

VMware Transactional Purchasing Program

The VMware Transactional Purchasing Program (TPP) provides tier-based volume discounts for U.S. federal customers. TPP also offers an online tool that U.S. federal VMware customers and partners can use to calculate discount eligibility.

Program benefits

- The simplified discount structure is based on TPP Points, where one point roughly equals \$100 in the U.S. federal list price.¹
- Discounts levels are earned automatically based on purchase volumes.

Discount levels²

| LEVEL | POINT RANGE | DISCOUNT |
|-------|-------------|----------|
| L1 | 50–599 | 5% |
| L2 | 600–999 | 7% |
| L3 | 1,000–1,749 | 10% |
| L4 | 1,750+ | 13% |

Key features

| ELIGIBILITY | |
|--|--|
| Customers who can participate | All U.S. federal customers ³ |
| Membership enrollment | No enrollment is necessary to participate in TPP |
| Partners who can participate | Advanced and Principal partners |
| Products that contribute to point totals | Most VMware products and services except support and subscription (SnS) renewals |
| ONLINE TOOLS | |
| Configurator | Online tool that helps a customer or partner determine eligible discounts and the appropriate TPP-eligible SKUs to use on a PO |

For more information

To find out more about TPP, please visit vmware.com/go/tpp or locate an authorized VMware partner near you at partnerlocator.vmware.com.

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1. TPP Points are assigned as a calculated value and vary by product.
 2. Discounts are calculated using VMware's published, then-current, U.S. federal base list prices. TPP discounts cannot be combined with any other special pricing or negotiated discounts.
 3. Non-U.S. federal customers are eligible to receive volume discounts using the VMware Customer Purchasing Program™. Academic SKUs are not eligible for the Customer Purchasing Program or TPP.

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