KICK-START 3FOR2 vSAN CHANNEL SEEDING PROMOTION

What: This seeding promotion is for channel partners to position the first VMware vSAN™ cluster with customers by providing three nodes of vSAN software for the price of two (that's six vSAN Standard CPU licenses for the price of four).

Who (Eligibility): This promotion is available to customers that have not purchased vSAN before or do not have vSAN already deployed in their environment.

When: This promotion is available from April 1, 2019 through January 24, 2020 at 11:59 PM PT (Pacific Time).

Why: More than 19,000 customers have adopted vSAN at an increasing rate to realize the benefits of the VMware unified software stack across compute, storage, networking, and management. While many VMware vSphere® customers (less than 500 CPUs) are interested in hyperconverged infrastructure (HCI), many have not made the move due to IT budget pressures or staffing constraints, and are stuck with legacy infrastructure. This promotion provides these customers with an excellent, cost-effective opportunity to build their first HCI cluster powered by vSAN. Customers will be able to leverage their existing virtualization investments and seamlessly manage their IT environment with already-familiar tools and resources with VMware vCenter®.

How: Customers can purchase through a VMware authorized reselling partner. For more information, visit vmware.com/promotions.

Terms and Conditions

- Promotion is available through the channel route to market only (OEMs excluded).
- Promotion is restricted to non-ELA transactions only.
- Customer cannot have vSAN already deployed. Promotion SKU is available for net-new vSAN customers only.
- Promotion is restricted to one SKU per customer.
- Prices of eligible SKUs may vary by regions and resellers.
- No upgrade or deployment restrictions are associated with the promotion SKU. The first three nodes are at the promotional price; additional nodes are at the regular price. Customer can upgrade to vSAN Advanced or vSAN Enterprise at a later date.
- VMware reserves the right to change or cancel this promotion at any time.

- VMware Support and Subscription (SnS) is required. Discounts are not offered for VMware SnS.
- Promotion cannot be combined with any other promotions or discounts.
- Promotion is valid for eligible purchases made from April 1, 2019 through January 24, 2020 at 11:59 PM PT.
- Each eligible purchase will receive six vSAN Standard licenses as part of the VMware vSAN 6 Standard (6-Processor Bundle) Promotion: ST6-VSAN-BN-PRO; the Academic VMware vSAN 6 Standard (6-Processor Bundle) Promotion: ST6-VSAN-BN-APRO; or the U.S. Federal VMware vSAN 6 Standard (6-Processor Bundle) Promotion: ST6-VSAN-BN-FPRO.

Frequently Asked Questions

Q. What is the timeframe for this promotion?

A. This promotion is available from April 1, 2019 through January 24, 2020 at 11:59 PM PT.

Q. What are the benefits of this promotion?

A. This promotion gives partners the ability to grow their business in the existing vSphere install base by selling a promotionally priced vSAN starter SKU with add-on services.

Q. What are the requirements of this promotion?

A. Only non-ELA transactions are eligible. This promotion is not eligible for the special pricing form (SPF). This promotion is for net-new customers only.

Q. Which SKUs are associated with this promotion?

A. The following SKUs are associated with this promotion:

- VMware vSAN 6 Standard (6-Processor Bundle) Promotion: ST6-VSAN-BN-PRO
- Academic VMware vSAN 6 Standard (6-Processor Bundle) Promotion: ST6-VSAN-BN-APRO
- U.S. Federal VMware vSAN 6 Standard (6-Processor Bundle) Promotion: ST6-VSAN-BN-FPRO

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Q. What additional capabilities are included in this promotion?

A. This promotion does not limit partners' ability to also take advantage of the Advantage+ and Solution Rewards partner programs.

Note: To qualify for Advantage+, the minimum software deal list price should be greater than or equal to $10,000. The ST6-VSAN-BN-PRO and ST6-VSAN-BN-FPRO SKUs have a list price of $10,260 and qualify for Advantage+. The ST6-VSAN-BN-APRO Academic SKU has a list price of $6,156 and does not qualify for Advantage+ by itself unless the entire deal size has a list price of $10,000 or more in VMware software.

Q. What if a customer wants to buy more than six vSAN Standard licenses?

A. That's fine. The customer will get the first six vSAN Standard licenses for the price of four, and the subsequent licenses at the regular price.

Q. Can a customer upgrade to vSAN Advanced or vSAN Enterprise at a later date?

A. Yes, there are no upgrade limitations.

Q. If a customer has vSAN licenses through VMware Horizon®, can they still buy the promotional SKU?

A. Yes, as long as the customer has not deployed vSAN, they can purchase the promotional SKU.

Q. Is this promotion SKU eligible for OEMs?

A. No, this promotion is available for purchase through the channel only.

Q. How can this promotion be purchased?

A. This promotion is available for purchase through the channel only.

Q. Which customers are eligible for this promotion?

A. This promotion is available for non-ELA transactions, including commercial, academic, and U.S. federal end-user customers worldwide that have not purchased or deployed vSAN before.

Q. Are promotion purchases eligible for VMware purchasing programs?

A. This promotion is not eligible for the VMware Enterprise Purchasing Program (EPP). This promotion cannot be combined with any other promotions or discounts for the same product.

Q. Do academic discounts apply?

A. Yes.

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