

VMware Promotions

Updated October 1, 2015

Cloud Infrastructure and Management Promotions

VMware Virtual SAN Advanced Promotion

Effective September 10, 2015 – March 26, 2016

VMware Virtual SAN™ is radically simple, hypervisor-converged storage designed and optimized for the VMware vSphere® virtual infrastructure. Virtual SAN Advanced gives customers high-end features like All Flash and Stretched Cluster today, while positioning them to take advantage of future functionality that will be added to the Advanced Edition only. Customers who purchase or upgrade to Virtual SAN Advanced during the promotional period are eligible for a 20% discount from list price.

VMWARE VIRTUAL SAN 6 ADVANCED FOR 1 PROCESSOR PROMOTION	
Commercial	ST6-ADV-PRO
Academic	ST6-ADV-APRO
Federal	ST6-ADV-FPRO
UPGRADE: VMWARE VIRTUAL SAN 6 STANDARD TO VMWARE VIRTUAL SAN 6 ADVANCED FOR 1 PROCESSOR PROMOTION	
Commercial	ST6-STD-ADV-UG-PRO
Academic	ST6-STD-ADV-UG-APRO
Federal	ST6-STD-ADV-UG-FPRO

Terms and Conditions:

- Buy Virtual SAN Advanced or upgrade from Virtual SAN Standard to Virtual SAN Advanced and receive a 20 percent discount from list price.
- The promotion is valid from September 10, 2015, through March 26, 2016, at 11:59PM PT (Pacific Time).
- For upgrades customers must have purchased Virtual SAN Standard prior to September 10, 2015 and must be currently active on Subscription and Support (SnS).
- Purchases may be made through a VMware authorized reselling partner or directly with VMware.
- This promotion is available to all commercial, academic, and government end-user customers who place an order containing an eligible SKU through a VMware authorized reselling partner, or directly with VMware. Purchases through OEMs are also eligible.
- Promotion SKUs are not eligible for VMware Volume Purchasing Program (VPP) or VMware Transactional Purchasing Program (TPP) discounts, but are eligible for VPP or TPP points.
- Prices of eligible SKUs may vary by regions, distributors and resellers.
- VMware Support and Subscription (SnS) is required on all promotional licenses. Discounts are not offered for VMware SnS.
- This promotion cannot be combined with any other promotions or discounts.
- VMware reserves the right to change or cancel this promotion at any time.

VMware vSphere with Operations Management Standard Promotion

Effective August 1, 2015 – December 26, 2015

VMware vSphere® with Operations Management™ helps customers achieve their unique business needs by delivering virtualization with consistent management, purpose-built to get the best performance, availability and efficiency from their infrastructure and applications from day one. Customers who purchase vSphere with Operations Management Standard during the promotional period are eligible for a 25% discount on list price.

VMWARE VSPHERE 6 WITH OPERATIONS MANAGEMENT STANDARD FOR 1 PROCESSOR PROMO	
Commercial	VS6-OSTD-PRO
Academic	VS6-OSTD-APRO
Federal	VS6-OSTD-FPRO

Terms and Conditions

- Purchase vSphere with Operations Management Standard and receive a 25 percent discount on list price.
- The promotion is valid from August 1, 2015 to December 26, 2015 at 11:59PM PT.
- Purchases may be made through a VMware authorized reselling partner or directly with VMware.
- There is NO limit on the number of promotional licenses per customer.
- This promotion is available to all commercial, academic, and government end-user customers who place an order containing an eligible SKU through a VMware authorized reselling partner or directly with VMware. Purchases through OEMs are also eligible.
- Promotion SKUs are not eligible for VMware Volume Purchasing Program (VPP) or VMware Transactional Purchasing Program (TPP) discounts, but are eligible for VPP or TPP points.
- Prices of eligible SKUs may vary by regions and resellers.
- VMware Support and Subscription (SnS) is required on all promotional licenses. Discounts are not offered for VMware SnS.
- This promotion cannot be combined with any other promotions or discounts.
- VMware reserves the right to change or cancel this promotion at any time. discounts.

