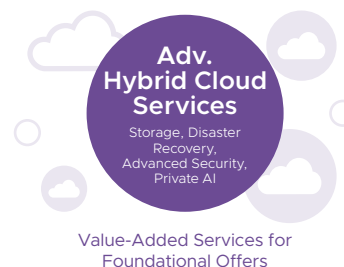
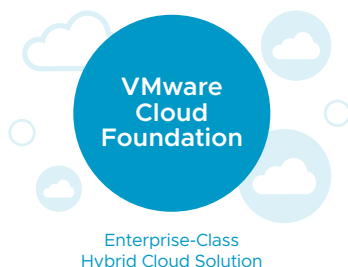


VMware Cloud Foundation: VMware Cloud Service Provider (VCSP) Pricing Guide



Attractive pricing to allow
customers to benefit faster

Ease of doing business with
improved customer experience

VCF Division Packaging and Pricing for VCSP

Subject to all terms and conditions outlined in the [VCSP Product Licensing Guide](#)

Primary Offerings

VMware Cloud Foundation		
vSphere (includes TKG, vCenter)		
vSAN (1 TiB / core)		
NSX Networking / HCX / AON		
Aria Suite Enterprise		
SDDC Manager		
Select Support and Upgrade Tools & Enablement Support		
VMware Cloud Director*		
Advanced Services Add-Ons ¹		
vSAN per TiB	Firewall	ATP
Firewall with ATP	Private AI	Adv. Load Balancer
Live Recovery		

Highlights

- VCF: Per core pricing, 16 cores per CPU minimum, pricing based on all physical cores on host
- vSAN: measured per TiB
- On-demand and 3-year minimum term commit
- On-demand is measured hourly, billed monthly, at zero % discount.
- Single VCF SKU, discount varies based commit type or on-demand
- Customer Commit uses dedicated hosts / customer. No multi-tenancy (today) at host level
- VCSP owns terms and conditions with customer(s)
- VCSP provides customers L1 to L2 support and engages Broadcom for L3 Engineering and product support only

*VMware Cloud Director is available as part of VMware Cloud Foundation

VCSP Entitlement

Accelerate Customers' Business Transformation to Cloud with Streamlined Product Offers and Simplified Go-To-Market

Packaging

VCSP Entitlement
Cloud Director Availability - Migration
Usage Meter

Licensing

- Additional products for VCSPs with VCF Subscription
- Usage Meter
- Cloud Director Availability (VCDA) migration available to VCSP partners at no cost. VCDA DR is now part of VMware Live Recovery.

VMware Cloud Service Provider Pricing

	SKU	List Price 3-year Commit Annual USD Cost	Unit
VMware Cloud Foundation v5	VCF-CLD-FND-5	350	Core
VMware vSAN v8	VCF-VSAN-8	210	TiB
VMware Avi Load Balancer	ANS-VMW-ALB	5695	Service unit*
VMware vDefend Firewall (Bundle)	ANS-VMW-FW-B	120	Core
VMware vDefend Firewall with Advanced Threat Prevention (Bundle)	ANS-FW-ATP-B	200	Core
VMware vDefend Advanced Threat Prevention Add-on (Bundle)	ANS-FW-ATPAD-B	100	Core
VMware Live Recovery Protected VM (includes SRM and VCDA DR components of VMware Live Recovery)	VCF-VLR-PVM	400	VM
VMware Private AI Foundation with NVIDIA and SQL Support	VCF-PAIFN	150	Core
Usage Meter	VCF-CSP-UM	-	-
VMware Cloud Director Availability – Migration Only	VCF-CSP-VCDA-M-4	-	-

Pricing Footnote:

- Pricing is subject to change and subject to exchange rates in other countries and is in USD only
- VCSP entitlements may vary
- No OnDemand for Add Ons
- VMware Cloud Director Availability for Disaster Recovery is available to all VCSP partners and is now part of VMware Live Recovery. Only VMware Live Site Recovery (SRM) and VCDA DR components of VMware Live Recovery are available to VCSPs. For each VM purchased, the customer must choose to deploy one of the following components (SRM or VCDA-DR). VMware Live Cyber Recovery is not included.
- Gateway firewall and Distributed firewall are a part of the Firewall Bundle, as per the [feature doc](#):
Distribute firewall : per compute core (1 compute core = 1 NSX Firewall core)
Gateway firewall : per gateway firewall vCPU (1 gateway firewall vCPU = 4 NSX Firewall cores)
- Table is for reference only, please reference the [Broadcom Partner Product Sales Aids](#) for the most current information
- In most cases, each deployed Avi Load Balancer Service Engine consumes one Service Unit / vCPU, i.e. 10 Service Engines, each with 4 vCPUs => 40 Service Units, find out more [here](#)

