

VMware Aria Universal Suite and VMware vCloud Suite+ (Core Based)

Licensing, pricing and packaging

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Executive summary

VMware Aria Universal Suite™ is a hybrid cloud management suite built to accelerate cloud adoption by combining on-premises and software-as-a-service (SaaS) capabilities for automation, operations and log analytics into one license.

It gives the flexibility to deploy on premises or as SaaS, interchangeably, without the need to repurchase, for a consistent management experience. The flexible licensing and delivery models enable organizations to move at their own pace, helping them to become more agile, scalable and efficient.

VMware Aria Universal Suite includes the following products and their capabilities:

- VMware Aria Automation™ – Streamline control and increase agility for VMware Cloud™ and supported public clouds via a modern infrastructure automation platform. With self-service cloud consumption with governance, enterprise infrastructure as code, DevOps for infrastructure, and Kubernetes automation and configuration management, VMware Aria Automation increases business and IT agility while embracing collaboration and accelerating innovation. Integrate and modernize traditional, cloud native, and multi-cloud infrastructures. Simplify IT while preparing for the future of your business.
- VMware Aria Operations™ – Enable self-driving IT operations management across private, hybrid and multi-cloud environments in a unified, AI-powered platform. Offering full-stack visibility from physical, virtual and cloud infrastructure—including virtual machines (VMs) and containers—to the applications they support, VMware Aria Operations provides continuous performance optimization, efficient capacity and cost planning and management, app-aware intelligent remediation, and integrated compliance.
- VMware Aria Operations for Logs – Utilize intuitive, actionable dashboards, sophisticated analytics, and broad third-party extensibility via a highly scalable log management solution. It provides deep operational visibility and faster troubleshooting across physical, private, hybrid and multi-cloud environments.
- VMware Aria Automation Config™ – Easily define optimized, compliant software states and enforce them across your entire environment—virtualized, hybrid or public cloud—with powerful, intuitive configuration automation.
- VMware Aria Suite Lifecycle™ – Minimize ongoing management and improve end-user productivity with a comprehensive application lifecycle and content management solution.
- VMware Skyline™ – Utilize proactive intelligence that helps organizations avoid IT downtime by identifying potential problems before they occur, and reduces the time spent on resolving active support requests.

In addition, VMware Aria Universal Suite includes the following SaaS-exclusive feature:

- VMware Aria Hub Subscription™ – Delivers automated license usage metering for deployments of VMware Aria solutions on-premises and in the cloud.

VMware Aria Universal Suite can also be purchased in combination with VMware vSphere® Enterprise Plus Edition™ by purchasing VMware vCloud® Suite+™.

VMware Aria Universal Suite licensing overview

VMware Aria Universal Suite is licensed on a per-core basis. A core contains a unit with an L1 cache and functional units needed to run applications. Cores can independently run applications or threads. One or more cores can exist on a single CPU. This gives customers the flexibility to manage workloads regardless of whether they are on premises on vSphere, third-party hypervisors, or physical servers (see Figure 1). There is no license switching or conversion required.

One core allows usage of VMware Aria Universal Suite to manage unlimited operating system instances (OSIs)/VMs deployed on one on-premises vSphere core, one VMware Cloud on AWS core, or any other core in an environment based on vSphere. Alternately, VMware Aria Universal Suite can manage one OSI deployed on other supported public clouds, third-party hypervisors, or physical servers, or can even be used with management packs to integrate other physical devices, middleware, databases and applications. (Management packs sold separately. Individual licensing rules for management packs apply. One OSI is required per adaptor instance. Applicable to specific VMware Aria™ products.) Additional information on core and OSI can be found in the [VMware Cloud Services Guide](#). There is a minimum of 16 cores required per.

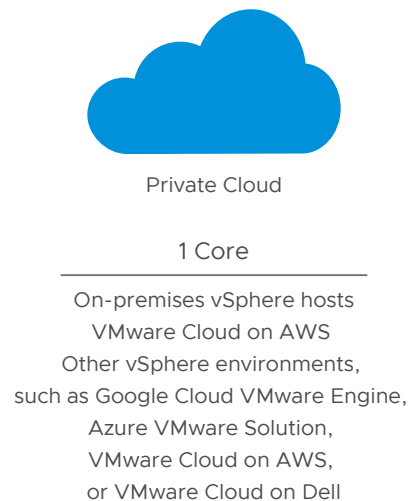


Figure 1: Core portability.

