

VMware Enterprise Purchasing Program

The VMware Enterprise Purchasing Program (EPP) has been discontinued as of February 1, 2020, and is no longer available for net-new deals. Existing active EPP customers who purchased tokens prior to February 1, 2020 can continue to redeem tokens for eligible products in accordance with the terms applicable to those tokens until the fund expiry date. This document applies to an existing EPP customer's consumption and use of EPP Tokens only.

Overview

VMware® Purchasing Programs provide flexible and cost-effective ways to purchase VMware products. Whether you are making smaller, transactional purchases or larger, strategically planned purchases, there is a VMware Purchasing Program to fit your needs.

The Enterprise Purchasing Program (EPP) is a token-based program in which you purchase VMware tokens that can then be redeemed online for licenses and associated production Support and Subscription (SnS). EPP offers the transaction velocity associated with the smaller volume purchases and the procurement efficiency, cost savings, and deployment flexibility that are typically associated with large Enterprise License Agreements.

Within their My VMware® account, EPP customers can view and manage purchased EPP tokens, redeem tokens for licenses and corresponding SnS, and download token redemption reports. The license keys associated with the products redeemed are deposited in the customer's My VMware account. Tokens for SnS are redeemed when a customer obtains licenses for the applicable VMware product.

Summary of key features

DEAL SIZE	
Initial purchase	\$250,000 MSRP License + SnS (2,500 tokens) or local currency equivalent
Top-up purchase	\$50,000 MSRP License + SnS (500 tokens) or local currency equivalent
ELIGIBILITY	
Customers	All customers ¹
Partners	Premier and Corporate Resellers ²
Products	A broad range of products from the VMware price list, including future releases, as listed on the EPP Eligibility Matrix located at www.vmware.com/go/purchasenow
LICENSE AND SNS INFORMATION	
License grant	As set forth in the EULA accompanying the VMware product, a copy of which is posted at www.vmware.com/download/eula
SnS level	Production-level SnS only
SnS co-term	Tokens are redeemed for SnS from the date of redemption for the corresponding product license for the remainder of the EPP term
SnS renewal	Customer may renew SnS after the EPP term at the then-current VMware list price, less any multiyear discount

EPP POLICIES	
EPP term	Three years
Price protection	The number of tokens required to obtain each VMware product in the EPP is set for each customer at time of token purchase
Product futures	Available in active funds
ONLINE TOOLS	
Configurator	Online tool that helps a customer or partner estimate demand and the appropriate EPP eligible SKU to include on a PO
EPP page on My VMware	Online portal where an EPP Fund Owner or Fund User redeems purchased EPP Tokens for VMware products and SnS, and can view redemption reports
MORE INFORMATION	
EPP Program Guide	Located on the VMware Purchasing Programs homepage at www.vmware.com/go/purchasenow

1. Due to U.S. federal procurement regulations, U.S. federal customers are not eligible for participation in the Enterprise Purchasing Program (EPP).

2. Enterprise Partners in EMEA, APAC, and Greater China are also eligible to participate in EPP.

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