

# VMware Volume Purchasing Program (VPP)

## Program Overview

The new accumulative VMware Volume Purchasing Program (VPP) provides incremental, tier-based discounts for VMware customers over a rolling two-year period.<sup>1</sup> The new accumulative VPP also offers online tools that VMware customers and their authorized affiliates can use to track and manage VPP memberships and discounts.<sup>2</sup>

## Volume Purchasing Program Benefits:

- Receive financial incentives **when you purchase VMware products in volume with discounts on eligible license products**
- Achieve budget predictability **since discounts are guaranteed for up to 2 years**
- Simplify your acquisition of VMware software through a **standardized purchasing program**

## Volume Purchasing Program Features:

- **Accumulative Program** where qualifying purchases are aggregated (in the form of “Points”) over a rolling eight-quarter period<sup>3</sup>
- **Discount Levels are earned automatically** based on purchase volumes
- **Easy-to-use online portals** for membership enrollment and for tracking eligible discounts
- **Globally consistent program rules** that allows discount sharing between customers and their affiliates

## VMware VPP Discount Levels<sup>4</sup>

LEVEL	POINTS	DISCOUNT
1	250-599	4%
2	600-999	6%
3	1,000-1,749	9%
4	1750+	12%

## Membership Enrollment

The new VMware VPP online enrollment portal makes it easier than ever to become a VPP member.

- Visit the VPP enrollment portal [www.vmware.com/go/vpp-enroll](http://www.vmware.com/go/vpp-enroll) to enroll as a new member or as an affiliate of an existing VPP customer
- After a successful enrollment, you will receive an email with your VPP membership number and a link to online tools where you can view your membership details including accumulated points and earned discounts
- To receive VPP benefits, it is important that you provide your VPP membership number when placing your order.

## For More Information

To find out more about VPP, please visit [www.vmware.com/go/vpp](http://www.vmware.com/go/vpp) or locate an authorized VMware partner near you at <http://partnerlocator.vmware.com/>.

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1 US Federal Customers are eligible to receive volume discounts using their current program.  
 2 Please refer to VPP Program Guide for a complete definition of affiliates.  
 3 VPP Points are assigned as a calculated value and vary by product. The point value of a given product is the same across all geographies.  
 4 Discounts are calculated off VMware's published, then current, local MSRP prices.