VMware Aria Operations for Logs entitlements

The VMware Aria Operations for Logs component of VMware Aria Universal Suite entitles customers to the following:

- 4GB/month/core of ingestion
- 2GB/month/core of index storage with a 30-day retention
- 2GB/month/core of non-index storage with a one-year retention

No limits on number of VMs for vSphere

There are no restrictions on the number of VMs that can be managed by VMware Aria Universal Suite on a vSphere core. This requires that all enabled cores on a processor be licensed for VMware Aria Universal Suite or VMware vCloud Suite® Subscription. The managed VMs can use all suite components included in the licensed VMware Aria Universal Suite edition.

Seamless portability between on-premises vSphere environment and public cloud

Through the core licensing metric, current deployments of VMware Aria Universal Suite can switch between managing on-premises vSphere workloads and managing workloads on supported public clouds as well as third-party hypervisors and physical servers. As a result, even if a VM migrates from on-premises to public cloud, the same instance of VMware Aria Universal Suite can be used to manage the workloads without switching the license. In addition, the customer can use the SaaS version of the product to manage the workloads without any impact on licensing.

Differences in subscription software offerings

Cloud-connected subscriptions (SaaS)

- Requires a cloud connection
- Provides lifecycle management services
- Integrates with the VMware Cloud console

Disconnected subscriptions (TLSS)

- Provides flexibility for customers who require air-gapped environments
- Uses license keys

Multiple components under a single license

VMware Aria Universal Suite combines multiple components—VMware Aria Automation, VMware Aria Automation Config, VMware Aria Operations, VMware Aria Operations for Logs, VMware Aria Suite Lifecycle, and VMware Skyline—into a single offering with a single license. Many of these components are also available as standalone products licensed on a per-OSI basis. However, when these components are obtained through VMware Aria Universal Suite, they are licensed under a single core. All components included in VMware Aria

Universal Suite can be used to manage VMs on a vSphere licensed processor, on a third-party supported hypervisor, on a supported public cloud, or any combination, provided that enough capacity has been purchased.

Although VMware Aria Universal Suite is made up of several components, it is a single solution with a single license. All the components of a VMware Aria Universal Suite edition are licensed as a single entity. A single license of VMware Aria Universal Suite cannot be used across multiple cores. For example, one license cannot be used for a suite component (e.g., VMware Aria Operations) on one core and another component (e.g., VMware Aria Operations for Logs) on a different core (see Figure 2). Each individual component of the suite used on a unique core counts as a single license. Each individual component of the suite used on different cores counts as multiple licenses.

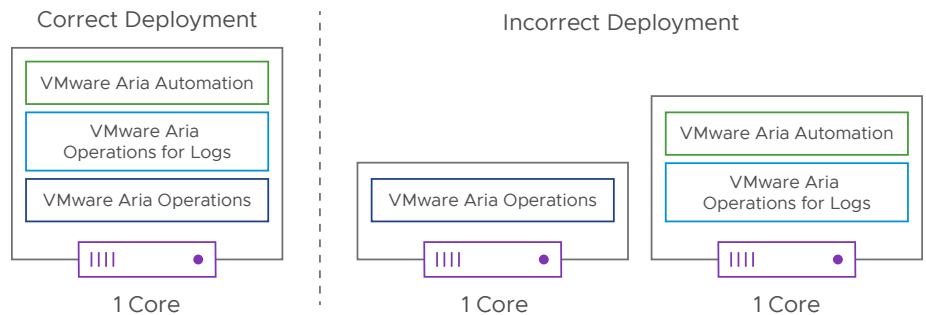


Figure 2: Example deployments of VMware Aria Universal Suite.

Mixing of perpetual and subscription licenses

VMware Aria Suite Lifecycle and VMware Aria Hub Subscription support perpetual and VMware Aria Universal Suite subscription licenses in the supported versions of VMware Aria Universal Suite products. Customers can retain the perpetual licenses if they are active, retrieved from their VMware Customer Connect™ account, and the licenses are not replaced with new VMware Aria Universal Suite subscription licenses.

