

# VMware Fair Value Conversion Program

This document is intended to answer questions related to the VMware Fair Value Conversion program.

## Program Basics

### Q. What is the Fair Value Conversion program?

A. The VMware Fair Value Conversion program allows you to upgrade to VMware vCloud Suite® or VMware EVO™ SDDC™ by combining existing licenses for VMware vSphere® and other products that provide equivalent functionality of constituent features of vCloud Suite or EVO SDDC such as VMware vRealize® Operations™.

### Q. Why did VMware create the Fair Value Conversion program?

A. VMware created the program because many customers interested in buying vCloud Suite or EVO SDDC might already own some of the standalone products (e.g., vRealize Operations™, vRealize Automation™, etc.) that are a part of vCloud Suite editions or EVO SDDC. Because VMware does not sell upgrades from these products to vCloud Suite, the program enables you to upgrade from these products to the vCloud Suite and get value from those previous purchases.

In addition, the program allows you to use multiple qualifying products for the upgrade. This “many-to-one” upgrade would otherwise be unavailable through normal upgrade stock keeping units (SKUs).

### Q. How is fair value conversion different from an upgrade?

A. Fair value conversion is similar to an upgrade in that it allows you to go from a lower to a higher level of product functionality.

However, several key differences apply:

- The Fair Value Conversion program allows you to upgrade using multiple existing products.
- The Fair value conversion program does not use traditional upgrade SKUs. It has SKUs unique to the program, which are different in that they allow multiple qualifying products.
- Participation in the Fair Value Conversion program requires that you request a custom quote that details the conversion value and resulting upgrade price.
- The Fair Value Conversion program also has several program specifics that apply (See additional details in the Program Guide).

### Q. Is membership required?

A. No, the program is available to all VMware end users, subject to the specific terms of the program.

### Q. What price will I pay?

A. The license price is calculated as the current list price of the product being purchased minus the conversion value of the products being converted. The conversion value you receive is based on the list price of your current license entitlement.

- For example, if you purchased vSphere 5 Standard edition and stayed current on support and subscription (SnS), your current license entitlement for the product is vSphere 6 Standard edition, or the latest version of vSphere, and the conversion value would be the current list price of vSphere Standard 6, or the latest version of vSphere.
- Existing license entitlements will receive a conversion value of approximately 90 percent of the current list price. Purchase of a minimum 2-month SnS contract is required (enterprise license agreement [ELA] customers are exempt from this requirement). Any unused SnS on existing licenses will be used to extend the new SnS contract based on the residual value of the existing contract. The residual value might vary, depending on whether the initial support contract with VMware or a partner.

### Q. Why will I receive approximately a 90 percent conversion value?

A. The actual conversion value applied is based on specific bands that are established for each destination product so the actual conversion value will be slightly different from the aforementioned percentage. However, because the conversion value is rounded up, the actual conversion value will equal or exceed the percentage stated above.

### Q. Does the program have an end date?

A. No end date is planned for the program. However, VMware reserves the right to cancel the program at its discretion.

### Q. Do I have to purchase SnS as part of the Fair Value Conversion program? What happens to any unused SnS associated with my existing licenses?

A. For non-ELA customers, purchase of a minimum 2-month SnS contract is required (ELA requirements are addressed as part of the ELA contract). Any unused SnS on existing licenses will be used to extend the new SnS contract based on the residual value of the existing contract. The residual value might vary, depending on whether the initial support contract was with VMware or a partner.

**Q. Are there any geography restrictions? Which currencies are supported?**

A. This program is available globally and all VMware support currencies are supported. The currency used for a specific quote depends on the customer location. For consistency, a quote will use the same currency for pricing of both the purchased license list price and conversion value. Therefore, the currency used for the Fair Value Conversion program quote might not match the currency used for the initial license purchase.

**Eligibility**

**Q. Which customers are eligible?**

A. Most customers are eligible to participate in the program, including those with contracts. Initial purchases made from VMware or an authorized reselling partner are eligible for conversion.

**Q. Which products are eligible?**

A. The Fair Value Conversion program approximates traditional upgrades as much as possible in that, generally, you should not lose functionality as a result of a conversion. However, the program provides exceptions to use cases that benefit customers to allow some instances where VMware deems that increased functionality commensurate some diminishment of features (for instance, vCloud Suite Enterprise is eligible for FVC upgrade to EVO SDDC). The program requires that the conversion contain vSphere and at least one additional product that performs part of constituent features of the

destination product except in instances where the destination product does not have vSphere functionalities.

