

VMware Subscription Purchasing Program

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

The Subscription Purchasing Program (SPP) offers a flexible way to acquire VMware Subscription Services in the form of Subscription Credits (SPP Credits). You can acquire SPP Credits through a prepaid (SPP Prepaid) or monthly commitment option (SPP Monthly).¹ Credits are denominated in VMware transacting currencies and deposited as a fund balance within the My Funds page of VMware Customer Connect™. You can redeem your fund balance for any VMware Subscription Service listed in the SPP Eligibility Matrix.

Program features

- **Two ways to buy** – Select the SPP Prepaid option to purchase SPP Credits on an as-needed basis or as your budget allows. Select the SPP Monthly option if you prefer the predictability of a routine monthly charge and can commit to spending or consuming a set amount from your SPP Fund Balance each month for at least one year.
- **Self-service dashboard** – Submit on-demand provisioning requests for subscription services through VMware Customer Connect.
- **Centralized or decentralized management** – Allocate fund balances to different departments, projects or Fund Users.
- **Scale with ease** – Increase your SPP Fund Balance at any time to meet the changing needs of your organization.
- **Flexible spending** – Redeem SPP Credits to pay for new subscription services, add-ons for existing services², service renewals, or recurring usage and subscription costs.
- **Price transparency** – Easily track the MSRP costs of subscription services against your currency-denominated fund balance.

1. The minimum commitment term is 12 months.

2. Please see the Subscription Purchasing Program Guide for additional details.

Program benefits

- **Mix-and-match configurations** – Select a unique configuration for each subscription service, including term (one month to three years) and billing method (monthly, annually or prepaid).
- **Streamlined funding** – Use fund balances to sign up for new subscription services and to cover the recurring subscription and usage costs of your services—all without the hassle of procuring monthly purchase orders (POs).
- **Future-proofed value** – Redeem SPP Credits for any subscription service listed on the SPP Eligibility Matrix, including services released after your initial credit purchase.
- **Self-service reporting** – Track and manage your redemptions with self-service reports in VMware Customer Connect.
- **Roll-over unused balances** – Carry over SPP Monthly commitment fund balances from month to month; simply consume your remaining balance by the end of the commitment term.
- **Valuable discounts** – Purchase VMware SPP Credits at a discount³ (SPP Prepaid only) and receive volume discounts⁴ based on the actual quantity and duration of the services you consume (SPP Prepaid and SPP Monthly).

Purchase quantity	SPP Prepaid discount
1–249	0%
250–599	2%
600–999	3%
1,000+	4%

3. Discounts are calculated using VMware's then-current, local MSRP prices. VMware does not set final prices or payment terms for products and services acquired through resellers. Final prices and payment terms are determined by agreement between the customer and its reseller.

4. These discounts are in the form of lower redemption costs based on the tiering structure of the individual service.

How to get started

Before purchasing SPP Credits, you should:

- **Review the Subscription Purchasing Program Guide** – Unless otherwise negotiated in an Enterprise Agreement, your participation in SPP is subject to the Subscription Purchasing Program Guide located at vmware.com/go/spp.
- **Estimate demand** – Use the Subscription Credit Estimator to calculate the number of SPP Credits needed to fund VMware Subscription Services under the SPP Prepaid or SPP Monthly options. Each eligible subscription service has a currency-denominated credit value.
- **Purchase SPP Credits** – Contact a VMware Offering Partner or Account Executive to purchase the SPP Credits you need to meet estimated demand. Include your VMware Customer Connect Entitlement Account (EA) number and SPP Fund Owner on the PO.
- **Find a partner who can participate** – Advanced, Principal and Pinnacle partners can participate in SPP.

After purchasing SPP Credits, you can:

- **Log in to VMware Customer Connect** – Explore SPP pages within VMware Customer Connect to view and manage your SPP Fund Balance.
- **Redeem Credits** – Visit the self-service My Funds page to redeem SPP Credits for new subscription services, add-ons and more.

For more information

To find out more about the Subscription Purchasing Program, visit the VMware Purchasing Programs page at vmware.com/go/spp.

Eligibility restrictions apply to U.S. public sector end-user customers, including but not limited to state and local public sector customers. The Subscription Purchasing Program is not available to U.S. federal end-user customers. Execution of an agreement to purchase SPP Credits by a U.S. public sector end-user customer constitutes certification that subscription purchase and prepayment are allowed by applicable laws and regulations.

The Subscription Purchasing Program Guide located at vmware.com/go/spp sets forth the terms and conditions of SPP. VMware reserves the right to modify this program guide at any time at its sole discretion, and any such modifications will apply to purchases of SPP Credits and SPP Fund Balances after the effective date of such modification.