



VMware Professional Services Vouchers for Public Sector

At a glance

VMware Professional Services Vouchers provide a cost-effective and flexible way to purchase VMware Professional Services and VMware Education Services.

Key benefits

- Volume-based discounts
- Apply vouchers as needed
- Streamline order fulfillment
- Manage costs and eliminate the need to allocate funds later

SKUs

1-150 vouchers: SVC-VO-0-F

151-600 vouchers: SVC-VO-10-F

601-1200 vouchers: SVC-VO-15-F

1201-2000 vouchers: SVC-VO-20-F

Overview of Professional Services Vouchers for Public Sector

VMware Professional Services Vouchers for Public Sector Customers provide a cost-effective and flexible way to purchase VMware Professional Services, Training and Certification. Vouchers allow customers to obligate funds for VMware Professional Services and VMware Education Services. This helps to manage costs and reduces the need to obligate additional funds later.

Vouchers can be used towards any available VMware Professional Services (including packaged consulting, custom consulting, and Technical Account Manager services) and VMware Education Services (including training services). Professional Services Vouchers for Public Sector cannot be used to purchase passes for VMware Explore.

Vouchers can be purchased directly from VMware, VMware authorized distribution and reseller partners.

VMware will invoice for vouchers upon delivery of the associated VMware Professional Services or VMware Education Services.

Vouchers expire one year from the PO date. VMware will have no obligation to deliver any services in exchange for expired vouchers, and VMware will have no right to invoice for expired vouchers.

Only U.S. public sector entities (see definitions below for U.S. Federal Customer and U.S. State & Local Customer) may procure vouchers using Federal SKUs.

Benefits of Professional Services Vouchers

- Flexibility: Leverage budget cycles and apply vouchers as needed towards VMware Professional Services and VMware Education Services
- Value: Volume-based discounts on purchase of vouchers are available, with each voucher redeemable for either (a) \$100 in VMware list price packaged consulting and training services or (b) the discounted price paid for the voucher applied to VMware list price for TAM, custom consulting or to travel and expense costs.
- Efficiency: Less administrative effort and a more streamlined order fulfillment process

VMware Professional Services Vouchers list price discount schedule		
Number of vouchers	Discount*	SKU
1-150	0%	SVC-VO-0-F
151-600	10%	SVC-VO-10-F
601-1200	15%	SVC-VO-15-F
1201-2000	20%	SVC-VO-20-F

*VMware list price discount only.

How Professional Services Vouchers work

- Vouchers account must be activated before vouchers can be used.
- Vouchers may be redeemed for VMware Professional Services and VMware Education Services.
- For packaged consulting and education offerings, one (1) voucher may be redeemed for \$100 USD of VMware list price services.
- For custom consulting engagements, vouchers are applied according to the list price based on volume of purchase (e.g., a \$100 voucher purchased at 20% volume discount may be redeemed for \$80 USD of VMware list price custom consulting services).
- For custom consulting engagements, a Statement of Work (SOW) is not required at the time of purchase; however, a signed SOW is required prior to the engagement.
- The Technical Account Management (TAM) services are delivered as an at-cost service and vouchers are applied according to list price by volume (e.g., a \$100 voucher purchased at 20% volume discount may be redeemed for \$80 USD in VMware list price TAM services).
- Vouchers may be used towards Travel and Expense (T&E) and are applied at list price by volume (e.g., a \$100 voucher purchased at 20% volume discount may be redeemed for \$80 USD of T&E).
- Discounts are not applicable when using vouchers as payment.
- Vouchers can be combined with cash to pay for services execution.
- Voucher invoices are processed when the associated VMware Professional Services or VMware Education Services are delivered.

Learn more

To learn more about VMware Professional Services Vouchers for Public Sector, speak with your VMware Professional Services sales representative or VMware partner.

U.S. Federal customer definition

For purposes of determining eligibility to purchase Federal SKUs, United States Federal Customer is defined as follows:

- All Federal (executive, legislative or judicial) agencies, departments, commissions, boards, offices, councils, or authorities, including Government agencies as described above situated in U.S. Territories outside the continental United States, hospitals, medical centers, and other health facilities operated by U.S. Federal Government agencies.
- All Federally Funded Research and Development Centers (FFRDCs) – See <https://www.nsf.gov/statistics/ffrdclist/> for a current list of FFRDCs.
- Resellers or systems integrators (also referred to as “prime contractors”) procuring vouchers with federal funding for an otherwise qualified Federal Customer end user (as identified above) may procure Federal SKUs.

U.S. state and local customer definition

U.S. state and local government entities meeting the following definition are eligible to purchase vouchers using Federal SKUs:

State and local government entities such as a municipality, special district city, county or state governmental agency or department, commission, board, office, council, authority, or other agency in the executive, legislative, or judicial branch of state or local government that is created by the constitution or a statute of the governing state, including the district, regional and state administrative offices.

This includes agencies or departments appearing on a state or local government organizational chart. For example, the following are considered state and local entities:

- Public libraries
- Public elementary, secondary, graduate, post-graduate, vocational, colleges and universities, including include district, regional, and state administrative offices and state boards of education
- Hospitals, medical centers, and other health facilities operated by state or local government authorities, including those operated by public universities
- The United Nations and its subordinate agencies (with the exception of the International Monetary Fund (IMF) and the World Bank (International Bank for Reconstruction & Development))
- US Tribal Government entities