K12 Licensing Updates

Christian Mitchell
Account Director – K12 Independent Schools

July 2024
Introductions

Christian Mitchell
Account Director
christian.mitchell@broadcom.com

Calista Rahardja
Solutions Architect
calista.rahardja@broadcom.com
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
# vSphere Editions

Three Editions to Meet a Broad Spectrum of Customer Needs

<table>
<thead>
<tr>
<th>vSphere Essentials Plus Kit</th>
<th>vSphere Standard</th>
<th>vSphere Foundation</th>
</tr>
</thead>
<tbody>
<tr>
<td>All-in-one solution for small businesses to virtualize physical servers and reduce hardware costs</td>
<td>Industry leading server virtualization solution for data center consolidation and enhanced application availability</td>
<td>Enterprise workload platform to optimize the data center for organizations of all sizes</td>
</tr>
</tbody>
</table>

**Components:**
- vSphere Essentials Plus
- vCenter Essentials
- vSphere Standard
- vCenter Standard
- vSphere Enterprise Plus
- vCenter Standard
- Tanzu Kubernetes Grid
- Aria Suite Standard
- Plus Available Add-ons
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
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.
Ramp Up Payments

- Yearly payments
- Forecastable, time to find budget
- 3- and 5-year commitment

<table>
<thead>
<tr>
<th>Last Year</th>
<th>This Year</th>
<th>Term</th>
<th>Total Value</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>$ 10,000</td>
<td>$ 13,000</td>
<td>3</td>
<td>$ 39,000</td>
<td>$ 10,714</td>
<td>$ 12,857</td>
<td>$ 15,429</td>
</tr>
<tr>
<td>130%</td>
<td>107%</td>
<td>129%</td>
<td>154%</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Last Year</th>
<th>This Year</th>
<th>Term</th>
<th>Total Value</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Year 4</th>
<th>Year 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>$ 10,000</td>
<td>$ 13,000</td>
<td>5</td>
<td>$ 65,000</td>
<td>$ 10,647</td>
<td>$ 11,712</td>
<td>$ 12,883</td>
<td>$ 14,171</td>
<td>$ 15,588</td>
</tr>
<tr>
<td>130%</td>
<td>106%</td>
<td>117%</td>
<td>129%</td>
<td>142%</td>
<td>156%</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Q&A
Resources

• vSphere Product Line Comparison
• Counting Cores KB Article