

# VMware vSphere 7 Pricing and Packaging

Q. What is VMware announcing?

A. VMware is announcing the release of VMware vSphere® 7 as the essential building block of modern cloud infrastructure. It powers the computing environment for modern applications, artificial intelligence/machine learning (AI/ML) and business-critical applications. Applications can be deployed using any combination of virtual machines (VMs), containers or Kubernetes.

Q. When can customers start purchasing and upgrading to vSphere 7?

A. vSphere 7 general availability is April 2020. New SKUs will be included in the channel price book planned for publication in March 2020.

Q. Will all existing vSphere editions be available in vSphere 7?

A. With the exemption of vSphere Platinum, all existing vSphere editions will be available in vSphere 7. This includes vSphere Standard Edition™; vSphere Enterprise Plus Edition™; vSphere Accelerations Kits; vSphere Essential Kits and vSphere Essential Plus Kits; vSphere Remote Office Branch Office™ Standard, Advanced and Enterprise; vSphere Scale-Out™; and so on.

Q. What are the most important pricing and packaging changes being introduced in vSphere 7?

A. VMware is introducing several new features in some vSphere editions, which includes lifecycle management features, vSphere Trust Authority™, identity federation and many more. See the What's New and Reasons to Upgrade materials for more information. In addition, VMware vSphere Add-on for Kubernetes has been introduced for VMware Cloud Foundation™, which enables deployments based on vSphere to run containers and Kubernetes alongside VMs utilizing the same infrastructure. This provides an enterprise-class platform to transition containers to a production environment with adequate levels of performance, efficiency and security expected in the enterprise.

Q. How can I purchase vSphere Add-on for Kubernetes?

A. vSphere Add-on for Kubernetes is a software offering, delivered and deployed on premises, which will be paid as a one-year or three-year prepaid subscription. It will be licensed using the standard per-processor licensing metric (same as vSphere 7 Standard or vSphere 7 Enterprise Plus). The customer will acquire vSphere Add-on for Kubernetes as part of their VMware Cloud Foundation purchase.

Q. When will vSphere Add-on for Kubernetes be available for purchase?

A. It will be available as part of the vSphere 7 release, so its general availability date is April 2020. As vSphere Add-on for Kubernetes will be available as part of VMware Cloud Foundation deployments, it is strongly recommended to read the VMware Cloud Foundation 4.0 documentation to ensure proper purchase and deployment of vSphere Add-on for Kubernetes.

Q. Can I upgrade to vSphere Add-on for Kubernetes?

A. No, vSphere Add-on for Kubernetes is not an upgrade; it is an add-on that must be acquired for new or existing VMware Cloud Foundation deployments. As vSphere Add-on for Kubernetes will be available as part of VMware Cloud Foundation deployments, it is strongly recommended to read the VMware Cloud Foundation 4.0 documentation to ensure proper purchase and deployment of vSphere Add-on for Kubernetes.

Q. If I own vSphere Enterprise Plus licenses, will I be entitled to vSphere Add-on for Kubernetes?

A. No, the existing vSphere 7 offering will entitle customers to vSphere Add-on for Kubernetes. vSphere Add-on for Kubernetes will be acquired as an add-on.

Q. Will the customer be able to upgrade existing vSphere licenses to vSphere 7?

A. Yes, vSphere customers with an active support and subscription (SnS) contract are entitled to a version upgrade to vSphere 7 at no extra charge. All version upgrades to vSphere 7 require the acceptance of the new end-user licensing agreement (EULA).

Q. Will the customer be able to upgrade existing vSphere licenses to vSphere 7 even if they are not active on SnS?

A. Customers who have an expired SnS must pay reinstatement fees to purchase supported upgrades. Reinstatement fees are based on the following criteria:

- The applicable SnS fees for the current contract term
- Fees that would have been paid for the period of time that the customer's SnS contract was not active
- A 20 percent fee on the sum of the fees in the preceding two criteria

Q. Will vSphere Enterprise Edition™ licenses be eligible for a vSphere 7 Enterprise upgrade?

A. Yes, they will. Customers who chose not to upgrade their vSphere Enterprise licenses to vSphere Enterprise Plus, and who remain active on SnS, will continue to be entitled to future minor or major releases of the Enterprise edition if they are made available per the term of their SnS agreement.

### Platinum portfolio end of availability announcement

Q. Is it true that VMware is announcing the end of availability of the Platinum portfolio? What will happen to existing customers who own these offerings?

A. Yes. vSphere Platinum, VMware vCloud Suite® Platinum and VMware Cloud Foundation Platinum end of availability (EOA) is being announced as part of vSphere 7. The EOA will be effective on April 2, 2020.

Please refer to this [Knowledge Base article](#) for information on the fulfillment path and the entitlement plan, instructions on how to expand existing deployments and more.  
(<http://www.vmw.re/platinumeoakb>)

### Update to VMware's per-CPU pricing model

Q. VMware has announced a new definition of the per-processor licenses. Will vSphere 7 be impacted?

A. Yes, vSphere 7 will follow under the new licensing terms and conditions to be published in the April 2020 updated Product Guide. Visit the [per-CPU pricing model update page](#) for additional information.  
(<https://www.vmware.com/company/news/updates/cpu-pricing-model-update-feb-2020.html>)