

Migrate to Cloud in a Flexible Manner 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](#)

Today, customers are increasingly embarking on strategic cloud migration projects, in which they migrate specific applications to the cloud or move an entire data center to the cloud as per their needs. But while executing these long-running cloud migration projects, customers need the flexibility to keep certain workloads on-premises and move certain workloads to the cloud according to their timelines. For such customers, the VMware Cloud Universal™ program provides a smooth transition path to cloud.

VMware Cloud Universal 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

Cloud migration initiatives with extended or flexible timelines

VMware Cloud Universal is ideal for customers who are planning a cloud migration journey, but due to size, complexity or nature of the effort, the migration timeline is extended over a year or more. The program preserves the flexibility for customers to migrate small, experiment with the cloud and then expand their migration waves over time without disruption to their workloads or infrastructure investments. Example scenarios include:



Exiting real estate or facilities contracts that are a few years out



Phased data center consolidation and infrastructure refresh



Migrating specific applications due to scale / technical requirements



Diversifying regional footprint by using the cloud to be closer to end users

What VMware Cloud Universal delivers

- 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.
- 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.
- 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.](#)

