

VMWARE vREALIZE SUITE AND vCLOUD SUITE

Licensing, Pricing, and Packaging

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Executive Summary

VMware vRealize® Suite is an enterprise-ready, Cloud Management Platform (CMP) that delivers the industry's most complete solution for managing a heterogeneous, hybrid cloud. It proactively addresses health, performance, and capacity management of IT services across heterogeneous and hybrid cloud environments in order to improve efficiency, performance, and availability. In addition, IT organizations can address cloud management requirements across Day 1 and Day 2 operations for compute, storage, network, and application level resources across private and public clouds.

vRealize Suite is composed of the following integrated features:

- **Automation:** Self-service and policy-based infrastructure and application provisioning and management
- **Operations:** Intelligent health, performance, and capacity management with predictive analytics
- **Business:** Automated costing, usage metering, and service pricing of virtualized infrastructure
- **Log Analytics:** Universal log collection, powerful log analytics, and enterprise-class scalability
- **Lifecycle Manager:** Automated installation, configuration, upgrade, patch, and content management of vRealize Suite

VMware vRealize Suite can also be purchased in combination with VMware vSphere® Enterprise Plus Edition™ by purchasing VMware vCloud Suite®.

VMware vRealize Suite Licensing Overview

VMware vRealize Suite is licensed using a Portable License Unit (PLU) that gives customers flexibility to manage workloads regardless of whether they are on-premises or on vSphere, third-party hypervisors, physical servers, or supported public clouds (Figure 1). There is no license switching or conversion required.

One PLU allows usage of vRealize Suite to manage unlimited operating system instances (OSIs)/virtual machines (VMs) deployed on one on-premises vSphere CPU or one VMware Cloud™ on AWS CPU. Alternately, vRealize Suite can manage up to 15 OSIs deployed on (i) other supported public clouds, or (ii) third-party hypervisors and physical servers.

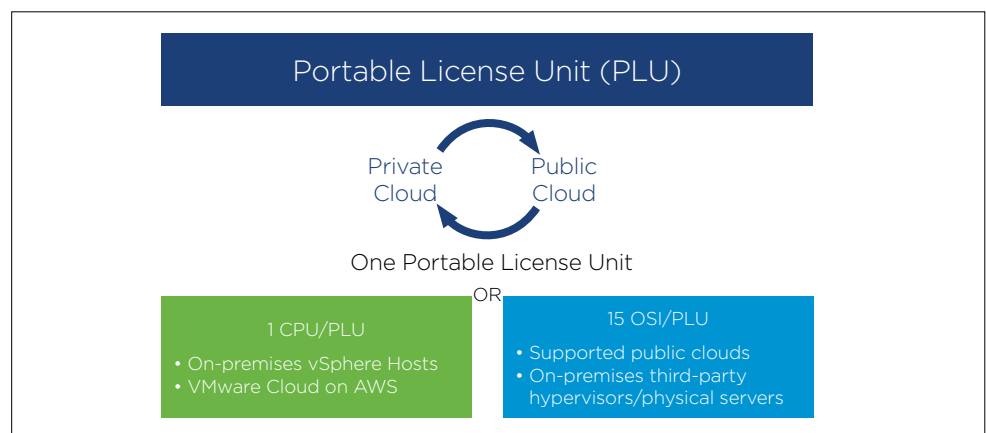


Figure 1. Portable License Unit

No Limits on Number of Virtual Machines for vSphere

There are no restrictions on the number of virtual machines that can be managed by vRealize Suite on a vSphere CPU. This requires that the CPU/processor be licensed for vRealize Suite or vCloud Suite. The managed virtual machines can use all suite components included in the licensed vRealize Suite edition.

Seamless Portability Between On-Premises vSphere Environment and Public Cloud

Through the PLU licensing metric, current deployments of vRealize Suite can switch between managing on-premises VMware vSphere workloads and managing workloads on supported public clouds as well as third-party hypervisor and physical servers. As a result, even if a VM migrates from on-premises to public cloud, the same instance of vRealize Suite can be used to manage the workloads without switching the license.