**Q. Can other programs, such as the VMware Volume Purchase Program (VPP), be used in conjunction with the Fair Value Conversion program?**

A. No.

**Q. Are there any specific version requirements?**

A. As long as you are current on SnS, it does not matter which version of the product you purchased (note that version is the release version of the product – e.g., 5.1), the conversion value will be based on the current list price of your current entitlement. For example, if you purchased vSphere 5 Enterprise and stayed current on SnS, your current entitlement is vSphere 6 Enterprise. In some cases, your entitlement might be a different edition from what you initially purchased. For example, if you purchased vSphere 4 Advanced and stayed current on SnS, your current entitlement is vSphere 6 Enterprise and your conversion value would be based on the current VMware vSphere 6 Enterprise list price.

**Q. Is the program available for the purchase of products other than vCloud Suite?**

A. Currently, the program supports the purchase of vCloud Suites and EVO SDDC.

**Q. Can I get a discount off list price?**

A. No. Fair Value conversion quotes are based on current list prices. No discounts or rebates are offered.

"FROM" PRODUCT	"TO" PRODUCT					
	vCloud Suite Standard	vCloud Suite Advanced	vCloud Suite Enterprise	EVO SDDC	EVO SDDC Horizon Add-On	EVO SDDC vRealize Automation Add-On
VMware vSphere – Standard, Enterprise, Enterprise Plus	Yes	Yes	Yes	Yes	No	No
VMware vSphere with Operations Management Standard	Yes	Yes	Yes	Yes	No	No
VMware vSphere with Operations Management Enterprise	Yes	Yes	Yes	Yes	No	No
VMware vSphere with Operations Management Enterprise Plus	Yes	Yes	Yes	Yes	No	No
vSphere – Essentials, Essentials Plus, Remote Office Back Office (ROBO)	No	No	No	No	No	No
VMware vRealize Operations Standard	Yes	Yes	Yes	Yes	No	No
VMware vRealize Operations Advanced	Yes	Yes	Yes	Yes	No	No
VMware vRealize Operations Enterprise	No	No	Yes	No	No	No

"FROM" PRODUCT	"TO" PRODUCT					
	vCloud Suite Standard	vCloud Suite Advanced	vCloud Suite Enterprise	EVO SDDC	EVO SDDC Horizon Add-On	EVO SDDC vRealize Automation Add-On
VMware vRealize Automation™ Advanced	No	Yes	Yes	No	No	Yes
VMware vRealize Automation Enterprise	No	No	Yes	No	No	Yes
VMware Site Recovery Manager™ – Standard, Enterprise	No	No	Yes	No	No	No
VMware vCloud Suite Standard Edition	No	Yes	Yes	Yes	No	No
VMware vCloud Suite Advanced Edition	No	No	Yes	Yes	No	No
VMware vCloud Suite Enterprise Edition	No	No	No	Yes	No	No
VMware Virtual SAN™	No	No	No	Yes	No	No
VMware NSX™	No	No	No	Yes	No	No
VMware Horizon® (with View) – Standard, Advanced, and Enterprise	No	No	No	No	Yes	No

**Below is the eligibility matrix:**

Product list is not exhaustive and additional products may also be eligible.

**Below are some examples:**

"FROM" PRODUCTS	"TO" PRODUCT	VALID CONVERSION?	RATIONALE
<ul style="list-style-type: none"> <li>vSphere Enterprise</li> <li>vRealize Operations Advanced</li> </ul>	vCloud Suite Advanced	Yes	<ul style="list-style-type: none"> <li>vCloud Suite Advanced contains vSphere Enterprise Plus, a higher edition than vSphere Enterprise</li> <li>vCloud Suite Advanced contains vRealize Operations Advanced</li> </ul>
<ul style="list-style-type: none"> <li>vSphere Enterprise Plus</li> <li>Site Recovery Manager Enterprise</li> </ul>	vCloud Suite Advanced	No	<ul style="list-style-type: none"> <li>vCloud Suite Advanced does not contain Site Recovery Manager</li> </ul>
<ul style="list-style-type: none"> <li>vSphere Enterprise Plus</li> <li>Site Recovery Manager Standard</li> <li>vRealize Operations Enterprise</li> </ul>	vCloud Suite Enterprise	Yes	<ul style="list-style-type: none"> <li>vCloud Suite Enterprise contains vSphere Enterprise Plus</li> <li>vCloud Suite Enterprise contains Site Recovery Manager Enterprise, a higher edition than Site Recovery Manager Standard</li> <li>vCloud Suite Enterprise contains vRealize Operations Enterprise</li> </ul>