VMware Promotions

VMware vSphere with Operations Management Upgrade Promotion

Effective June 27, 2015 – December 26, 2015

This promotion provides an opportunity for VMware vSphere® Standard customers to upgrade to VMware vSphere with Operations Management Standard at a 25% discount from list price. vSphere with Operations Management delivers patented, self-learning analytics that enable a much higher degree of automation than traditional management tools, improving capacity utilization by 36% and consolidation ratios by 37%. (Source: “Study Shows Businesses Experience Significant Operational and Business Benefits from VMware vCenter Operations Management Suite.” Management Insight Technologies, 2014.)

UPGRADE: VMWARE VSPHERE 6 STANDARD TO VSPHERE WITH OPERATIONS MANAGEMENT STANDARD FOR 1 PROCESSOR PROMO	
Commercial	VS6-STD-OSTD-UG-PRO
Academic	VS6-STD-OSTD-UG-APRO
Federal	VS6-STD-OSTD-UG-FPRO

Terms and Conditions

- Upgrade from vSphere Standard to vSphere with Operations Management Standard and receive a 25% discount from list price.
- The promotion is valid from June 27, 2015 to December 26, 2015, at 11:59PM PT (Pacific Time).
- Customers must have purchased vSphere Standard prior to June 27, 2015 and must be currently active on Subscription and Support (SnS).
- Purchases may be made through a VMware authorized reselling partner or directly with VMware.
- This promotion is available to all commercial, academic, and government end-user customers who place an order containing an eligible SKU through a VMware authorized reselling partner, or directly with VMware. Purchases through OEMs are also eligible.
- Promotion SKUs are not eligible for VMware Volume Purchasing Program (VPP) or VMware Transactional Purchasing Program (TPP) discounts, but are eligible for VPP or TPP points.
- Prices of eligible SKUs may vary by regions, distributors and resellers.
- VMware Support and Subscription (SnS) is required on all promotional licenses. Discounts are not offered for VMware SnS.
- This promotion cannot be combined with any other promotions or discounts.
- VMware reserves the right to change or cancel this promotion at any time.

Hybrid Cloud Promotions

VMware vCloud Air Disaster Recovery First Month Free Promotion

Effective September 26, 2015 - December 25, 2015

New VMware vCloud® Air™ Disaster Recovery subscription orders (SIDs) with subscriptions terms greater than one (1) month will receive one (1) month free and the ability to cancel within 30 days risk-free. A promotional SKU must be present on the order, and it must be booked by VMware between September 26, 2015 and December 25, 2015 to qualify.

For qualified VMware Partners, your Partner Program incentives will be based on the full subscription term and will not be decremented by the initial order one-month free subscription.

For more information, visit: <http://vcloud.vmware.com/service-offering/special-offer>

Terms and Conditions

- Valid for qualifying orders booked between September 26, 2015 and December 25, 2015 at 11:59PM Pacific Standard Time.
- Orders placed direct through VMware must include the promotional SKU in the initial order to be eligible. For orders placed through an Authorized VMware Reseller, Reseller will qualify the order for the promotion. Please contact Reseller for additional details.
- The promotional SKU will be provided by the customer's VMware authorized reselling partner or directly through the VMware sales representative.
- New Customers only, Renewal transitions are not eligible.
- Subscription term for services on initial order must be greater than one (1) month.
- Disaster Recovery (core and add on capacity) are eligible.
- Limited to only one (1) eligible order per end customer.
- Subscriptions in any data center where VMware vCloud Air Disaster Recovery is offered are eligible.
- Not available to OEM partners ordering directly from VMware.
- Prices of eligible products may vary by regions and resellers.
- Enterprise License Agreement (ELA) transactions are not eligible.
- This promotion may be combined with negotiated discounts through a Special Pricing Form (SPF).
- VMware is not responsible for promotional SKUs not being included by VMware authorized reselling partner or on orders booked directly with VMware.
- This promotion cannot be transferred or applied towards any other VMware offering.
- VMware reserves the right to change or terminate this promotion at any time.

