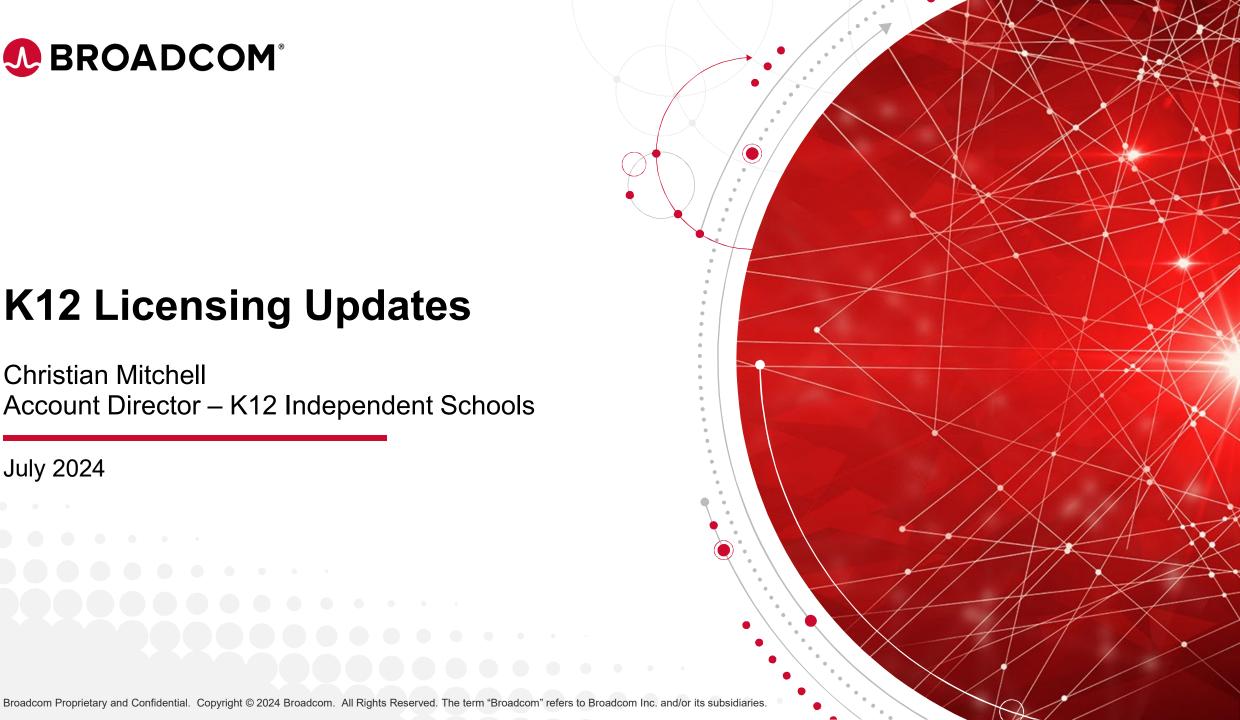# BROADCOM®

K12 Licensing Updates

Christian Mitchell
Account Director – K12 Independent Schools

July 2024

vmware®
by **Broadcom**

Todays Agenda

1 Introductions

2 Important Licensing Updates

3 vSphere Editions

4 RRP Pricing

5 Ramp Up Payments

6 Q&A

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Introductions

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Important Licensing Updates

- Simplification of our offering

- EDU and NFP Pricing

- Subscription licensing

- Per physical core for vSphere and TiB on vSAN

- vCenter no longer licensed separately

- vSphere+ converting to disconnected

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vSphere Editions

Three Editions to Meet a Broad Spectrum of Customer Needs

vSphere Essentials Plus Kit

All-in-one solution for small businesses to virtualize physical servers and reduce hardware costs

Components:
- vSphere Essentials Plus
- vCenter Essentials

vSphere Standard

Industry leading server virtualization solution for data center consolidation and enhanced application availability

Components:
- vSphere Standard
- vCenter Standard

vSphere Foundation

Enterprise workload platform to optimize the data center for organizations of all sizes

Components:
- vSphere Enterprise Plus
- vCenter Standard
- Tanzu Kubernetes Grid
- Aria Suite Standard
- Plus Available Add-ons

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Technical Feature Comparison

- VVF equivalent to vSphere Ent+ and vSphere+

- 16 core per CPU minimum

- Distributed Resource Scheduler (DRS)

- Distributed Switch (VDS)

- VM Encryption

- vSphere will not accept a Standard key if the above are enabled

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MSRP

- VVF - $200 per core ($135 USD)

- vSphere Standard - $75 per core ($50 USD)

- vSphere Essentials Plus Kit – $4,972 per 96 core pack ($3,360 USD)

Note: VMware price in USD. Based on 10/7 exchange rate @ 1.48. Price may change based on exchange rate on order date. Min. 16 cores per CPU.

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Ramp Up Payments

- Yearly payments

- Forecastable, time to find budget

- 3- and 5-year commitment

Last Year	This Year	Term	Total Value	Year 1	Year 2	Year 3
$ 10,000	$ 13,000	3	$ 39,000	$ 10,714	$ 12,857	$ 15,429
		130%		107%	129%	154%

Last Year	This Year	Term	Total Value	Year 1	Year 2	Year 3	Year 4	Year 5
$ 10,000	$ 13,000	5	$ 65,000	$ 10,647	$ 11,712	$ 12,883	$ 14,171	$ 15,588
		130%		106%	117%	129%	142%	156%

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Q&A

Resources

- [vSphere Product Line Comparison](#)
- [Counting Cores KB Article](#)

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