

Azure VMware Solution with VMware Cloud Universal

Q. What was recently announced?

A. On August 30, 2022, Microsoft and VMware [announced](#) that customers will now be able to use the [VMware Cloud Universal](#) program when adopting [Azure VMware Solution](#). By offering VMware Cloud Universal, VMware and Microsoft have expanded their partnership to help customers accelerate app modernization and cloud transformation. Through this extended partnership, enterprise customers will gain greater financial flexibility, choice, and the ability to accelerate their cloud migrations and modernize their enterprise applications in the Azure cloud.

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, cloud management, application modernization, 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 this announcement enhance and expand the VMware and Microsoft partnership?

A. Today, Azure VMware Solution is sold by Microsoft and its Cloud Solution Provider partners. VMware and its partners guide customers through the sales process for Azure VMware Solution, but sales are transacted by Microsoft. With this announcement, customers will be able to purchase VMware Cloud Universal 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. Yes, Customers may purchase Azure VMware Solution On-Demand and 1-year and 3-year term Reserved Instance commitments using VMware Cloud Universal credits.

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 is designed to offer 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. Can Azure VMware Solution customers use VMware Cloud Universal to purchase VMware attached services for Azure VMware Solution?

A. Yes, any VMware attached service available from the [VMware Cloud Console](#) and supported with Azure VMware Solution can be purchased using VMware Cloud Universal credits. Example attached services include products from the VMware vRealize, Tanzu, and NSX families, and more.

Q. When will Azure VMware Solution be available for purchase through VMware Cloud Universal?

A. VMware Cloud Universal program offerings for Azure VMware Solution are expected to be available in 2023.

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

A. Wherever Azure VMware Solution is available today – currently 24 Azure regions worldwide and growing. See the latest Azure VMware Solution regions [here](#).

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?

A. Customers will need to sign a VMware Enterprise License Agreement (ELA) and 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. 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 Amazon Marketplace Private Offer.

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

A. No, SPP credits purchased outside of the VMware Cloud Universal program cannot be used within the program.

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

A. Once available, you will go 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.

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.