

VMware vSphere 5

Effective November 1, 2011

VMware vSphere Editions

VMware vSphere Editions are designed for midsize and enterprise customers. The editions must be used in conjunction with VMware vCenter Server (either in an existing setup, or with a separate purchase). These editions are ONLY the server based components required to run vSphere. All editions need to be run with the vCenter Server (either in an existing setup or with a separate new purchase).

| PRICING | STANDARD | | ENTERPRISE | | ENTERPRISE PLUS | |
|-----------------------|-----------------|-------|-----------------|---------|--------------------|---------|
| vRAM Entitlement | 32 GB | | 64 GB | | 96 GB | |
| 1 Processor License | VS5-STD-C | \$995 | VS5-ENT-C | \$2,875 | VS5-ENT-PL-C | \$3,495 |
| 1 Year Production SnS | VS5-STD-P-SSS-C | \$323 | VS5-ENT-P-SSS-C | \$719 | VS5-ENT-PL-P-SSS-C | \$874 |
| 1 Year Basic SnS | VS5-STD-G-SSS-C | \$273 | VS5-ENT-G-SSS-C | \$604 | VS5-ENT-PL-G-SSS-C | \$734 |

| VSPHERE EDITIONS: FEATURE AND ENTITLEMENTS | STANDARD | ENTERPRISE | ENTERPRISE PLUS |
|---|----------|------------|-----------------|
| ESXi - Provides a robust, production-proven, high-performance virtualization layer | • | • | • |
| VC Agent - Connects ESXi with the vCenter Server | • | • | • |
| vSMP - Virtual symmetric multi-processing (SMP) enables virtual machines to have multiple virtual CPUs | 8-Way | 8-Way | 32-Way |
| Update Manager - Automates the tracking, patching and updating of vSphere server hosts, as well as the VM's applications and operating systems | • | • | • |
| VMFS 5 - Allows virtual machines to access shared storage and enables features like vSphere Storage vMotion | • | • | • |
| Storage APIs for Data Protection - Support for 3rd party software to backup VMs via APIs without disrupting applications or users, or causing backup task overhead | • | • | • |
| High Availability (HA) - Automatically restarts your VMs following physical machine failure | • | • | • |
| Thin Provisioning - Dynamic storage that expands to meet VM requirements with no performance degradation and reduce storage needs | • | • | • |
| Data Recovery - Protect your data through fast agent-less backups to disk, with de-duplication to minimize use of backup disk space | • | • | • |
| vMotion* - Eliminate application downtime from planned server maintenance by migrating running VMs between hosts | • | • | • |
| Hot Add - Increase capacity by adding CPU and memory to virtual machines when needed without disruption or downtime | | • | • |
| Fault Tolerance - Provide continuous uninterrupted availability for applications with zero data loss in the event of server failures | | • | • |
| vShield™ Zones - Simplify security management by configuring and maintaining your multiple zones of security within software among shared hosts rather than across separate siloed physical environments | | • | • |
| Storage vMotion - Avoid application downtime for planned storage maintenance by migrating live VM disk files across storage arrays | | • | • |
| Distributed Resource Scheduler (DRS) and Distributed Power Management (DPM) - Automatically load balance across hosts and optimize power consumption by turning off hosts during lower load periods | | • | • |
| Storage APIs for Array Integration, and Multipathing - Improve performance and scalability by leveraging efficient array-based operations | | • | • |
| Virtual Serial Port Concentrator - Connect over the network via the serial port concentrator to the serial port console on any server | | • | • |
| Distributed Switch - Centralize provisioning, administration, and monitoring using cluster-level network aggregation | | | • |
| Host Profiles - Simplify host deployment and compliance by creating VMs from configuration templates | | | • |
| Network I/O Control - Prioritizes network access by monitoring network I/O load and allocating I/O resources to traffic types according to business needs | | | • |
| Storage I/O Control - Prioritizes storage access by monitoring I/O load of a storage volume and dynamically allocating available I/O resources to priority VMs | | | • |
| Profile-Driven Storage - Reduce the steps in the selection of storage resources by grouping storage according to a user-defined policy | | | • |
| Storage DRS - Automated load balancing now looks at storage characteristics to determine the best place for a given virtual machine's data to live when it is created and then used over time | | | • |
| Auto Deploy - Deploy more vSphere hosts in minutes and "on the fly" | | | • |

