vSphere and vSphere with Operations Management Packaging & Pricing 2016 FAQ

This document is intended to answer questions around packaging, pricing and related programs for VMware vSphere® 6.0 and vSphere with Operations Management™ 6.2.

VMware vSphere and vSphere with Operations Management

Q. What has VMware announced?

A. VMware made changes to simplify its lineup of core VMware vSphere and VMware vSphere with Operations Management offerings. VMware is reducing the number of offerings ranging from VMware vSphere Standard to VMware vSphere with Operations Management Enterprise Plus from six SKUs down to three SKUs.

The new lineup will consist of VMware vSphere Standard, VMware vSphere Enterprise Plus and VMware vSphere with Operations Management Enterprise Plus. Effective June 30, 2016, VMware vSphere Enterprise, VMware vSphere with Operations Management Standard and VMware vSphere with Operations Management Enterprise will reach End of Availability.

Additionally, all VMware vCenter Server™ Standard customers (existing and new) will now receive vRealize Log Insight for vCenter Server. The new offering will provide 25 Operating System Instances (OSIs) of VMware vRealize® Log Insight™ limited to monitoring logs from VMware vCenter Server, VMware vSphere and VMware vRealize Log Insight content packs.

Beyond the product lineup and packaging updates, VMware is making two pricing changes. VMware vSphere with Operations Management Enterprise Plus is now $4,395 per CPU. VMware vCenter Server Standard is now $5,995 per instance(referenced pricing represents suggested MSRP for the U.S., in USD; regional prices will vary, please refer to regional pricing resources). These price increases will be effective April 1, 2016.

Q. Why has VMware made these pricing and packaging changes?

A. VMware updated its virtualization product lineup to align it with the most common customer use cases:

- VMware vSphere Standard enables server consolidation and business continuity
- VMware vSphere Enterprise Plus delivers resource management, enhanced application performance and availability
- VMware vSphere with Operations Management Enterprise Plus optimizes the data center via intelligent operations, consistent management, and automation and predicative analytics.

VMware is committed to delivering greater value to its customer through the introduction of new capabilities in its solutions. New product releases introduced today such as VMware vSphere with Operations Management and vRealize Log Insight for vCenter Server will help customers get more out of their investments in VMware software.

Q. Do customers have entitlements to a replacement product?

A. Existing vSphere Enterprise customers will be eligible for a 50% promotion on the upgrade license to vSphere Enterprise Plus, and existing vSphere with Operations Management Enterprise customers will be eligible for a 50% promotion on the upgrade license to vSphere with Operations Management Enterprise Plus. This promotion is valid from February 10, 2016 to June 25, 2016 at 11:59pm Pacific Time (PT).

Existing vSphere Enterprise and vSphere with Operations Management Enterprise customers who do not wish to upgrade can remain on their current editions. As long as customers are active on Support and Subscription (SnS), VMware will continue to support these End of Availability editions through the published Product Lifecycle support period (http://www.vmware.com/files/pdf/support/Product-Lifecycle-Matrix.pdf). There will be no increase in Support and Subscription (SnS) fees for customers who choose to remain on vSphere Enterprise and vSphere with Operations Management Enterprise.

Existing vSphere with Operations Management Standard customers will be entitled to vSphere Standard and VMware vRealize Operations™ Standard at no additional cost.

Q. Will vSphere ENT and vSphere with Operations Management ENT customers who choose to remain on their current editions be entitled to future minor or major releases?

A. vSphere ENT and vSphere with Operations Management ENT customers who are active on SnS will continue to be entitled to future minor or major releases of those editions if they are made available per the terms of their SnS agreement.

Q. What is the new vRealize Log Insight for vCenter Server?

A. For each instance of vCenter Server that customers own or purchase, customers will be entitled to a 25 Operating System Instance (OSI) license of vRealize Log Insight for vCenter Server. vRealize Log Insight for vCenter Server allows customers to monitor logs from VMware vCenter Server, VMware vSphere and VMware vRealize Log Insight content packs.

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In order to go beyond the 25 Operating System Instance (OSI) limit or to realize the full log analytics and management capabilities offered by VMware, customers can purchase vRealize Log Insight. For more information, please refer to: https://www.vmware.com/products/vrealize-log-insight/pricing.html

Q. Are there VMware Acceleration Kits for vSphere and vSphere with Operations Management?

A. Yes, there are now three Acceleration Kits associated with the three editions of vSphere and vSphere with Operations Management (vSphere Standard, vSphere Enterprise Plus and vSphere with Operations Management Enterprise Plus). Each kit consists of six processor licenses of vSphere or vSphere with Operations Management, and a license for one instance of vCenter Server Standard. All-in-one kits combine 6 CPU licenses of a specific vSphere with Operations Management edition and one instance of VMware vCenter Server Standard edition for centralized management. There is a purchasing limit of one kit per customer site. SnS is required for at least one year. For more information, please visit: http://www.vmware.com/products/vsphere/pricing.html.

Q. How can I purchase net new licenses of vSphere with Operations Management Standard?

A. The last opportunity for customers to purchase vSphere with Operations Management Standard as a bundle will be on June 30, 2016. vSphere with Operations Management Standard is a bundle comprised of vSphere Standard and vRealize Operations Standard. Both vSphere Standard and vRealize Operations Standard will continue to be available as standalone editions past June 30, 2016. Therefore, beyond June 30, 2016, customers can continue to purchase vSphere Standard and vRealize Operations Standard separately.

Q. Is vRealize Operations Standard available for purchase on a per CPU basis?

A. No, vRealize Operations Standard is not available for purchase on a per CPU basis, but it is available a-la-carte in 25 VM or OS instance license packs.

VMware is creating a per CPU license of vRealize Operations Standard for fulfillment purposes only to entitle existing vSphere with Operations Management Standard customers to vSphere Standard and vRealize Operations Standard. However, this per CPU license will not be available for individual sale.

Q. What is happening to the features in vSphere and vSphere with Operations Management?

A. There are no changes to the features in vSphere Standard and vSphere Enterprise. vCenter Server Standard now comes with 25 Operating System Instances (OSIs) of vRealize Log Insight for vCenter Server. vSphere with Operations Management Enterprise Plus now comes with enhancements to workload placement.

There will be no pricing and packaging changes to the vSphere Essentials and Essentials Plus kits, and the vSphere Remote Office Branch Office editions.

Q. Do I have access to VMware Integrated OpenStack if I am a vSphere, vSphere with Operations Management, or vCloud Suite customer?

A. Customers with vSphere Enterprise Plus, vSphere with Operations Management Enterprise Plus, and VMware vCloud Suite® can use VMware Integrated OpenStack free of charge. Optional support for VMware Integrated OpenStack is sold separately on a per CPU basis. For more information, visit http://www.vmware.com/products/openstack.