VMware Subscription Upgrade Program

Program Guide

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vmware®

Overview

The VMware Subscription Upgrade Program ("SUP") is designed to incentivize VMware customers to upgrade their existing perpetual licenses and on-premises workloads to subscriptions for eligible on-premises or hosted offerings ("SUP offerings") by providing discounted pricing on Customer's initial purchase of subscriptions to the SUP offerings. The program is only available to customers that have existing eligible perpetual licenses, and that want to purchase entitlements to "matching" on-premises and hosted offerings. (See the tables, below, for eligible perpetual and SUP offerings.)

- For each subscription purchased through SUP, Customer must (i) own a corresponding perpetual license from which to upgrade, and (ii) have an active support and subscription services ("SnS") contract for that perpetual license.

- By participating in SUP, Customer agrees that it will not renew SnS for the perpetual license used for the upgrade. (The then-current active SnS contract will expire at the end of its stated term.)

- After purchasing a subscription to a SUP offering, Customer may continue to deploy and use the perpetual license(s) used for the SUP upgrade, unless otherwise agreed with VMware. (See the "Software destruction" section, below.)

- Customer may only use a perpetual license to upgrade through SUP once; multiple upgrades using the same license are not permitted.

- The discounted pricing for subscriptions to the SUP offerings is only applicable to Customer's initial purchase of entitlements to the SUP offerings. This pricing may not be combined with any other discounts that Customer receives from VMware, either contractually or through any other special programs or promotions. Renewal pricing may differ and will be applied to all capacity covered by the entitlement.

- Customer may transfer or assign any perpetual licenses that Customer has utilized for SUP, including but not limited to assignment in the event of a merger or acquisition, but those licenses will be subject to the restrictions imposed pursuant to SUP; for clarity, these licenses will not be eligible for SnS, and they cannot be used for a further SUP upgrade.

- Some contract configurations and licenses acquired via specific channels may not be eligible for SUP. Consult a VMware sales representative for details.

Program Mechanics

SUP is for customers upgrading from perpetual licenses to subscriptions for SUP offerings within the same product category. (See the tables, below, for the eligible offerings.)

SUP has a three-step process: first, VMware will review the customer's existing installed base of perpetual licenses and associated active SnS contracts to determine if the customer is eligible for SUP (that is, does the customer have the appropriate perpetual licenses, with active SnS contracts for each license); second, the customer purchases subscriptions to the eligible SUP offerings with (discounted) upgrade pricing; and third, the applicable perpetual licenses are

annotated in VMware's system to document that they are no longer eligible for SnS after expiration of the then-current SnS contract.

Software Destruction

In certain SUP transactions, if agreed between VMware and the customer, the customer will be obligated to surrender the perpetual licenses that are being used for the upgrade through SUP. The following conditions will also apply to these transactions:

- The customer is required to identify, either in the body of a VMware Enterprise Order, or in a standalone Software Destruction Agreement (collectively, "SDA"), the specific perpetual licenses that are being surrendered through SUP.

- The customer may continue to use those surrendered perpetual licenses for up to ninety (90) days after the customer has purchased the SUP offering entitlements ("Migration Period"). After the Migration Period, the customer must not use any of the surrendered perpetual licenses, and VMware will invalidate the related license keys.

- Customers are not required to uninstall any perpetual license software under the surrendered licenses, if the new on-premises SUP offering can leverage that installation. If the customer's existing installed on-premises software cannot be used with the SUP offering software, then the customer must promptly cease use of and delete the previously installed software.

- For the SUP deals where customers surrender the relevant perpetual licenses, customers may receive a credit to be applied to the initial purchase of the SUP offerings (no cash refund) for the prepaid, unused SnS balance associated with the surrendered perpetual licenses, which will be calculated from the date that the customer surrenders the perpetual licenses.

Eligible Offerings

The perpetual license products that are eligible for SUP and the matching eligible destination on-premises and hosted offerings are listed below. The offering descriptions are simplified to show full editions (no applications, add-ons, federal or academic eligible offerings). [**Note:** These tables are correct as of the date of this Program Guide; VMware reserves the right to modify any table at any time, and those modifications will be effective as of the date published.]