Multiple Components Under a Single License

VMware vRealize Suite combines multiple components (vRealize® Lifecycle Manager™, vRealize Operations™, vRealize Automation™, vRealize Business™ for Cloud, and vRealize Log Insight™) into a single offering with a single license. Many of these components are also available as standalone products licensed on a per-OSI or per-processor basis. However, when these components are obtained through vRealize Suite, they are licensed under a single PLU. All components included in vRealize Suite can be used to manage virtual machines on a vSphere licensed processor, on a third-party supported hypervisor, on a supported public cloud or any combination, provided that enough capacity has been purchased.

Although vRealize Suite is made up of several components, it is a single solution with a single license. All the components of a vRealize Suite edition are licensed as a single entity. A single license of vRealize Suite cannot be used across multiple processors. For example, one license cannot be used for a suite component (e.g., vRealize Operations) on one processor and another component (e.g., vRealize Log Insight) on a different processor (Figure 2).

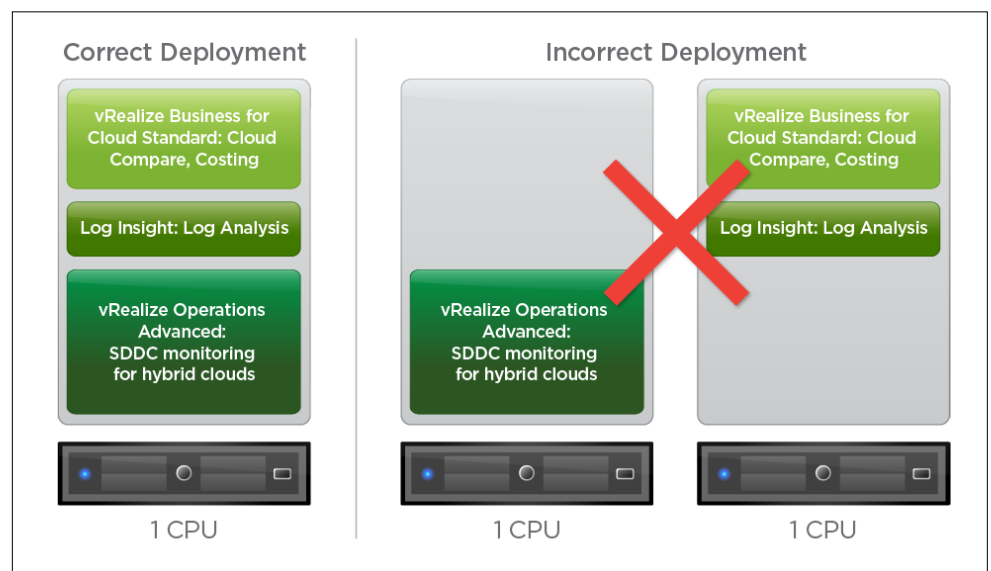


Figure 2. Correct and Incorrect Deployments using vRealize Suite Standard as an example

VMware vRealize Suite Editions

VMware offers three vRealize Suite editions that provide different functionality at different price points, making it easy to license VMware vRealize Suite to meet specific requirements and use cases (Figure 3). A support and subscription (SnS) contract is required for every vRealize Suite purchase.

- **Standard Edition** – Supports Intelligent Operations Management use case for IT organizations looking to improve operational efficiency and application performance and availability via predictive analytics across structured and log data, combined with insight into IT costs.
- **Advanced Edition** – Supports IT Automation to IaaS use case for companies who need to accelerate the delivery of IT infrastructure services by automating their delivery and ongoing management.
- **Enterprise Edition** – Supports DevOps-Ready IT use case for IT organizations with DevOps initiatives who are looking to automate the delivery and management of full application stacks.

