



VMware vRealize Cloud Universal and VMware vCloud Suite Subscription

Licensing, pricing and packaging

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Executive summary

VMware vRealize® Cloud Universal™ is a multi-cloud software-as-a-service (SaaS) management suite built to accelerate cloud adoption by combining on-premises and SaaS capabilities for automation, operations, log analytics, network visibility, cost optimization, security and compliance into one license.

It gives the flexibility to deploy on premises or as SaaS, interchangeably, without the need to repurchase, for a consistent hybrid and multi-cloud 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.

vRealize Cloud Universal includes the following products and their capabilities:

- CloudHealth® – Gain visibility into cloud costs, usage and performance; optimize environment for cost efficiency; and control spending with this multi-cloud cost management and optimization solution. With more than \$13 billion in cloud spend under management and thousands of deployments across the globe, CloudHealth is a proven leader in multi-cloud cost management and optimization. With CloudHealth, businesses of all sizes can easily understand their fully loaded costs, account for unique business needs, and drive accountability across teams.
- CloudHealth Secure State™ – Reduce misconfigurations and protect millions of cloud resources at scale with this intelligent cloud native security and compliance platform. Using a resource relationship-based cloud data model, the service improves risk visibility with real-time inventory search, advanced risk correlation, and more than 1,000 best practice rules to report 95 percent of violations within 6 seconds of a cloud event notification. With CloudHealth Secure State, security and operations teams can easily operationalize cloud security and collaborate with developers to automate remediation actions.
- VMware vRealize Automation™ | vRealize Automation Cloud™ – Enable private and multi-cloud environments on VMware Cloud™ infrastructure via a modern infrastructure automation platform. It delivers self-service automation, DevOps for infrastructure, and network automation capabilities that help increase business and IT agility, productivity and efficiency. Integrate, streamline and modernize traditional, cloud native, and multi-cloud infrastructures with vRealize Automation. Simplify IT while preparing for the future of your business.
- VMware vRealize Operations™ | vRealize Operations Cloud™ – 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, vRealize Operations provides continuous performance optimization, efficient capacity and cost planning and management, app-aware intelligent remediation, and integrated compliance.

- VMware vRealize Log Insight™ | vRealize Log Insight Cloud™ – 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 vRealize Network Insight Cloud™ – Enable acceleration and optimization of application security and networking across private, public and hybrid clouds. Available only in VMware Cloud Universal™.
- VMware Skyline™ – Utilize proactive intelligence that helps organizations avoid problems before they occur, and reduces the time spent on resolving active support requests.

In addition, vRealize Cloud Universal includes SaaS-exclusive features:

- VMware vRealize AI Cloud™ – Provides reinforcement learning to learn, adapt and optimize storage KPIs across mixed application workloads.
- VMware vRealize Cloud Federated Catalog™ – Delivers a unified catalog of IT infrastructure resources to end users globally.
- VMware vRealize Cloud Federated Analytics™ – Enables a unified view of hybrid and multi-cloud environments in a single interface.
- VMware vRealize Cloud Subscription Manager™ – Delivers automated license usage metering for vRealize deployments on-premises and in the cloud.

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

VMware vRealize Cloud Universal licensing overview

VMware vRealize Cloud Universal is licensed using a CPU that gives customers the flexibility to manage workloads regardless of whether they are on premises on vSphere, third-party hypervisors, physical servers, or supported public clouds (Figure 1). There is no license switching or conversion required.

One CPU allows usage of vRealize Cloud Universal to manage unlimited operating system instances (OSIs)/VMs deployed on one on-premises vSphere CPU, one VMware Cloud on AWS CPU, or any other CPU in an environment based on vSphere. Alternately, vRealize Cloud Universal can manage up to 18 OSIs 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.) Additional information on CPU and OSI can be found in [the vRealize Cloud Universal service description](#).

