

# Future-proof Hybrid Cloud Investments with VMware Cloud Universal

## WHAT'S COVERED UNDER VMWARE CLOUD UNIVERSAL PROGRAM

With this subscription customers will have access to the services mentioned below as well as the ability to deploy and migrate SDDCs between offerings within VMware Cloud Universal.

### VMware Cloud Foundation™

Customer managed hybrid cloud platform delivering integrated compute, storage, and networking infrastructure for modernizing data centers and deploying modern applications. [Learn more](#)

### VMware Cloud™ on AWS

VMware managed SDDCs running on Amazon EC2 elastic, bare-metal infrastructure. Extend on-premises vSphere environments and access the global footprint and native services of AWS. [Learn more](#)

### VMware Tanzu™ Standard

It simplifies operation of Kubernetes for multi-cloud deployments, centralizing management and governance for many clusters and teams across on-premises, public clouds, and edge. [Learn more](#)

### VMware vRealize® Cloud Universal

Integrated cloud management solution that allows for consistent deployment and operations of your applications, infrastructure, and platform services, from the data center to the cloud to the edge. [Learn more](#)

### VMware Cloud™ on Dell EMC

A fully managed VMware Cloud service that provides a simple, secure, and scalable VMware Cloud infrastructure for customer's on-premises datacenter and edge locations. [Learn more](#)

As IT organizations continue to embrace the public cloud and Software-as-a-Service operating models, analysts continue to forecast rapid growth in hybrid cloud and public cloud migration. According to Hybrid Cloud Trends survey conducted by Enterprise Strategy Group in 2019, 93% of organizations are committed to or interested in hybrid cloud strategies.

Now, customers can start their hybrid cloud journey with VMware Cloud Universal™ program. It is a flexible subscription for multi cloud that delivers credits for VMware Cloud infrastructure and management (and related extensions) across a customer managed private cloud (VMware Cloud Foundation subscription), VMware managed local cloud (VMware Cloud on Dell EMC), or a VMware managed public cloud (VMware Cloud on AWS). VMware Cloud Universal also includes VMware Success 360 - VMware's premier customer success program. VMware Cloud Universal credits can also be deployed against VMware vRealize Cloud for management of previous VMware infrastructure investments.

## Use case and scenarios

### Hybrid Cloud Architecture - Future-proofed hybrid cloud investments

VMware Cloud Universal program is ideal for customers who has tactical or strategic requirements for supporting workloads across both on-premises infrastructure and in the public cloud. VMware Cloud Universal enables customers to build and maintain a hybrid cloud architecture across on-premises and the cloud infrastructure over time. Example scenarios include:



Balancing investments across on-premises and the public cloud over time



Flexibly running apps in the right environment that suits each application's needs



Handling unplanned or urgent business needs on-premises or in the cloud (e.g., remote workforce, new LoB apps, M&A integrations, post-divestiture infrastructure, burst capacity in the cloud to handle seasonal spikes in demand)

## What VMware Cloud Universal delivers

- 1. Wide range of subscription options:** VMware Cloud Universal SPP credits can be redeemed for one-year or three-year subscriptions of any eligible product within the program.
- 2. Flexibility within the program:** Customers have the option to adjust spend & workloads across customer managed private cloud, VMware managed local cloud, and VMware managed public cloud. Convert unused VMware Cloud Foundation Subscription to new destination subscriptions.
- 3. Cloud acceleration benefits:** Customers with existing vSphere, NSX, vSAN, or vRealize perpetual licenses can receive discounts for upgrading to VMware Cloud Universal, including credit for unused SnS.

[Talk to your VMware representative to learn more](#)