Partner Levels

Pinnacle and Premier

	Pinnacle	Premier
Minimum Commit	7000 VCF cores	3500 VCF cores
Minimum Term Commit	3 years	3 years
Payment Options	Prepaid Upfront or Annual	Prepaid Upfront or Annual
Customer commits	Yes	Yes
License Portability for corporate customers	Yes	Yes

- License Portability is an entitlement for VCF customers and requires Partner Self-Certification to be listed as a Certified Cloud Service Provider. For more detail refer to the [Partner Process Guide on License Portability](#)
- Usage Meter 4.8 or above is required and mandatory
- New Broadcom issued license keys are required

VCSP Discount:

Pinnacle and Premier VCF and Add-ons

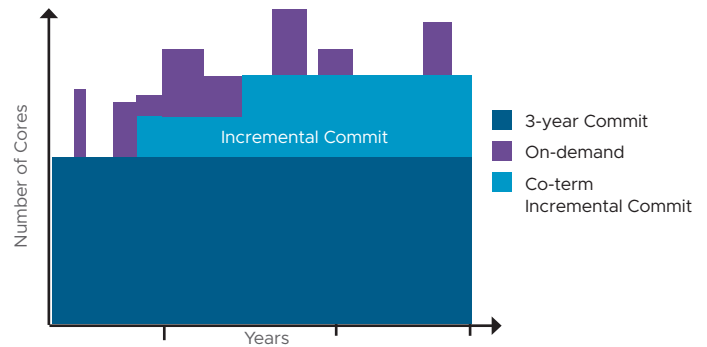
	Per Customer Per Term Commit	Aggregate Commit	On-Demand
	Prepaid Upfront or Annual	Prepaid Upfront or Annual	Postpaid Monthly
3+ year term commit	55%	45%	0%

- Support included for VCF only
- Above discounts to VCSP only
- Both Pinnacle and Premier must use a valid Cloud Commerce Manager (CCM) to purchase licenses and billing, [find a CCM](#)

Additional Rules

Licensing and Payment

- Minimum 3-year term commit per SKU per unit (core/TiB etc) quantity
 - Same payment if under-use
 - Prepaid can be paid upfront or annually
 - No transferable credit given for underuse of committed cores
- Commits cannot be moved between customers, or between customer and partner commit
- No dollar commit (legacy VCPP)
- Usage charged at CPU/host level. No partial CPU/host.
- All ESXi hosts with active workloads or participating in a vSAN cluster consume VCF license
- Spare host is not charged (details in [Product License Guide](#))
- NFR licenses will be available
- No test mode in usage meter



- Over-use charged at on-demand rate, metered hourly, paid monthly in arrears (no prepay option)
- Additional commit can co-term to original commit
 - Must be tied to same customer commit or aggregate commit

VCF License Portability

AKA - 'Bring Your Own License' (BYOL)



License Portability

occurs when a customer decides to bring their eligible VCF subscription to any endpoint (local cloud, hybrid cloud or public cloud) during the subscription term.



License Portability applies to VCF and applicable VCSP add-on subscription licenses, when software licensee is the End User (Does not apply to VCSP partner licensed VCF)



Customers bringing their own license to another end point will retain original Software & Support entitlements per EULA



All licensing requirements (package, pricing, minimums etc.) will apply to the new destination and may require additional purchase



Customers can only bring licenses to those destinations that meet Broadcom Compatibility Guide (Includes local cloud, hybrid cloud and public cloud)



Any add-on that is purchased with VCF for deployment in same SDDC will have same License Portability benefits



VCSP partners who wish to be listed as a certified cloud service provider for License Portability, can register through the self-certification process and operational on Broadcom systems for License Portability

For more details refer to the [Partner Process Guide on License Portability](#)