VMware vCenter Server

VMware vCenter Server provides central management of VMware vSphere hosts and central management of VMware vSphere licenses as a native feature. This product must be purchased to manage the vSphere editions. A version of vCenter Server is already included with any vSphere kit purchase.

| DESCRIPTION | VCENTER SERVER FOUNDATION (LIMITED TO MANAGING 3 PHYSICAL SERVERS) | | VCENTER SERVER STANDARD (FULLY SCALABLE WITH ADDITIONAL VSPHERE LICENSES) | |
|-----------------------|---|---------|--|---------|
| License (instance) | VCS5-FND-C | \$1,495 | VCS5-STD-C | \$4,995 |
| 1 Year Production SnS | VCS5-FND-P-SSS-C | \$645 | VCS5-STD-P-SSS-C | \$1,249 |
| 1 Year Basic SnS | VCS5-FND-G-SSS-C | \$545 | VCS5-STD-G-SSS-C | \$1,049 |

** Basic SnS is phone-based support Monday through Friday business hours only. Production SnS is phone-based support, 7 days a week, 24X7.

*** To change SnS term to 3-Year, insert "3" just before the "G-SSS" or "P-SSS" in the SKU. Example, VS4-ADV-AK-3P-SSS-C.

**** To change a part number to Academic, simply change the -C to -A. The list value is different from Commercial to Academic

VMware vSphere Acceleration Kits with Management

Scalable with purchase of additional vSphere edition and management product licenses.

| DESCRIPTION | STANDARD ACCELERATION KIT WITH SMART OPERATIONS MANAGEMENT | | ENTERPRISE ACCELERATION KIT WITH BUSINESS PRODUCTION MANAGEMENT | | ENTERPRISE PLUS ACCELERATION KIT WITH CLOUD INFRASTRUCTURE MANAGEMENT | |
|-----------------------|--|----------|--|----------|--|----------|
| Includes | <ul style="list-style-type: none"> vCenter Server Standard 8 x vSphere Standard CPU licenses 25-VM pack(s) of: <ul style="list-style-type: none"> vCenter Operations Standard | | <ul style="list-style-type: none"> vCenter Server Standard 6 x vSphere Enterprise CPU licenses 25-VM pack(s) of: <ul style="list-style-type: none"> vCenter Operations Advanced vShield App with Data Security Site Recovery Manager Standard | | <ul style="list-style-type: none"> vCenter Server Standard 6 x vSphere Enterprise Plus CPU licenses 25-VM pack(s) of: <ul style="list-style-type: none"> vCenter Operations Advanced vShield App with Data Security Site Recovery Manager Standard vCloud Director | |
| License | VS5-STD-AM-C | \$10,995 | VS5-ENT-AM-C | \$22,995 | VS5-EPLM-AM-C | \$29,995 |
| 1 Year Production SnS | VS5-STD-AM-P-SSS-C | \$4,145 | VS5-ENT-AM-P-SSS-C | \$8,811 | VS5-EPLM-AM-P-SSS-C | \$10,679 |
| 1 Year Basic SnS | VS5-STD-AM-G-SSS-C | \$3,495 | VS5-ENT-AM-G-SSS-C | \$7,401 | VS5-EPLM-AM-G-SSS-C | \$8,970 |

VMware vSphere Acceleration Kits

Scalable with purchase of additional vSphere Edition licenses. vSphere Edition features are additive (each edition includes all the features of lower cost editions).