Details of the Promotional Offer

First Month Free

- Each eligible end customer will receive the first month of subscription at no charge. Additional capacity ordered after the initial transaction will not receive the first month free benefit.

30-day Cancellation

- Subscription may be cancelled, and cancellation fees will not be assessed. Upon qualified cancellation, a credit memo may be issued for any invoiced subscription fees (most commonly with Prepaid subscriptions). Future recurring billing periods for the term will end.
- Customer will remain financially responsible for charges incurred for overage or usage-based components (e.g., capacity overages, third party content such as Microsoft Licenses, additional failovers) before cancellation.
- A formal notice of cancellation must be submitted by 11:59PM Pacific Standard Time of the 29th day of the new service term. If this date is on a weekend day, notice is to be provided on or before the prior Friday.
- The subscription term will start from the date of the customer's service provisioning.
- Notice is made through a My VMware Service Request or by calling VMware Support at 1-877-486-9273.

VMware Promotions

VMware vCloud Air Dedicated and Virtual Private Cloud First Month Free Promotion

Effective September 26, 2015 - December 25, 2015

New VMware vCloud® Air™ Dedicated or Virtual Private Cloud subscription orders (SIDs) with subscriptions terms greater than one (1) month will receive one (1) month free and the ability to cancel within 30 days risk-free. A promotional SKU must be present on the order, and it must be booked by VMware between September 26, 2015 and December 25, 2015 to qualify.

For qualified VMware Partners, your Partner Program incentives will be based on the full subscription term and will not be decremented by the initial order one-month free subscription.

For more information, visit: <http://vcloud.vmware.com/service-offering/special-offer>

Terms and Conditions

- Valid for qualifying orders booked between September 26, 2015 and December 25, 2015 at 11:59PM Pacific Standard Time.
- Orders placed direct through VMware must include the promotional SKU in the initial order to be eligible. For orders placed through an Authorized VMware Reseller, Reseller will qualify the order for the promotion. Please contact Reseller for additional details.
- The promotional SKU will be provided by the customer's VMware authorized reselling partner or directly through the VMware sales representative.
- New customers only, renewal transactions are not eligible.
- Subscription term for services on initial order must be greater than one (1) month.
- Dedicated Cloud and Virtual Private Cloud (core and add on capacity) services are eligible.
- Limited to only one (1) eligible order per end customer.
- Subscriptions in any data center where VMware vCloud Air is offered are eligible.
- Not available to OEM partners ordering directly from VMware.
- Prices of eligible products may vary by regions and resellers.
- Enterprise License Agreement (ELA) transactions are not eligible.
- This promotion may be combined with negotiated discounts through a Special Pricing Form (SPF).
- VMware is not responsible for promotional SKUs not being included by VMware authorized reselling partner or on orders booked directly with VMware.
- This promotion cannot be transferred or applied towards any other VMware offering.
- VMware reserves the right to change or terminate this promotion at any time.

Details of the Promotional Offer

First Month Free

- Each eligible end customer will receive the first month of the subscription at no charge. Additional capacity ordered after the initial transaction will not receive the first month free benefit.

30-day Cancellation

- Subscription may be cancelled, and cancellation fees will not be assessed. Upon qualified cancellation, a credit memo may be issued for any invoiced subscription fees (most commonly with Prepaid subscriptions). Future recurring billing periods for the term will end.
- Customer will remain financially responsible for charges incurred for average or usage—based components (e.g., capacity overages, third party content such as Microsoft Licenses, additional failovers) before cancellation.
- A formal notice of cancellation must be submitted by 11:59PM Pacific Standard Time of the 29th day of the new service term. If this date is on a weekend day, notice is to be provided on or before the prior Friday.
- The subscription term will start from the date of the customer's service provisioning.
- Notice is made through a My VMware Service Request or by calling VMware Support at 1-877-486-9273.

