worldwide and growing. See the latest Azure VMware Solution regions [here](#). Azure VMware Solution subscriptions in Azure Government regions are not available with VMware Cloud Universal.

Q. Will different support arrangements apply for Azure VMware Solution subscriptions redeemed through the VMware Cloud Universal program?

A. No, Azure VMware Solution is a Microsoft Azure service and Microsoft provides customer support. Escalated issues specific to the VMware components of Azure VMware Solution may be referred to VMware for further support.

Q. How do I get started with Azure VMware Solution and VMware Cloud Universal?

A. Please contact the VMware Azure VMware Solution sales team [here](#).

Q. How do I purchase VMware Cloud Universal SPP Credits?

A. Customers will need a VMware Enterprise License Agreement (ELA) or a commitment-based contract to purchase VMware Cloud Universal SPP credits. Customers can retire their SPP credit balance by purchasing VMware Cloud Universal eligible offerings.

Q. Can I apply my existing VMware Cloud Universal credits toward a subscription for Azure VMware Solution?

A. Yes, you can work with your VMware Sales Account Executive and Customer Success Executive to plan for an Azure VMware Solution subscription redemption activity. Exception: this does not apply to customers who purchased VMware Cloud Universal SPP credits through an Amazon Marketplace Private Offer.

Q. Can I use previously purchased VMware SPP credits for the VMware Cloud Universal program?

A. Yes, generic SPP credits can be redeemed for VMware Cloud Universal-eligible offerings like Azure VMware Solution, as well as other VMware SaaS and Subscription products.

Q. Where do I go to onboard and redeem Azure VMware Solution?

A. Go to the VMware Cloud Console at vmc.vmware.com to onboard and redeem, as you would do for other offerings in the VMware Cloud Universal program. Your VMware or VMware partner account team can guide you through the enrollment process.

Q. Will I need an Azure subscription to use Azure VMware Solution procured with VMware Cloud Universal SPP credits?

A. Yes, an Azure subscription from Microsoft is necessary, but payment for Azure VMware Solution is made with VMware Cloud Universal SPP credits.

Q. Can I combine Azure VMware Solution nodes purchased from Microsoft and from VMware through VMware Cloud Universal on my Azure subscription?

A. No. Azure VMware Solution nodes acquired with both purchase offerings cannot be operated under the same Azure account hierarchy.

Q. My enterprise has a negotiated Azure discount with Microsoft. Will that discount be available if we purchase Azure VMware Solution through VMware Cloud Universal?

A. Azure VMware Solution would need to be purchased from Microsoft to receive Microsoft-negotiated discounts.

Q. What Microsoft contract types are compatible with VMware Cloud Universal?

A. The following types, obtained either direct from Microsoft or through a Microsoft partner, are compatible with VMware Cloud Universal:

- EA (Standard Enterprise Enrollment)
- EAS/ESA (Enterprise Subscription Enrollment)
- SCE (Server and Cloud Enrollment)
- MCA-E (Microsoft Commercial Agreement Customer)
- EES (Enrollment for Education Solutions)

Other contract types, including CSP (Cloud Solution Provider), are not compatible. Web Direct purchases of Microsoft products do not provide customers with a Microsoft contract compatible with VMware Cloud Universal.

Q. Is an Azure VMware Solution 30-day free trial available if I want to purchase through VMware Cloud Universal?

A. Yes, Microsoft provides 30-day free trials, but you must delete your free trial nodes before the end of the 30-day period, or Microsoft billing will begin. Customers cannot be on-boarded to Azure VMware Solution with VMware Cloud Universal until 60 days after their most recent Azure VMware Solution billing from Microsoft.