

# Cloud Acceleration Benefit

Program Guide

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## At a Glance

Cloud Acceleration Benefit 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 eligible offerings.

Cloud Acceleration Benefit is only available where customers prepay for SPP Credits that can be redeemed for VMware Cloud eligible offerings.

## Key Benefits

- Customers get value for their past investment in perpetual licenses which they plan to deactivate over the term of their enterprise license agreement for purchase of VMware Cloud Universal offerings (“VMware Cloud Universal Contract”), which reduces the size of their investment.
- Reconciliation events ensure customers receive credit for the actual perpetual licenses they have surrendered, which can be applied towards the VMware Cloud Universal subscription committed spend.
- Additionally, customers receive credit for any prepaid, unused SnS balance associated with perpetual licenses they have surrendered at the reconciliation process.

## Program Mechanics

For customers planning a staged migration to the Cloud, VMware Cloud Acceleration Benefits (“CAB”) provides a straightforward two-step process for applying the value from VMware SDDC perpetual licenses toward VMware Cloud Universal committed spend.

### Initial Assessment

VMware Sales works with customers to determine their cloud needs, expected scope, and timing. Based on this assessment, customers receive a statement of the VMware Cloud Acceleration Benefits value associated with the perpetual licenses that they expect to be deactivated over the term of their VMware Cloud Universal Contract; this value is referred to as CAB license estimation.

The Customer has the option of reducing any upfront investment needed by the CAB license estimation upon execution of the Customer's VMware Cloud Universal Contract.

### Reconciliation process

When customers are ready to deactivate their licenses at any time during the VMware Cloud Universal Contract (up to two times per year as described below)

1. The Customer indicates which licenses will be surrendered for CAB and signs a Software destruction agreement (“SDA”), including details on the license keys to be retired.
2. VMware will calculate the total CAB value, which is the sum of the CAB license value and unused SnS balance associated with perpetual licenses
  - a. The Customer will receive SPP Credits for the total CAB license value, which can be used to pay for the spend commitment on VMware Cloud Universal eligible services.
  - b. The Customer will receive SPP Credits for the unused SnS balance associated with perpetual licenses, but this amount may not be used to retire any spend commitment that customers may have for VMware Cloud Universal eligible services.

If by the end of the VMware Cloud Universal contract term, the Customers submit licenses for CAB for a CAB license value lower than the CAB license estimation, VMware will invoice the difference to the Customer.

The reconciliation process will occur at least once a year (on or around the anniversary of the VMware Cloud Universal contract execution) and a maximum of twice per year. Both VMware and customers can initiate a reconciliation process during the VMware Cloud Universal Contract at any point in time.

## Considerations

- Customers may only surrender perpetual licenses with a CAB value of up to 20% of the total committed to spend on VMware Cloud Universal eligible offers or their actual spend on VMware Cloud Universal Eligible offerings, whichever is higher.
- Some contract configurations and licenses acquired via specific channels may not be eligible for CAB. Consult a VMware sales representative for details.
- The credit obtained leveraging CAB will expire on the same expiration date as the Customer's Cloud Universal Contract. Any credit that is not used prior to the termination of the Customer's Cloud Universal Contract will expire, and Customer will not be entitled to a refund for any unused credit.

## Eligibility

Perpetual license products, as reflected in the Customer Installed Base (IB), can potentially be eligible for CAB. Licenses intended to leverage CAB must have an active Support Services contract at the time of reconciliation. Specific eligible SKU are listed below

