

VMware Hybrid Purchasing Program

Quick reference guide

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 Hybrid Purchasing Program (HPP) offers a flexible way to acquire both VMware Perpetual Licenses and VMware Subscription Services in the form of Hybrid Credits (HPP Credits). Credits are denominated in VMware transacting currencies and deposited as a Fund Balance within the My Funds page of My VMware®. You can redeem your Fund Balance for VMware Licenses, listed in the Enterprise Purchasing Program (EPP) Eligibility Matrix, and VMware Subscription Services, listed in the Subscription Purchasing Program (SPP) Eligibility Matrix. Unless otherwise negotiated in your agreement with VMware, you can redeem up to 10 percent of the MSRP value of your HPP Fund Balance for Subscription Services.

Program features

- **Single credit, dual use:** HPP offers you the flexibility to redeem credits for both products and services¹.
- **Self-service dashboard:** Access My VMware to submit on-demand provisioning requests for Subscription Services and redemption requests for licenses.
- **Centralized or decentralized management:** Allocate Fund Balances to different departments, projects, or Fund Users.
- **Scale with ease:** Increase your HPP Fund Balance at any time to meet the changing needs of your organization.
- **Flexible spending:** Redeem HPP Credits to pay for new licenses and associated support and subscription (SnS), new Subscription Services, Add-ons for existing services, service renewals, or recurring usage and subscription costs.
- **Price transparency:** Easily track the MSRP costs of product licenses, SnS, and Subscription Services against your currency-denominated Fund Balance.

Program benefits

- **Simplified purchasing:** HPP combines the benefits of both the EPP and the SPP into a single transacting and consumption model.
- **Streamlined funding:** Redeem fund balances for product licenses and associated SnS, Subscription Services, and recurring subscription and usage costs—all without the hassle of procuring monthly purchase orders (POs).
- **Access to future services²:** Redeem HPP 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 My VMware.
- **SnS proration:** When you redeem HPP Credits for products, SnS is automatically added to the underlying licenses. SnS is prorated and co-terminated to the end date of your agreement.

How to get started

Before purchasing HPP Credits, you should:

- **Review the HPP Guide:** Unless otherwise negotiated in an Enterprise Agreement, your participation in HPP is subject to the HPP Guide located at: <http://www.vmware.com/go/hpp>.
- **Purchase HPP Credits:** Contact a VMware Offering Partner or Account Executive to place your initial order of HPP Credits.

After purchasing HPP Credits, you can:

- **Log in to My VMware:** Explore the HPP pages within My VMware to view and manage your HPP Fund Balance.
- **Redeem credits:** Visit the self-service My Funds page to redeem HPP Credits for new products, Subscription Services, and more.

For more information

To find out more about the Hybrid Purchasing Program, visit <http://www.vmware.com/go/hpp>.

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

The HPP Guide located at <http://www.vmware.com/go/hpp> sets forth the terms and conditions of HPP. 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 HPP Credits and HPP Fund Balances after the effective date of such modification.

¹ Under HPP, no more than 10 percent of the MSRP value of your HPP Credit purchase can be redeemed for Subscription Services unless otherwise negotiated in your agreement with VMware. This eligible percentage is specified at the time of sale and cannot be changed.

² HPP credits may only be redeemed for products and associated SnS made available at the time of the HPP purchase.



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