Product Category	Source	Destination
vSphere	VMware vSphere 7 Standard for 1 processor	VMware vSphere 8 Standard – 1/3/5 Year Prepaid Commit Subscription - Per Core
	VMware vSphere 7 Enterprise for 1 processor	VMware vSphere 8 Enterprise Plus – 1/3/5 Year Prepaid Commit Subscription - Per Core

	VMware vSphere 7 Enterprise Plus for 1 processor	VMware vSphere 8 Enterprise Plus – 1/3/5 Year Prepaid Commit Subscription - Per Core

Product Category	Source	Destination
vSAN	VMware vSAN 7 Standard for 1 processor	VMware vSAN 8 Standard – 1/3/5 Year Prepaid Commit Subscription - Per Core
	VMware vSAN 7 Advanced for 1 processor	VMware vSAN 8 Advanced – 1/3/5 Year Prepaid Commit Subscription - Per Core
	VMware vSAN 7 Enterprise for 1 processor	VMware vSAN 8 Enterprise – 1/3/5 Year Prepaid Commit Subscription - Per Core VMware vSAN+ - 1/3/5 Year Prepaid Commit Subscription - Per Core

Product Category	Source	Destination
vCF (vCloud Foundation)	VMware vSphere 7 (Enterprise or Enterprise plus) for 1 processor	VCF (TLSS) VMware Std, Adv, Ent, Starter (with and w/o External Storage) VCF+ Std, Adv, Ent 1/3/5 Year – Per Core
	• VMware vSphere 7 (Enterprise or Enterprise plus) for 1 processor • VMware vSAN 7 (Advanced or Enterprise) for 1 processor	VCF (TLSS) VMware Std, Adv, Ent, Starter (with and w/o External Storage) VCF+ Std, Adv, Ent 1/3/5 Year – Per Core
	• VMware vSphere 7 (Enterprise or Enterprise plus) for 1 processor • VMware vSAN 7 (Advanced or Enterprise) for 1 processor • VMware vRealize Suite 2019 (Standard, Advanced or Enterprise) per PLU	VCF (TLSS) VMware Std, Adv, Ent, Starter (with and w/o External Storage) VCF+ Std, Adv, Ent 1/3/5 Year – Per Core

• VMware vSphere 7 (Enterprise or Enterprise plus) for 1 processor • VMware vSAN 7 (Advanced or Enterprise) for 1 processor • VMware vRealize Suite 2019 (Advanced or Enterprise) per PLU • VMware NSX Data Center (Advanced or Enterprise Plus) for 1 processer	VCF (TLSS) VMware Std, Adv, Ent, Starter (with and w/o External Storage) VCF+ Std, Adv, Ent 1/3/5 Year – Per Core

		Destination		
		vCloud Suite Subscription		
		vCSS (SaaS) and vCS (TLSS) **Std** 1/3/5 Year - per Core	vCSS (SaaS) and vCS (TLSS) **Adv** 1/3/5 Year - per Core	vCSS (SaaS) and vCS (TLSS) **Ent** 1/3/5 Year - per Core
Source	VMware vCloud Suite 2019 **Standard**	Available	Available	Available
	VMware vCloud Suite 2019 **Advanced**		Available	Available
	VMware vCloud Suite 2019 **Enterprise**			Available

	Destination		
	vCloud Suite Subscription		
	vCSS (SaaS) and vCS (TLSS) **Std** 1/3/5 Year - per Core	vCSS (SaaS) and vCS (TLSS) **Adv** 1/3/5 Year - per Core	vCSS (SaaS) and vCS (TLSS) **Ent** 1/3/5 Year - per Core

Source	VMware vSphere 7 **Std, Adv or Ent** for 1 processor	Available	Available	Available
	VMware vSphere 7 **Std, Adv or Ent** for 1 processor **+ Pick 1:** VMware vRealize Log Insight 8 for per CPU *OR* VMware vRealize Operations 8 **Std, Adv, or Ent** per CPU *OR* VMware vRealize Automation 8 **Std Plus, Adv, or Ent** per 25 OSI Pack	Available	Available	Available
	VMware vSphere 7 Std, Adv or Ent for 1 processor **+ Pick 2:** VMware vRealize Log Insight 8 for per CPU *OR* VMware vRealize Operations 8 **Std, Adv, or Ent** per CPU *OR* VMware vRealize	Available	Available	Available