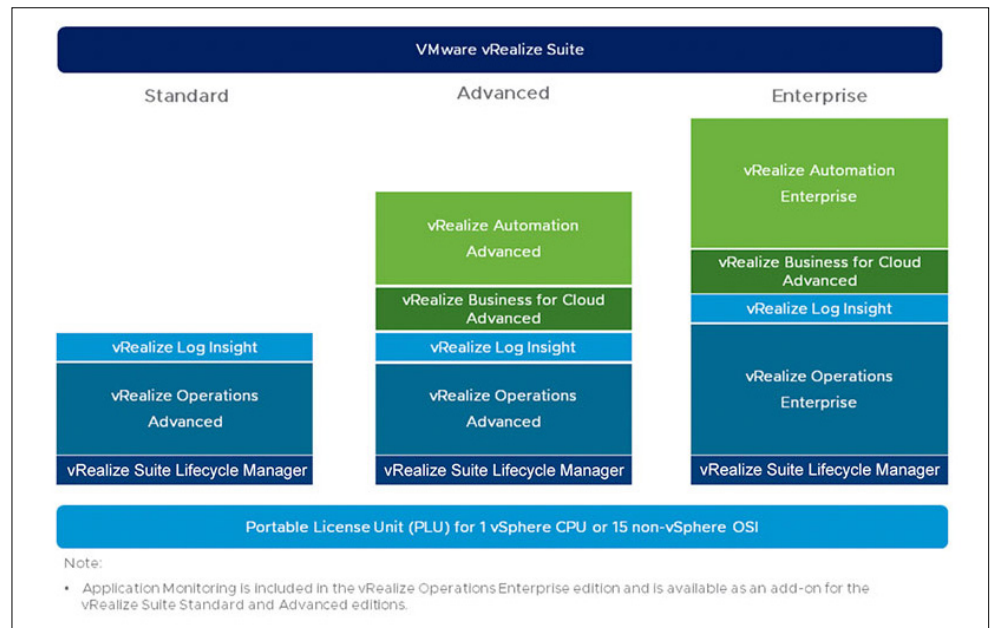


Figure 3. vRealize Suite Editions

vRealize Suite Upgrades

Upgrades to vRealize Suite can be purchased from standalone products such as vRealize Operations, vRealize Automation, vRealize Business for Cloud, or vRealize Log Insight (Figure 4). If you have previously purchased the vRealize standalone products, upgrade options allow you to protect your investment in those previous purchases.

Customers can also purchase an upgrade from a lower vRealize Suite edition to a higher vRealize Suite edition. When you upgrade supported licenses to a higher VMware vRealize Suite edition, the original license key is deactivated and a new license key is issued for the upgraded edition. The SnS fee is then calculated. This new SnS contract is extended by the value remaining on the base edition. This process simplifies SnS renewal by ensuring that only a single license key exists that has a single SnS contract with a single termination date.

Customers using vSphere with Operations Management™ Enterprise Plus can upgrade to vCloud Suite. Customers using vSphere can acquire the full CMP capabilities from VMware by purchasing new vRealize Suite licenses.

FROM \ TO	vRealize Suite STD	vRealize Suite ADV	vRealize Suite ENT
vRealize Operations ENT	✓	✓	✓
vRealize Operations ADV	✓	✓	✓
vRealize Operations STD	✓	✓	✓
vRealize Automation ENT	✗	✗	✓
vRealize Automation ADV	✗	✓	✓
vRealize Business for Cloud ADV	✗	✓	✓
vRealize Log Insight	✓	✓	✓
vRealize Operations Insight	✓	✓	✓
vSOM ENT+	✓ (vCloud Suite STD)	✓ (vCloud Suite ADV)	✓ (vCloud Suite ENT)

Figure 4. Available Upgrade Paths

VMware vCloud Suite and vCloud Suite Platinum

VMware vCloud Suite and vCloud Suite Platinum are packages that include the market-leading VMware vSphere with VMware vRealize Suite. There is an additional discount applied for customers purchasing vCloud Suite (or vCloud Suite Platinum) in comparison to purchasing vSphere and vRealize Suite separately.

vCloud Suite has three editions, each including vSphere Enterprise Plus combined with a specific edition of vRealize Suite.