Desktop/End-User Computing Promotions

NEW! VMware Horizon FLEX 1.7 Promotion

Effective October 1, 2015 – December 15, 2015

For a limited time, receive one ten (10) pack (per device) of VMware Horizon® FLEX™ 1.7 and one (1) year of corresponding Basic Support and Subscription (SnS) at no additional charge with purchase of VMware vSphere® – Standard, Enterprise, and Enterprise Plus, VMware vSphere® with Operations Management™ – Standard, Enterprise, and Enterprise Plus, VMware vCloud Suite® – Standard, Advanced, and Enterprise, VMware NSX™, relevant Acceleration Kits and upgrades between October 1, 2015 through December 15, 2015.

For more information, visit: <http://www.vmware.com/promotions/2015-horizon-flex-promo>

Terms and Conditions

- Promotion is valid for eligible purchases initiated by customers and received by VMware, between October 1, 2015 through December 15, 2015 at 11:59 p.m. Pacific Time (PT).
- Purchases of vSphere – Standard, Enterprise, and Enterprise Plus, vSphere with Operations Management – Standard, Enterprise, and Enterprise Plus, vCloud Suite – Standard, Advanced, and Enterprise, NSX, relevant Acceleration Kits and upgrades are eligible for this promotion. See list of SKUs for full list.
- Each eligible purchase will receive one ten (10) pack (per device) of VMware Horizon Flex 1.7 and a corresponding one (1) year of Basic Support and Subscription (SnS) at no additional charge. The one year of SnS will start from the date of customer's redemption of the VMware Horizon Flex 1.7 promotion code and is renewable at the end of that first year at the then-current list price.
- The promotion is limited to only one (1) eligible order per customer.
- The VMware Horizon Flex 1.7 promotional redemption code will be emailed to eligible customers within 45 days of the general availability of VMware Horizon Flex 1.7 or within 45 days after the eligible order is placed by customer, whichever is later.
- Customers must redeem their VMware Horizon Flex 1.7 promotion codes by January 31, 2016 at 11:59 p.m. Pacific Time (PT).
- This promotion is available to all end-user customers who purchase eligible SKUs from a VMware authorized reselling partner, from the VMware website, or directly from VMware including true-up orders. This promotion is not available on any orders received by VMware from EMC. It is not available to OEM partners ordering directly from VMware, except orders via Enterprise License Agreements or purchase orders where customer's name, address, email address and ship-to information is provided to VMware.
- Prices of eligible SKUs may vary by regions and resellers.
- VMware reserves the right to change or terminate this promotion at any time.
- Eligibility for VMware Volume Purchasing Program (VPP) or VMware Transactional Purchasing Program (TPP) will not be affected by this promotion.
- This promotion cannot be combined with any other promotions or discounts for the same product.
- VMware is not responsible for lost promotion emails or customer's incorrect contact information.

VMware Promotions

AirWatch Blue Management Suite Cloud Free Trial Promotion

Effective August 1, 2015 – December 26, 2015

Customers who complete an AirWatch® Blue Management Suite Cloud (Shared or Dedicated) 30-day Free Trial during the promotion period are eligible to receive a 15% discount on list price. This promotion is available to all commercial and U.S. Federal end-user customers who purchase a license for a minimum of 100 Blue Management Suite Cloud devices or user counts.