	Automation 8 **Std Plus, Adv, or Ent** per 25 OSI Pack			

		Destination		
		vRealize Cloud Universal		
		vRCU (SaaS) & vRS (TLSS) **Std** 1/3/5 Year - per Core	vRCU (SaaS) & vRS (TLSS) **Adv** 1/3/5 Year - per Core	vRCU (SaaS) & vRS (TLSS) **Ent** 1/3/5 Year - per Core
Source	VMware vCloud Suite 2019 Standard	Available	Available	Available
	VMware vCloud Suite 2019 Advanced		Available	Available
	VMware vCloud Suite 2019 Enterprise			Available

		Destination		
		vRealize Cloud Universal		
		vRCU (SaaS) & vRS (TLSS) **Std** 1/3/5 Year - per Core	vRCU (SaaS) & vRS (TLSS) **Adv** 1/3/5 Year - per Core	vRCU (SaaS) & vRS (TLSS) **Ent** 1/3/5 Year - per Core
Source	**Pick 1:** VMware vRealize Log Insight 8 for per CPU *OR* VMware vRealize Operations 8 **Std, Adv, or Ent** per CPU *OR* VMware vRealize Automation 8 **Std Plus, Adv, or Ent** per 25 OSI Pack	Available	Available	Available
	Pick 2: VMware vRealize Log Insight 8 for per CPU *OR* VMware vRealize Operations 8 **Std, Adv, or Ent** per CPU *OR* VMware vRealize Automation 8 **Std Plus,**	Available	Available	Available

	Adv, or Ent per 25 OSI Pack		

Product Category	Source	Destination
Workspace ONE	VMware Workspace ONE Standard (Perpetual) for Device/User	VMware Workspace ONE Standard (SaaS) – 1/2/3/4/5 Year – Device/User
		VMware Workspace ONE Mobile Essentials - 1/2/3/4/5 Year – Device/User
		VMware Workspace ONE UEM Essentials – 1/2/3/4/5 Year – Device/User
		VMware Workspace ONE Education Essentials – 1/2/3/4/5 Year – Device/User (for academic customer only)
	VMware Workspace ONE Advanced (Perpetual) for Device/User	VMware Workspace ONE Advanced (SaaS) – 1/2/3/4/5 Year – Device/User
		VMware Workspace ONE Desktop Essentials –1/2/3/4/5 Year – Device/User
		VMware Workspace ONE UEM Essentials – 1/2/3/4/5 Year – Device/User
		VMware Workspace ONE for Education – 1/2/3/4/5 Year – Device/User (for academic customer only)
	VMware Workspace ONE Application Access (Perpetual) for Device/User	VMware Workspace ONE Employee Essentials – 1/2/3/4/5 Year – Device/User
	VMware Workspace ONE K-12 (Perpetual) for Device	VMware Workspace ONE Education Essentials – 1/2/3/4/5 Year – Device/User (for academic customer only)

	Federal VMware Workspace ONE Standard (Perpetual) for Device/User	Federal VMware Workspace ONE Standard FedRAMP (SaaS) – 1/2/3/4/5 Year – Device/User
		Federal VMware Workspace ONE Advanced FedRAMP (SaaS) – 1/2/3/4/5 Year – Device/User
	Federal VMware Workspace ONE Advanced (Perpetual) for Device/User	Federal VMware Workspace ONE Advanced FedRAMP (SaaS) – 1/2/3/4/5 Year – Device/User

Product Category	Source	Destination
Horizon	Horizon Standard (Perpetual) for Named User/Concurrent User	Horizon Universal Subscription – 1mo/3mo/1/2/3/4/5 Year – Named User/Concurrent User
	Horizon Standard Add-on (Perpetual) for Named User/Concurrent User	Horizon Universal Subscription (no vSphere) –1mo/3mo/1/2/3/4/5 Year – Named User/Concurrent User
	Horizon Advanced (Perpetual) for Named User/Concurrent User	Horizon Universal Subscription – 1mo/3mo/1/2/3/4/5 Year – Named User/Concurrent User
	Horizon Advanced Add-on (Perpetual) for Named User/Concurrent User	Horizon Universal Subscription (no vSphere) –1mo/3mo/1/2/3/4/5 Year – Named User/Concurrent User
	Horizon Enterprise (Perpetual) for Named User/Concurrent User	Horizon Universal Subscription – 1mo/3mo/1/2/3/4/5 Year – Named User/Concurrent User