This Subscription Upgrade Program is applicable for existing users of VMware Aria Suite Lifecycle 8.6 or later.

Mixing of editions in the same installation

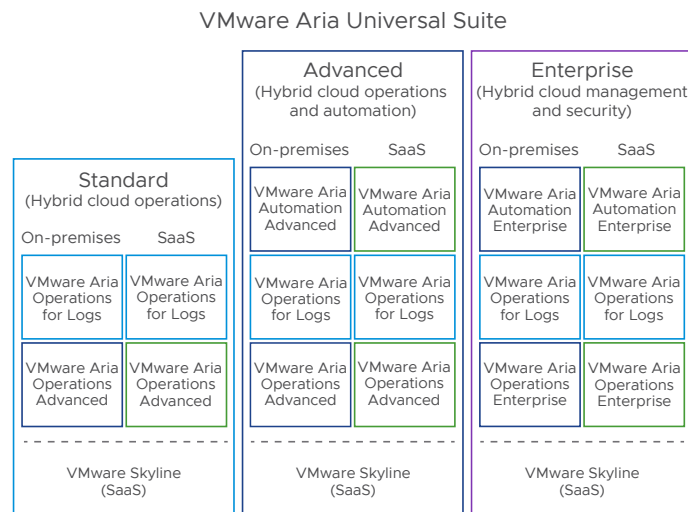
Mixed-edition purchase and consumption of VMware Aria Universal Suite and vCloud Suite+ is supported. However, overages will be charged against the highest edition among all active subscriptions.

When multiple subscriptions of mixed editions are applied to the product (both on-premises and SaaS), customers will have access to all features of the highest edition among the subscriptions.

VMware Aria Universal Suite editions

VMware offers multiple VMware Aria Universal Suite editions that cater to different levels of management needs and use cases:

- Standard – Supports self-driving operations use cases for enterprises looking to deliver continuous performance optimization based on intent, efficient capacity management, proactive planning, and intelligent remediation.
- Advanced – Supports programmable provisioning use cases for enterprises that need to accelerate the delivery of IT infrastructure services by automating delivery and ongoing management.
- Enterprise – Supports hybrid cloud infrastructure use cases for organizations looking for additional capabilities for managing governance, such as policy enforcement, role-based access control, and automated compliance monitoring, plus application automation and operations.



Core for 1 vSphere core or 1 non-vSphere OSI

Note: Application monitoring and public cloud support are included in VMware Aria Operations Enterprise. For a detailed edition comparison, see the [VMware Aria Operations datasheet](#).

Figure 3: VMware Aria Universal Suite editions.

Metering and usage

Customers can deploy VMware Aria Hub Subscription with a cloud proxy, or deploy VMware Aria Suite Lifecycle on premises and activate VMware Aria Hub Subscription in SaaS.

As part of their subscription to VMware Aria Universal Suite, customers are required to provide detailed information on their license consumption for all on-premises and SaaS product instances. To facilitate this process, customers must activate VMware Aria Hub Subscription in their SaaS environment and can optionally deploy VMware Aria Suite Lifecycle on premises.

VMware Aria Suite Lifecycle, or VMware Aria Hub Subscription with a cloud proxy, periodically synchronizes license consumption data to VMware Aria Hub Subscription. VMware Aria Hub Subscription is responsible for reconciling license consumption data for all component products and determining if there are any instances of overage charges. This approach ensures customers have visibility and control over their license consumption across their hybrid cloud environment, and enables them to effectively manage licensing costs while maximizing the value of their investments in VMware Aria Universal Suite.

Overages

VMware previously sold entitlements to VMware Aria Universal Suite as “Prepaid Commit + Overage.” As of October 3, 2022, VMware sells VMware Aria Universal Suite only as “Prepaid Commit” until further notice (no “Overage”).

This means that any offering over-consumption (i.e., use beyond the prepaid commitment capacity) requires the customer to purchase more capacity through additional committed-term subscriptions. VMware’s end-user terms have been updated in the VMware Cloud Services Guide to reflect this requirement.