AIRWATCH BY VMWARE BLUE MANAGEMENT SUITE SUBSCRIPTION - SHARED CLOUD, 1 YEAR FEE / DEVICE PROMO	
Commercial	V-BMS-SBCLD2-1Y-PRO
Federal	V-BMS-SBCLD2-1Y-FPRO
AIRWATCH BY VMWARE BLUE MANAGEMENT SUITE SUBSCRIPTION - SHARED CLOUD, 2 YEAR FEE / DEVICE PROMO	
Commercial	V-BMS-SBCLD2-2Y-PRO
Federal	V-BMS-SBCLD2-2Y-FPRO
AIRWATCH BY VMWARE BLUE MANAGEMENT SUITE SUBSCRIPTION - SHARED CLOUD, 3 YEAR FEE / DEVICE PROMO	
Commercial	V-BMS-SBDCL2-1Y-PRO
Federal	V-BMS-SBDCL2-2Y-FPRO
AIRWATCH BY VMWARE BLUE MANAGEMENT SUITE SUBSCRIPTION - DEDICATED CLOUD, 1 YEAR FEE / DEVICE PROMO	
Commercial	V-BMS-SBDCL2-1Y-PRO
Federal	V-BMS-SBDCL2-1Y-FPRO
AIRWATCH BY VMWARE BLUE MANAGEMENT SUITE SUBSCRIPTION - DEDICATED CLOUD, 2 YEAR FEE / DEVICE PROMO	
Commercial	V-BMS-SBDCL2-2Y-PRO
Federal	V-BMS-SBDCL2-2Y-FPRO
AIRWATCH BY VMWARE BLUE MANAGEMENT SUITE SUBSCRIPTION - DEDICATED CLOUD, 3 YEAR FEE / DEVICE PROMO	
Commercial	V-BMSBDCL-3US1Y-PRO
Federal	V-BMS-SBDCL2-3Y-FPRO
AIRWATCH BY VMWARE BLUE MANAGEMENT SUITE SUBSCRIPTION - DEDICATED CLOUD (UP TO 3 DEVICES PER USER), 1 YEAR FEE / USER PROMO	
Commercial	V-BMSBDCL-3US1Y-PRO
Federal	V-BMSBDCL-3US1Y-FPRO

AIRWATCH BY VMWARE BLUE MANAGEMENT SUITE SUBSCRIPTION - DEDICATED CLOUD (UP TO 3 DEVICES PER USER), 2 YEAR FEE / USER PROMO	
Commercial	V-BMSBDCL-3US2Y-PRO
Federal	V-BMSBDCL-3US2Y-FPRO
AIRWATCH BY VMWARE BLUE MANAGEMENT SUITE SUBSCRIPTION - DEDICATED CLOUD (UP TO 3 DEVICES PER USER), 3 YEAR FEE / USER PROMO	
Commercial	V-BMSBDCL-3US3Y-PRO
Federal	V-BMSBDCL-3US3Y-FPRO
AIRWATCH BY VMWARE BLUE MANAGEMENT SUITE SUBSCRIPTION - SHARED CLOUD (UP TO 3 DEVICES PER USER), 1 YEAR FEE / USER PROMO	
Commercial	V-BMSBSCL-3US1Y-PRO
Federal	V-BMSBSCL-3US1Y-PRO
AIRWATCH BY VMWARE BLUE MANAGEMENT SUITE SUBSCRIPTION - SHARED CLOUD (UP TO 3 DEVICES PER USER), 2 YEAR FEE / USER PROMO	
Commercial	V-BMSBSCL-3US2Y-PRO
Federal	V-BMSBSCL-3US2Y-FPRO
AIRWATCH BY VMWARE BLUE MANAGEMENT SUITE SUBSCRIPTION - SHARED CLOUD (UP TO 3 DEVICES PER USER), 3 YEAR FEE / USER PROMO	
Commercial	V-BMSBSCL-3US3Y-PRO
Federal	V-BMSBSCL-3US3Y-FPRO

Terms and Conditions

- Complete an AirWatch Blue Management Suite Cloud (Shared or Dedicated) 30-day Free Trial and receive a 15% discount on list price.
- Promotion is valid for eligible purchases made from August 1, 2015 through December 26, 2015 at 11:59PM PT.
- The promotion requires a minimum of 100 Blue Management Suite Cloud (Shared or Dedicated) devices or user counts.
- Purchases may be made through a VMware authorized reselling partner or directly with VMware.
- This promotion is available to all commercial and U.S. Federal end-user customers who place an order containing an eligible SKU through a VMware authorized reselling partner or directly with VMware.
- Promotion SKUs are not eligible for VMware Volume Purchasing Program (VPP) or VMware Transactional Purchasing Program (TPP) discounts.
- Prices of eligible SKUs may vary by regions and resellers.
- This promotion cannot be combined with any other promotions or discounts.
- VMware reserves the right to change or cancel this promotion at any time.

VMware Promotions

AirWatch Blue Management Suite Cloud Upgrade Promotion

Effective August 1, 2015 – December 26, 2015

This promotion provides an opportunity for AirWatch Green or Orange Management Suite Cloud customers to upgrade to AirWatch Blue Management Suite Cloud at a discount of 15% off list price.