CloudHealth Enterprise Plus bundle

The CloudHealth Enterprise Plus bundle is now included in vRealize Cloud Universal Enterprise. This bundle includes the CloudHealth multi-cloud platform and CloudHealth Secure State. These two dynamic products enable multi-cloud capabilities within vRealize Cloud Universal, and add cloud cost optimization with security and compliance. CloudHealth Enterprise Plus is available to new customers who purchase vRealize Cloud Universal Enterprise. They are entitled to manage \$500 of monthly public cloud spend for every vRealize Cloud Universal license purchased.

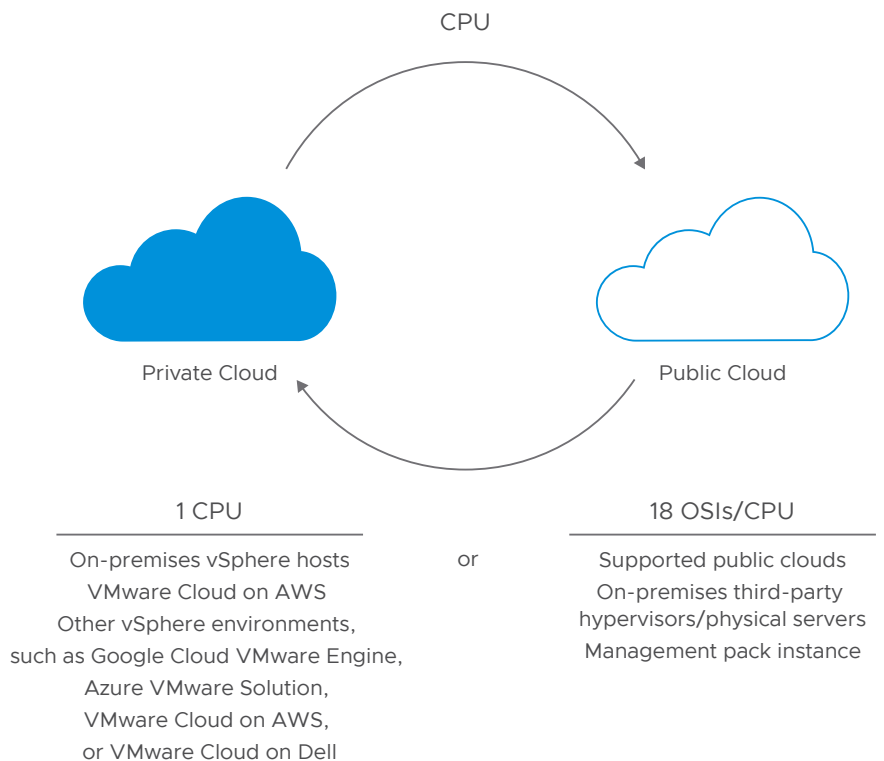


Figure 1: CPU portability.

vRealize Log Insight Cloud entitlements

The vRealize Log Insight Cloud component of vRealize Cloud Universal entitles customers to the following:

- 20GB/month/CPU of ingestion
- 20GB/month/CPU of index storage with a 30-day retention
- 20GB/month/CPU 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 vRealize Cloud Universal on a vSphere CPU with up to a max of 32 cores per CPU. This requires that the CPU/processor be licensed for vRealize Cloud Universal or vCloud Suite Subscription. The managed VMs can use all suite components included in the licensed vRealize Cloud Universal edition.

Seamless portability between on-premises vSphere environment and public cloud

Through the CPU licensing metric, current deployments of vRealize Cloud Universal 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 vRealize Cloud Universal 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.

Multiple components under a single license

vRealize Cloud Universal combines multiple components—CloudHealth, CloudHealth Secure State, vRealize Cloud Subscription Manager, vRealize Operations, vRealize Automation, vRealize Log Insight, vRealize Operations Cloud, vRealize Automation Cloud, vRealize Log Insight Cloud, vRealize Network Insight Cloud, vRealize Cloud Federated Analytics, vRealize Cloud Federated Catalog, vRealize AI Cloud, VMware Skyline, and vRealize Suite Lifecycle Manager™—into a single offering with a single license. Many of these components are also available as standalone products licensed on a per-OSI or per-processor basis. However, when these components are obtained through vRealize Cloud Universal, they are licensed under a single CPU. All components included in vRealize Cloud Universal 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 vRealize Cloud Universal is made up of several components, it is a single solution with a single license. All the components of a vRealize Cloud Universal edition are licensed as a single entity. A single license of vRealize Cloud Universal cannot be used across multiple processors. For example, one license cannot be used for a suite component (e.g., vRealize Operations) on one processor and another component (e.g., vRealize Log Insight) on a different processor (Figure 2).

