

# VMware Cloud Acceleration Benefit

## Save up to 20% with VMware Cloud Universal

### Benefits



Redirect toward cloud and modern applications investment opportunities



Accelerate your Cloud-smart initiatives with reduced financial exposure



Create agility throughout your digital transformation journey

VMware Cloud Universal™ is a proven, programmatic approach that is driving digital transformation. It brings together VMware's industry-leading portfolio of cloud and modern applications solutions with flexible subscription pricing. We recognize that the digital transformation journey may raise questions about rationalizing existing investments. The VMware Cloud Acceleration Benefit may be an attractive option. The VMware Cloud Acceleration Benefit—available exclusively as part of VMware Cloud Universal—provides financial flexibility to help your business achieve desired outcomes.

The Cloud Acceleration Benefit provides eligible VMware Cloud Universal participants a one-time discount to offset the unamortized value of on-premises VMware license investments as you migrate workloads to the cloud. Customers can then apply the up to 20% savings toward VMware Cloud Universal. The Cloud Acceleration Benefit is available whether customers purchase VMware Cloud Universal directly from VMware or a VMware authorized channel.

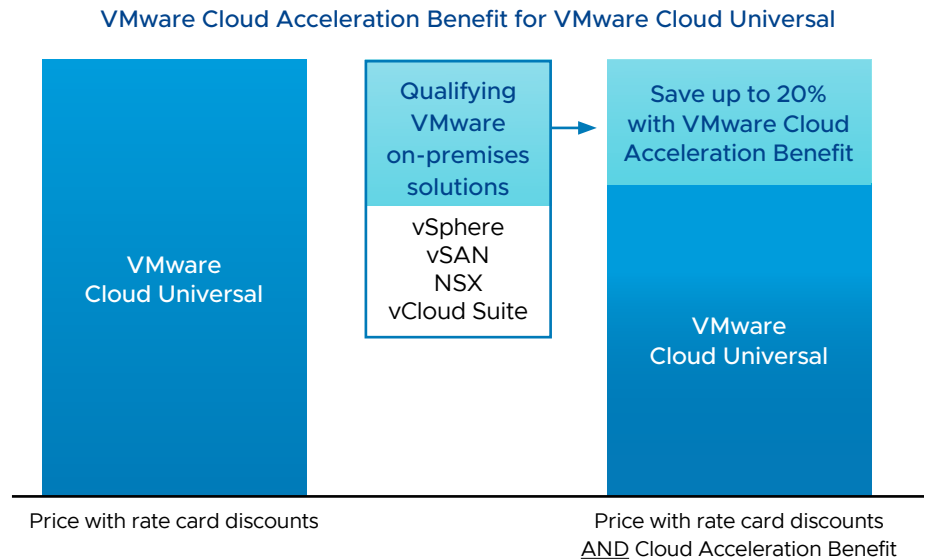
### VMware Cloud Acceleration Benefit advantages

VMware's Cloud Acceleration Benefit is designed to offer financial flexibility and to help advance your digital or multi-cloud transformation initiatives. Figure 1 shows how VMware's one-time Cloud Acceleration Benefit works toward new investments in VMware Cloud Universal.

### Let's get started

Please contact your VMware sales representative for more information about [VMware Cloud Universal](#) and its exclusive VMware Cloud Acceleration Benefit.

For more detailed information, please visit the [Cloud Acceleration Benefit Program Guide](#).



**Figure 1:** Applying VMware Cloud Acceleration Benefit toward new investments in VMware Cloud Universal.

Advantages of VMware's Cloud Acceleration Benefit include:

- **Redirect funds toward strategic investment opportunities:** Your business can apply the Cloud Acceleration Benefit toward refocusing its investments on the entire portfolio of VMware Cloud Universal solutions. VMware Cloud Universal offers a comprehensive product portfolio designed to modernize and improve agility across IT infrastructure, applications, services.
- **Accelerate your cloud journey:** VMware's Cloud Acceleration Benefit is designed to address a common financial decision point, particularly when planning for cloud migration. It is part of VMware's commitment to help your business achieve its desired business outcomes faster.
- **Create agility in your digital transformation journey:** No two businesses are alike, particularly when prioritizing projects and strategic IT initiatives. The Cloud Acceleration Benefit allows your business to apply the unamortized value of VMware perpetual licenses that you no longer plan to utilize. Your business can then apply the Cloud Acceleration Benefit toward any new VMware solutions. The Cloud Acceleration Benefit is accessible at any given point in time during your qualifying VMware on-premises agreement, allowing you to implement your IT transformation strategies at your own pace.