For a customer with an overage SKU in their contract:

- The customer must remain compliant with the terms of the VMware Cloud Services Guide (purchase appropriate prepaid commitment capacity for usage needs).
- Any over-consumption requires the customer to purchase additional capacity through committed prepaid subscriptions:
 - The customer will not be billed for overage charges.
 - VMware will monitor customer usage data.

The calculation of overage fees is based on a daily basis and averaged over a one-month period. Any overage charges incurred are assessed on a per-core, per-month basis at the prevailing rate for the service offering. These charges are billed retroactively once per VMware fiscal quarter. By implementing this pricing model, customers can accurately forecast and manage their costs while leveraging the full range of features and capabilities offered by VMware Aria Universal Suite.

VMware Aria Hub Subscription

VMware Aria Hub Subscription is a cloud utility service that integrates with VMware Aria Suite Lifecycle or a cloud proxy to collect data for your on-premises products. It also integrates with respective cloud services to monitor license data usage for your cloud services:

- Manage VMware Aria Universal Suite subscriptions and visualize consumption of all VMware Aria Universal Suite components.
- Automate license usage metering from a deployment of a VMware Aria solution on premises and in the cloud. (A VMware Aria Suite Lifecycle deployment is mandatory.)
- Integrate billing with VMware Cloud services. (A valid payment method in the VMware Cloud Services Platform is mandatory.)

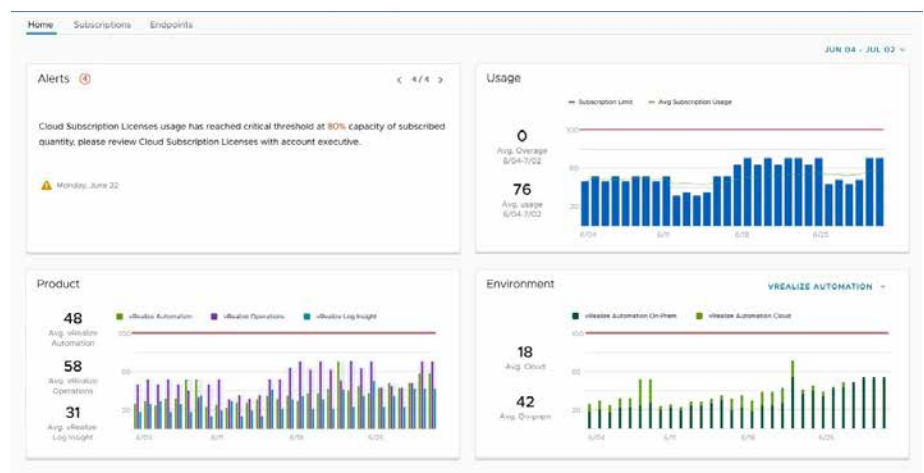


Figure 4: VMware Aria Hub Subscription dashboard.

VMware vCloud Suite+

VMware vCloud Suite+ includes the VMware vSphere+™ hypervisor and VMware Aria Universal Suite (see Figure 5). VMware offers three vCloud Suite+ editions based on the VMware Aria Universal Suite edition included. vSphere+ is the same for all editions. VMware vCloud Suite per CPU includes a term license of vSphere, not vSphere+. Only vCloud Suite+ has vSphere+ included.

VMware vCloud Suite+ (VMware Aria Universal Suite and vSphere+)