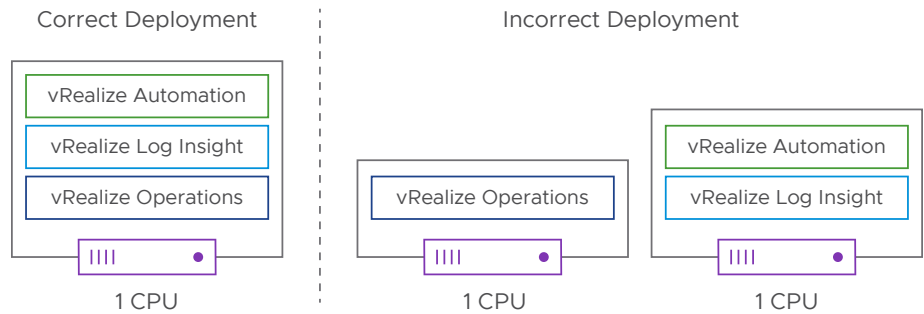
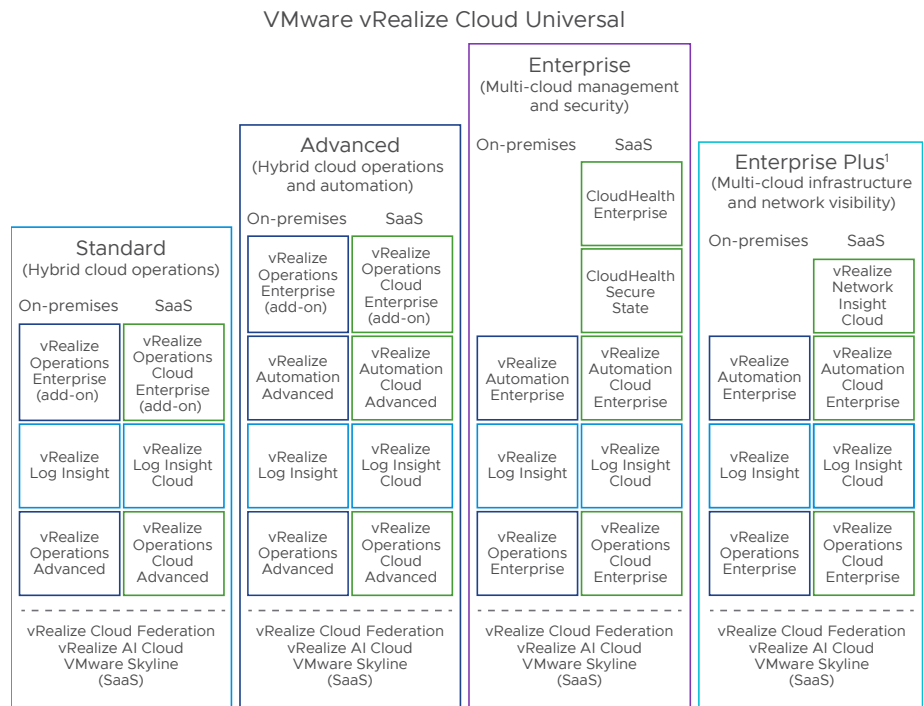


Figure 2: Example of correct and incorrect deployment of vRealize Cloud Universal.

VMware vRealize Cloud Universal editions

VMware offers multiple vRealize Cloud Universal 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 and multi-cloud infrastructure use cases for organizations looking for cost optimization, security and compliance, plus application automation and operations.
- Enterprise Plus – Supports application discovery and network optimization for organizations looking to gain unified visibility across hybrid and multi-cloud environments. Available only as part of VMware Cloud Universal or as an add-on to VMware Cloud on AWS.