AIRWATCH BY VMWARE UPGRADE FROM GREEN MANAGEMENT SUITE TO BLUE MANAGEMENT SUITE SUBSCRIPTION - CLOUD (SHARED OR DEDICATED), 1 YEAR FEE / DEVICE PROMO	
Commercial	V-UPG-GM2-CL-BM-PRO
Federal	V-UPG-GM2-CL-BM-FPRO
AIRWATCH BY VMWARE UPGRADE FROM GREEN MANAGEMENT SUITE TO BLUE MANAGEMENT SUITE SUBSCRIPTION - CLOUD (SHARED OR DEDICATED) PROMO, UP TO 3 DEVICES PER USER, 1 YEAR FEE / USER	
Commercial	V-UPGM-CLBM-3US-PRO
Federal	V-UPGM-CLBM-3US-FPRO
AIRWATCH BY VMWARE UPGRADE FROM ORANGE MANAGEMENT SUITE TO BLUE MANAGEMENT SUITE SUBSCRIPTION - CLOUD (SHARED OR DEDICATED), 1 YEAR FEE / DEVICE PROMO	
Commercial	V-UPG-OM2-CL-BM-PRO
Federal	V-UPG-OM2-CL-BM-FPRO
AIRWATCH BY VMWARE UPGRADE FROM ORANGE MANAGEMENT SUITE TO BLUE MANAGEMENT SUITE SUBSCRIPTION - CLOUD (SHARED OR DEDICATED) PROMO, UP TO 3 DEVICES PER USER, 1 YEAR FEE / USER	
Commercial	V-UPOM-CLBM-3US-PRO
Federal	V-UPOM-CLBM-3US-FPRO

Terms and Conditions

- Upgrade from AirWatch Green or Orange Management Suite Cloud (Shared or Dedicated) to AirWatch Blue Management Suite Cloud and receive a 15% discount on list price.
- Promotion is valid for eligible purchases made from August 1, 2015 through December 26, 2015 at 11:59PM PT.
- The promotion requires a minimum of 100 Blue Management Suite Cloud (Shared or Dedicated) devices or user counts.
- Purchases may be made through a VMware authorized reselling partner or directly with VMware.
- This promotion is available to all commercial and U.S. Federal end-user customers who place an order containing an eligible SKU through a VMware authorized reselling partner or directly with VMware.
- Promotion SKUs are not eligible for VMware Volume Purchasing Program (VPP) or VMware Transactional Purchasing Program (TPP) discounts.
- Prices of eligible SKUs may vary by regions and resellers.
- This promotion cannot be combined with any other promotions or discounts.
- VMware reserves the right to change or cancel this promotion at any time.

VMware Horizon Application Management Bundle Promotion

Effective August 1, 2015 – December 26, 2015

The VMware Horizon® Application Management™ Bundle enables customers to get more from their Citrix XenApp® and XenDesktop® investment with end-to-end application delivery, end-user management, and monitoring across their entire environment—from their VMware vSphere infrastructure all the way through to their published applications. Customers can save 15% off list price during promotional period. Purchases must be made through a VMware Channel Desktop Competency Partner.

For more information, visit: <http://www.vmware.com/promotions/2015-hamb-promo>

Terms and Conditions

- This promotion applies to the Horizon Application Management Bundle (Named or CCU).
- Promotion is valid for eligible purchases made from August 1, 2015 through December 26, 2015 at 11:59PM PT.
- No minimum purchase is required.
- This promotion is not VMware Volume Purchasing Program (VPP) or VMware Transactional Purchasing Program (TPP) eligible.
- Prices of eligible SKUs may vary by regions and resellers.
- VMware Support and Subscription (SnS) is required.
- This promotion cannot be combined with any other promotions or discounts on the same product.
- This promotion is available through worldwide VMware Channel Desktop Competency Partners only, and is not eligible for ELA transactions.
- VMware reserves the right to change or cancel this promotion at any time.