Product Category	Product description	Product SKU
vSphere	VMware vSphere 7 Standard for 1 processor	VS7-STD-C
	vSphere Enterprise (per CPU)	VS6-ENT-C
	VMware vSphere 7 Enterprise Plus for 1 processor	VS7-EPL-C
	VMware vSphere 7 Enterprise Plus for vCloud Suites (Per CPU)	VS7-EPL-VS-C
vRealize	VMware vRealize Log Insight 8 per CPU	VR-LIS8-CPU-C
	VMware vRealize Log Insight 8 (25 OSI Pack)	VR-LIS8O-25-C
	VMware vRealize Operations 8 Standard (Per CPU)	VR8-OSTC-C
	VMware vRealize Operations 8 Standard (25 VM Pack)	VR8-OSTV25-C
	VMware vRealize Operations 8 Advanced (Per CPU)	VR8-OADC-C
	VMware vRealize Operations 8 Advanced (25 OSI Pack)	VR8-OADO25-C
	VMware vRealize Operations 8 Enterprise (Per CPU)	VR8-OENC-C
	VMware vRealize Operations 8 Enterprise (25 OSI Pack)	VR8-OENO25-C
	VMware vRealize Automation 8 Standard Plus (25 OSI Pack) for sale in the US only	VR8-ATSTDP25-C
	VMware vRealize Automation 8 Advanced (25 OSI Pack)	VR8-ATAD25-C
	VMware vRealize Automation SaltStack SecOps add-on to vRealize Suite (Per CPU) for sale in the US only	VR8-ATADO-AD-C
	VMware vRealize Automation SaltStack SecOps add-on to vRealize Automation (25 OSI) for sale in the US only	VR8-ATADO25P-AD-C
	VMware vRealize Automation 8 Enterprise (25 OSI Pack)	VR8-ATEN25-C
	VMware vRealize Suite 2019 Standard (Per PLU)	VR19-STD-C
	VMware vRealize Suite 2019 Advanced (Per PLU)	VR19-ADV-C
	VMware vRealize Suite 2019 Enterprise (Per PLU)	VR19-ENT-C
VMware vRealize Operations 8 Application Monitoring Add-On (Per PLU)	VR8-OAMAD-C	
NSX	NSX Data Center Professional	NX-DC-PF-C
	NSX Data Center Standard (per CPU)	NX-DC-STD-C
	NSX Data Center Advanced (per CPU)	NX-DC-ADV-C
	VMware NSX Data Center Advanced per Processor (Limited Export)	NX-DCADV-LE-C

	NSX Enterprise (per CPU)	NX-ENT-C
	NSX Data Center Enterprise Plus (per CPU)	NX-DC-EPL-C
vSAN	VMware vSAN 7 Standard for 1 processor	ST7-STD-C
	VMware vSAN 7 Advanced for 1 processor	ST7-ADV-C
	VMware vSAN 7 Enterprise for 1 processor	ST7-ENT-C
	VMware vSAN 7 Enterprise Plus for 1 processor	ST7-EPL-C
vRNI	VMware vRealize Network Insight 6 Advanced (per CPU)	VRNI6-ADV-CPU-C
	VMware vRealize Network Insight 6 Enterprise (per CPU)	VRNI6-ENT-CPU-C
	VMware vRealize Network Insight 6 Enterprise Add-on to VMware NSX Data Center Enterprise Plus (Per Processor)	VRNI6-ENTAD-NXEPLP-C
SDDC Manager	VMware SDDC Manager 4 (Per CPU)	CF4-SDDCM-C
	VMware SDDC Manager 4 for vSAN (Per CPU)	CF4-SDDCM-VS-C
vCenter Server	VMware vCenter Server 7 Foundation for vSphere 7 up to 4 hosts (Per Instance)	VCS7-FND-C
	VMware vCenter Server 7 Standard for vSphere 7 (Per Instance)	VCS7-STD-C
SRM	VMware Site Recovery Manager 8 Enterprise (25 VM Pack)	VC-SRM8-25E-C
	VMware Site Recovery Manager 8 Standard (25 VM Pack)	VC-SRM8-25S-C
ROBO	VMware vSphere 7 Remote Office Branch Office Standard (25 VM pack)	VS7-RBSTD25-C
	VMware vSphere 7 Remote Office Branch Office Advanced (25 VM pack)	VS7-RBADV25-C
	VMware vSphere 7 Remote Office Branch Office Enterprise (25 VM pack)	VS7-RBENT25-C
	VMware vSphere 7 Remote Office Branch Office Enterprise Plus (25 VM pack)	VS7-RBEPL25-C
	VMware NSX Data Center for Remote Office Branch Office (25 VM)	NX-DCRB-25VM-C
	VMware vSAN 7 Standard for Remote Office Branch Office (25 VM pack)	ST7-RBSTD-25VM-C
	VMware vSAN 7 Advanced for Remote Office Branch Office (25 VM pack)	ST7-RBADV-25VM-C
	VMware vSAN 7 Enterprise for Remote Office Branch Office (25 VM pack)	ST7-RBENT-25VM-C
	VMware vRealize Network Insight 6 Remote Office Branch Office (25 VM pack)	VRNI6-25ROBO-C

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