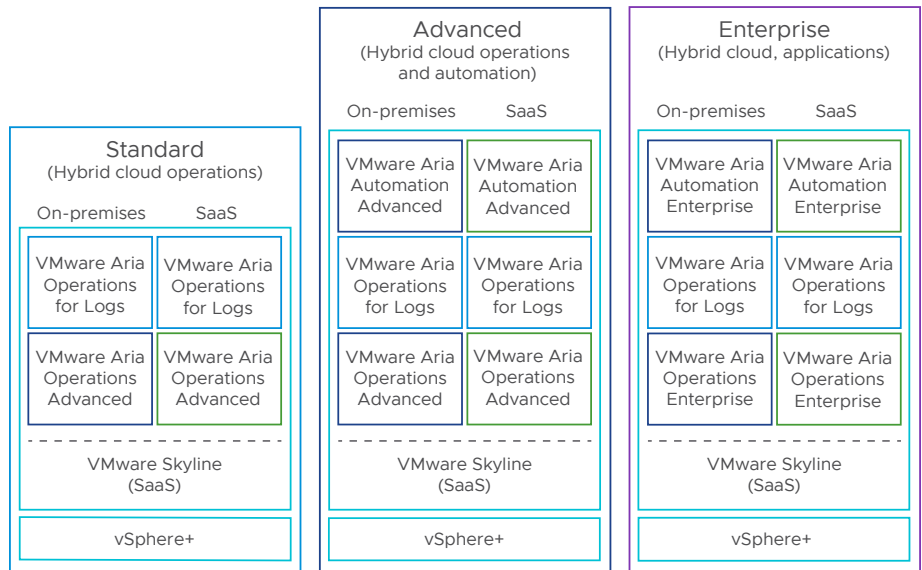


Figure 5: vCloud Suite+ editions.

VMware Aria Universal Suite upgrades and add-ons

Upgrades to VMware Aria Universal Suite can be purchased from standalone products, such as VMware Aria Operations, VMware Aria Automation, or VMware Aria Operations for Logs (see Figure 6), or from suites, such as VMware Aria Suite™. When you upgrade from any of the products, you relinquish the rights to use the perpetual software and associated support. This option allows you to protect your investment.

When you upgrade supported licenses to a higher VMware Aria Universal Suite edition, the original license key is deactivated and a new license key is issued for the upgraded edition. The support and subscription (SnS) fee is included in the price.

VMware Aria Universal Suite also has two add-on enhancements available:

- VMware Aria Operations for VMware Aria Universal Suite:
 - Upgrades the VMware Aria Operations Advanced component in VMware Aria Universal Suite to VMware Aria Operations Enterprise, delivering capabilities including app monitoring and multi-cloud
 - Provides the flexibility to toggle between on-premises and SaaS
- VMware Aria Universal Suite Standard Add-on for Horizon® Term Subscription:
 - Delivers robust monitoring and capacity management capabilities for Horizon customers in VMware Aria Operations
 - Replaces VMware Aria Operations for Horizon and is fulfilled as VMware Aria Universal Suite Standard on a per-CPU basis
 - Entitles customers with 1 core to 4 CCUs when monitoring Horizon VDI/RDS host environments

From	To		
	VMware Aria Universal Suite Standard	VMware Aria Universal Suite Advanced	VMware Aria Universal Suite Enterprise
VMware Aria Operations Enterprise			•
VMware Aria Operations Advanced	•	•	•
VMware Aria Operations Standard	•	•	•
VMware Aria Automation Enterprise			•
VMware Aria Automation Advanced		•	•
VMware Aria Operations for Logs	•	•	•

Figure 6: Available upgrade paths.

FAQ

Q. Can customers upgrade their existing VMware Aria Suite licenses to VMware Aria Universal Suite?

A. Yes. Standalone VMware Aria products and VMware Aria Suite installed base customers can upgrade to VMware Aria Universal Suite or vCloud Suite Subscription through the [Subscription Upgrade Program](#). However, you can upgrade the versions within the product.

Q. How is VMware Aria Universal Suite different from vCloud Suite+?

A. vCloud Suite+ is a bundle that consists of VMware Aria Universal Suite and vSphere+, and is priced at a discount. vCloud Suite+ is intended for customers interested in purchasing a cloud management platform solution and expanding their vSphere capacity.

Q. Are there any prerequisites for purchasing VMware Aria Universal Suite?

A. There are no VMware product prerequisites for VMware Aria Universal Suite, but there are specific IT environment configuration requirements. Check the product user guide for these requirements.

How to buy

For information on purchasing VMware Aria Universal Suite, visit [vmware.com/products/aria-universal-suite](https://www.vmware.com/products/aria-universal-suite).

For information on VMware Aria, visit [vmware.com/products/aria](https://www.vmware.com/products/aria).

To find an authorized reseller in your area, use the online VMware Partner Locator: partnerlocator.vmware.com.