CPU for 1 vSphere CPU or 18 non-vSphere OSIs

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

Figure 3: vRealize Cloud Universal editions.

Metering and usage

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

1. vRealize Cloud Universal Enterprise Plus is only available as part of VMware Cloud Universal or as an add-on to VMware Cloud on AWS.

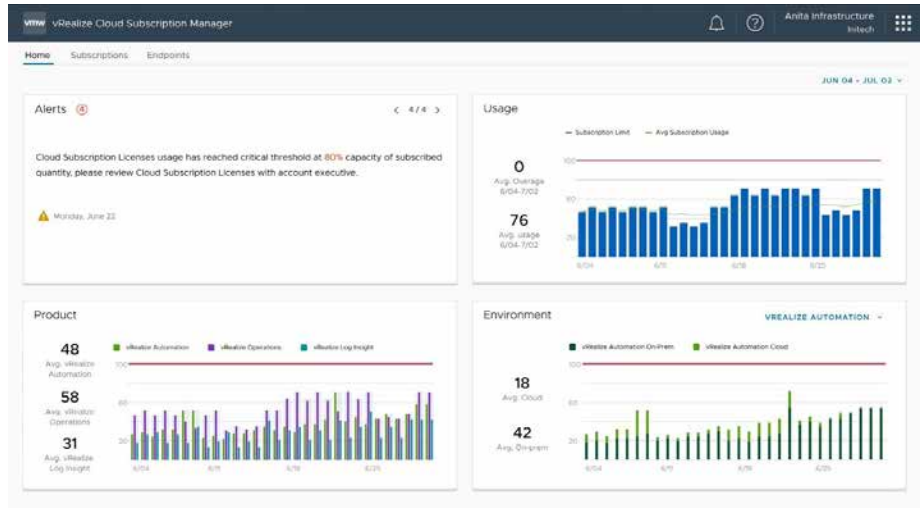


Figure 4: vRealize Cloud Subscription Manager dashboard.

VMware vCloud Suite Subscription

VMware vCloud Suite Subscription includes the vSphere Enterprise Plus hypervisor and vRealize Cloud Universal (Figure 5). VMware offers three vCloud Suite Subscription editions based on the vRealize Cloud Universal edition included. vSphere Enterprise Plus is the same for all editions.