	Horizon Enterprise Add-on (Perpetual) for Named User/Concurrent User	Horizon Universal Subscription (no vSphere) –1mo/3mo/1/2/3/4/5 Year – Named User/Concurrent User
	Horizon Apps Standard (Perpetual) for Named User/Concurrent User	Horizon Apps Universal Subscription – 1mo/3mo/1/2/3/4/5 Year – Named User/Concurrent User
	Horizon Apps Advanced (Perpetual) for Named User/Concurrent User	Horizon Apps Universal Subscription – 1mo/3mo/1/2/3/4/5 Year – Named User/Concurrent User
	Horizon Standard (Perpetual) for Concurrent User	Horizon Standard Plus Subscription – 1mo/1/2/3/4/5-Year – Concurrent User
	Horizon Standard Add-on (Perpetual) for Concurrent User	Horizon Standard Plus Subscription (no vSphere) –1mo/1/2/3/4/5-Year – Concurrent User
	Horizon Standard (Perpetual) for Named User/Concurrent User	Horizon Enterprise Plus Subscription – 1mo/1/2/3/4/5-Year – Named User/Concurrent User
	Horizon Standard Add-on (Perpetual) for Named User/Concurrent User	Horizon Enterprise Plus Subscription (no vSphere) –1mo/1/2/3/4/5-Year – Named User/Concurrent User
	Horizon Advanced (Perpetual) for Named User/Concurrent User	Horizon Enterprise Plus Subscription – 1mo/1/2/3/4/5-Year – Named User/Concurrent User
	Horizon Advanced Add-on (Perpetual) for	Horizon Enterprise Plus Subscription (no vSphere) –1mo/1/2/3/4/5-Year – Named User/Concurrent User

	Named User/Concurrent User	
	Horizon Enterprise (Perpetual) for Named User/Concurrent User	Horizon Enterprise Plus Subscription – 1mo/1/2/3/4/5-Year – Named User/Concurrent User
	Horizon Enterprise Add-on (Perpetual) for Named User/Concurrent User	Horizon Enterprise Plus Subscription (no vSphere) –1mo/1/2/3/4/5-Year – Named User/Concurrent User
	Horizon Standard (Perpetual) for Named User/Concurrent User	Workspace Security VDI Audit with Horizon Universal Subscription –1/3/5-Year – Named User/Concurrent User
	Horizon Advanced (Perpetual) for Named User/Concurrent User	Workspace Security VDI Audit with Horizon Universal Subscription –1/3/5-Year – Named User/Concurrent User
	Horizon Enterprise (Perpetual) for Named User/Concurrent User	Workspace Security VDI Audit with Horizon Universal Subscription –1/3/5-Year – Named User/Concurrent User
	Horizon Standard (Perpetual) for Named User/Concurrent User	Workspace Security VDI Advanced with Horizon Universal Subscription –1/3/5-Year – Named User/Concurrent User
	Horizon Advanced (Perpetual) for Named User/Concurrent User	Workspace Security VDI Advanced with Horizon Universal Subscription –1/3/5-Year – Named User/Concurrent User
	Horizon Enterprise (Perpetual) for Named User/Concurrent User	Workspace Security VDI Advanced with Horizon Universal Subscription –1/3/5-Year – Named User/Concurrent User
	Horizon Standard (Perpetual) for Named User/Concurrent User	Workspace Security VDI Essential with Horizon Universal Subscription –1/3/5-Year – Named User/Concurrent User

	Horizon Advanced (Perpetual) for Named User/Concurrent User	Workspace Security VDI Essential with Horizon Universal Subscription –1/3/5-Year – Named User/Concurrent User
	Horizon Enterprise (Perpetual) for Named User/Concurrent User	Workspace Security VDI Essential with Horizon Universal Subscription –1/3/5-Year – Named User/Concurrent User