Today, 68% of the organizations plan to follow an infrastructure up approach to hybrid cloud, extending their on-premises environment by integrating with public cloud infrastructure. Due to speed, agility, scalability and lower TCO offered by public cloud infrastructure, customers want to extend to the cloud to meet their temporary burst capacity needs. But at the same time, they want consistent infrastructure and operations across their hybrid cloud environment. VMware Cloud Universal™ program can help such customers rapidly extend to the cloud in a seamless manner with minimal risks involved.

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 expansion with burst capacity needs
Seamlessly expand capacity to meet the ever-growing needs of the business and take advantage of global cloud infrastructure for large-scale demand periods. Extend the capabilities of your existing cloud deployment and leverage a common framework to provide consistent management, operations, and governance. Example scenarios include:

- Seasonal spikes in demand such as holiday shopping portals
- Temporary IT capacity needs for events such as IT infrastructure for conferences
- Virtual Desktop Infrastructure for temporary workers/interns/contractors
- IT capacity needs for pop-up healthcare facilities or for clinician desktops
- IT infrastructure and virtual desktops for remote learning or distance learning surges

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
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.