VMware vCloud Suite Subscription

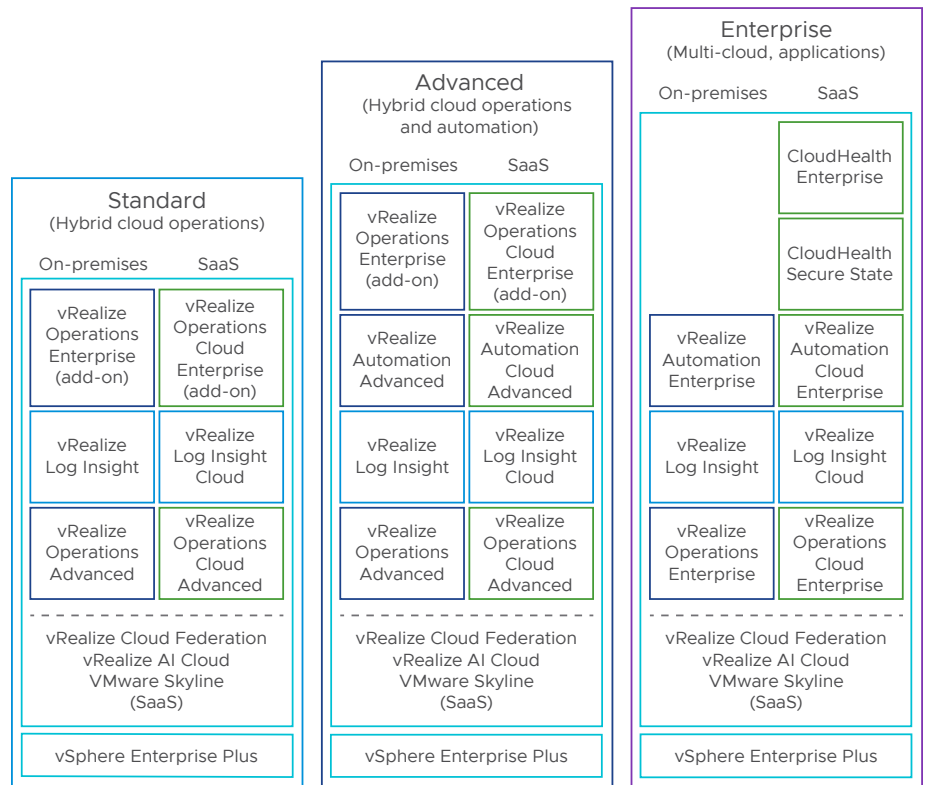


Figure 5: vCloud Suite Subscription editions.

vRealize Cloud Universal upgrades and add-ons

Upgrades to vRealize Cloud Universal can be purchased from standalone products, such as vRealize Operations, vRealize Automation, or vRealize Log Insight (Figure 6), or from suites, such as vRealize 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 vRealize Cloud Universal 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.

vRealize Cloud Universal also has two add-on enhancements available:

- vRealize Operations Enterprise Universal™ for vRealize Cloud Universal:
 - Upgrades the vRealize Operations Advanced component in vRealize Cloud Universal to vRealize Operations Enterprise, delivering capabilities including app monitoring and multi-cloud
 - Provides the flexibility to toggle between on-premises and SaaS
- vRealize Cloud Universal Standard Add-on for Horizon®:
 - Delivers robust monitoring and capacity management capabilities for Horizon customers in vRealize Operations
 - Replaces vRealize Operations for Horizon and is fulfilled as vRealize Cloud Universal Standard Edition on a per-CPU basis
 - Entitles customers with 1 CPU to 40 CCUs when monitoring Horizon VDI/RDS environments

From	To		
	vRealize Cloud Universal Standard	vRealize Cloud Universal Advanced	vRealize Cloud Universal Enterprise
vRealize Operations Enterprise			•
vRealize Operations Advanced	•	•	•
vRealize Operations Standard	•	•	•
vRealize Automation Enterprise			•
vRealize Automation Advanced		•	•
vRealize Log Insight	•	•	•

Figure 6: Available upgrade paths.

FAQ

Q. Can customers upgrade their existing vRealize Suite licenses to vRealize Cloud Universal?

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

Q. How is vRealize Cloud Universal different from vCloud Suite Subscription?

A. vCloud Suite Subscription is a bundle that consists of vRealize Cloud Universal and a term license of vSphere Enterprise Plus, and is priced at a discount. vCloud Suite Subscription is intended for customers interested in purchasing a cloud management platform solution and expanding their vSphere capacity.

Q. Is vRealize Network Insight Cloud available in vRealize Cloud Universal?

A. vRealize Network Insight Cloud is available in the vRealize Cloud Universal Enterprise Plus edition. This edition is exclusive to VMware Cloud Universal and as an add-on to VMware Cloud on AWS.

Q. Are there any prerequisites for purchasing vRealize Cloud Universal?

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

Q. What is the difference between vRealize Cloud Universal and VMware Cloud Universal?

A. VMware Cloud Universal is a purchasing program with which a customer can flex their infrastructure between VMware Cloud Foundation™ and VMware Cloud, as well as convert vRealize that is part of VMware Cloud Foundation into vRealize Cloud Universal. vRealize Cloud Universal is available as part of VMware Cloud Universal.

vRealize Cloud Universal is a hybrid subscription license that entitles the customer to either deploy vRealize management on-premises or consume as SaaS, interchangeably and without having to repurchase.

How to buy

For information on purchasing vRealize Cloud Universal, visit [vmware.com/products/vrealize-cloud-universal](https://www.vmware.com/products/vrealize-cloud-universal).

For information on VMware Cloud Universal, visit [vmware.com/products/cloud-universal](https://www.vmware.com/products/cloud-universal).

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