**Participation and Program Specifics**

**Q. How do I participate in the Fair Value Conversion program?**

A. For customers with custom agreements, contact your sales representative who can request a fair value conversion quote on your behalf. For customers without a custom agreement, you can contact your sales representatives or the VMware Global Support Services (GSS) Licensing Support Team. To contact the GSS Licensing Support Team, file a request ticket at My VMware® or call 877-4-VMWARE Option 1. After your request is initiated:

1. Within 4 business days, you will receive a report of the eligible products from your current install base. This report will be in a spreadsheet format and can be used to indicate that quantities of your current licenses that you would like to convert.
2. After you return this information to VMware, within 4 business days, you will receive a quote from VMware that details the conversion value and net price to perform the conversion.

**Q. Who can request a quote?**

A. Only the super users assigned to the customer entitlement account (EA) can request a quote and submit a purchase order.

**Q. Can I perform a conversion across multiple EAs?**

A. Some customers with custom agreements can perform a conversion that spans EAs. For customers without a customer agreement, the licenses used for a single conversion must be on the same EA. If you have licenses that span EAs, you have two options for participating in the program:

- You can perform a transfer of ownership to consolidate the licenses under a single EA
- You can perform multiple conversions, one for each EA.

**Q. What information should be included with the purchase order (PO)?**

A. The PO should reference the VMware Fair Value Conversion program quote number and the quote should be attached to the PO.

**Q. Are there any restrictions?**

A. The program restrictions are listed below:

- Conversion must include at least one vSphere license and at least one product that performs one of constituent features of the destination product (see the fair value conversion eligibility matrix). This requirement does not apply in case of EVO SDDC Add-On products.
- The conversion value of existing licenses will equal to approximately 90 percent of the current license list price.
- An active SnS contract is required for all products used for the conversion.
- The number of vSphere (per processor) or vCloud Suite (per processor) licenses (“From” products) must equal the number of vCloud Suite (per processor) or EVO SDDC (per processor) licenses (“To” products) purchased as part of the conversion.
- The number of Horizon View (per concurrent user or named user) licenses (“From” products) must equal the number of EVO SDDC Horizon Add-On (per concurrent user) license (“To” products) purchased as part of the conversion.
- A single conversion can include only one vCloud Suite Edition (“To” product). Upgrading to multiple vCloud Suite editions can still be accommodates via multiple conversions. A single conversion can include multiple vSphere and constituent feature product editions (“From” products).

- A minimum 2-month SnS contract must be purchased as part of the conversion. Some customers with customer agreements may be exempted from this requirement.
- All product SKUs used for conversion must have the same category (e.g., Commercial, US Federal, Academic) as the “to” product purchased as part of the conversion.
- The conversion and purchase must be simultaneous. A conversion cannot be used for a credit toward a future purchase.

**Q. What happens to the existing licenses used for fair value conversion?**

A. The existing licenses used for the conversion will be inactivated. They will no longer appear on the My VMware license portal and will become inactivated.

**Q. Can I participate if my SnS has expired?**

A. You must be current on SnS to participate in the program. If your SnS has expired, you can reinstate your SnS and then participate in the program.

**Q. Are licenses purchased from a reseller or OEM eligible for participation in the program?**

A. Yes, licenses purchased from a reseller, OEM, or directly from VMware are eligible for participation in the program. Not-for-Resale (NFR) licenses cannot be used in the program.

**Q. Do I have to upgrade my existing licenses to the latest version to upgrade to vCloud Suite or EVO SDDC?**

A. There are no specific version requirements with the VMware Fair Value Conversion program. The rules are consistent with normal purchases of or upgrades to vCloud Suite or EVO SDDC. As long as you are current on SnS, you are entitled to the latest version and can use it for the conversion.