Similarly, vCloud Suite Platinum has three editions, each including vSphere Platinum combined with a specific edition of vRealize Suite.

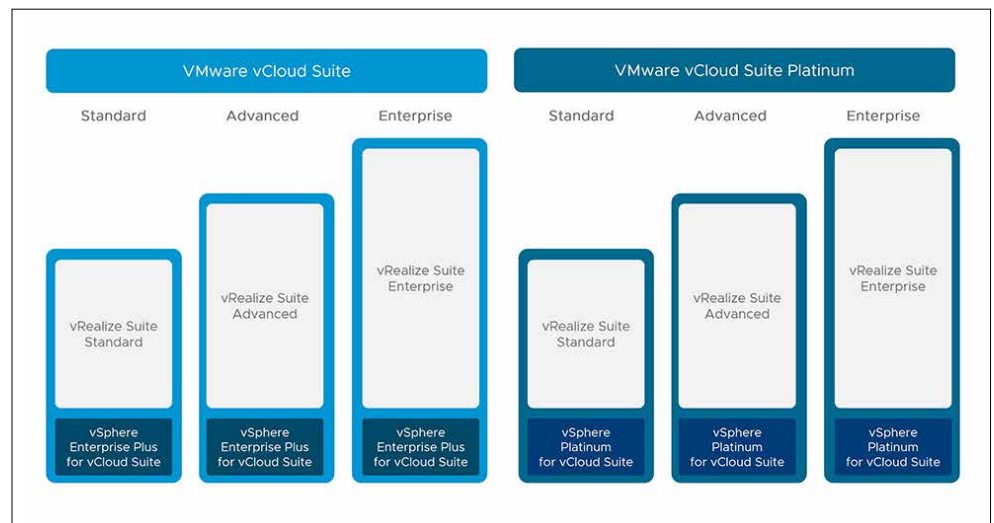


Figure 5. vCloud Suite Editions

VMware vRealize Operations Application Monitoring Add-on

vRealize Suite Standard and Advanced edition customers who require application level monitoring have the option to purchase the VMware vRealize Operations Application Monitoring Add-On™. The add-on extends vRealize Suite to monitor application and databases. Third-party management packs may be required for this functionality. vRealize Operations Application Monitoring is included in the vRealize Suite Enterprise edition.

FAQ

Q. Can I upgrade a single vRealize Suite component (e.g., vRealize Operations)?

A. No, vRealize Suite is a single integrated solution with a single license that does not break down into individual licenses for each component. Upgrades are available between vRealize Suite editions.

Q. How is vRealize Suite different from vCloud Suite?

A. vCloud Suite is a bundle that consists of vRealize Suite and vSphere Enterprise Plus for vCloud Suite and is priced at a discount to purchasing vRealize Suite and vSphere Enterprise Plus separately. vCloud Suite Platinum, which includes vSphere Platinum, is a similar bundle. vCloud Suite and vCloud Suite Platinum are intended for customers who are interested in purchasing a cloud management platform solution and expanding their vSphere capacity.

Q. What type of hardware infrastructure can vRealize Suite run on?

A. vRealize Suite is shipped as a vApp™ and will run on any hardware infrastructure that the VMware hypervisor platform (vSphere) can run on.

Q. Are there any prerequisites for purchasing vRealize Suite?

A. There are no VMware product prerequisites for vRealize Suite but there are specific IT environment configuration requirements. Check the product user guide for these requirements.

How to Buy

For information on purchasing vRealize Suite, visit <http://www.vmware.com/products/vrealize-suite/pricing.html>

To find an authorized reseller in your area, use the online VMware Partner Locator: <http://partnerlocator.vmware.com>

Learn More

For information or to purchase VMware products, call 877-4-VMWARE (outside of North America, +1 650-427-5000), visit <http://www.vmware.com/products> or search online for an authorized reseller. For detailed specifications and systems requirements, refer to the VMware vRealize Suite documentation.



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