| DESCRIPTION | STANDARD ACCELERATION KIT | | ENTERPRISE ACCELERATION KIT | | ENTERPRISE PLUS ACCELERATION KIT | |
|-----------------------|--|----------|--|----------|---|----------|
| Includes | <ul style="list-style-type: none"> vCenter Server Standard 8 x vSphere Standard CPU licenses | | <ul style="list-style-type: none"> vCenter Server Standard 6 x vSphere Enterprise CPU licenses | | <ul style="list-style-type: none"> vCenter Server Standard 6 x vSphere Enterprise Plus CPU licenses | |
| License | VS5-STD-AK-C | \$10,000 | VS5-ENT-AK-C | \$17,495 | VS5-EPL-AK-C | \$21,995 |
| 1 Year Production SnS | VS5-STK-AK-P-SSS-C | \$3,833 | VS5-ENT-AK-P-SSS-C | \$5,561 | VS5-EPL-AK-P-SSS-C | \$6,491 |
| 1 Year Basic SnS | VS5-STK-AK-G-SSS-C | \$3,233 | VS5-ENT-AK-G-SSS-C | \$4,671 | VS5-EPL-AK-G-SSS-C | \$5,453 |

VMware vSphere Essentials Kits

For smaller environments (up to 3 Dual-CPU servers).

| DESCRIPTION | ESSENTIALS KIT FOR 3 HOSTS | | DESCRIPTION | ESSENTIALS PLUS KIT FOR 3 HOSTS | | DESCRIPTION | ESSENTIALS PLUS KIT WITH VSA | |
|---------------------|---|-------|-----------------------|---|---------|-----------------------|--|---------|
| Includes | Server virtualization for 3 hosts on servers with up to two processors. Includes vCenter agents, 8-way vSMP, vStorage Thin Provisioning and vCenter Update Manager. | | Includes | Includes all Essentials features plus vSphere HA, Data Recovery, and vMotion. vSphere 5 Essentials Plus Kit for 3 hosts (max 2 procs per host) and 192GB vRAM. The server hosts must be managed by the vCenter Server Essentials edition that is provided with this bundle, and that same vCenter Server Essentials edition cannot be used to manage other server hosts not included with this edition. | | Includes | Includes all Essentials Plus features plus the vSphere Storage Appliance. * VSA at 40% off | |
| License | VS5-ESSL-BUN-C | \$495 | License | VS5-ESP-BUN-C | \$4,495 | License | VS5-ESA-BUN-C | \$7,995 |
| 1 Year Subscription | VS5-ESSL-SUB-C | \$65 | 1 Year Production SnS | VS5-ESP-BUN-P-SSS-C | \$1,124 | 1 Year Production SnS | VS5-ESA-BUN-P-SSS-C | \$2,623 |
| | | | 1 Year Basic SnS | VS5-ESP-BUN-G-SSS-C | \$944 | 1 Year Basic SnS | VS5-ESA-BUN-G-SSS-C | \$2,203 |

VMware vSphere Storage Appliance

VSA is revolutionary software that turns servers into shared storage. This means high availability, vMotion, and automation all without shared storage hardware.

| DESCRIPTION | VSPHERE STORAGE APPLIANCE (VCENTER SERVER IS REQUIRED) | |
|-----------------------|--|---------|
| License | \$5,995 | |
| | VC5-VSA-ESL-C (Add-on for vCenter Server for Essentials) | |
| | VC5-VSA-FND-C (Add-on for vCenter Server Foundation) | |
| | VC5-VSA-STD-C (Add-on for vCenter Server Standard) | |
| 1 Year Production SnS | VS5-VSA-P-SSS-C | \$1,499 |
| 1 Year Basic SnS | VS5-VSA-G-SSS-C | \$1,259 |

VMware vSphere 5 Kit Upgrades

Essentials Kits can be upgraded to any Acceleration Kit.

| VSPHERE KIT UPGRADES | TO VSPHERE | SKU | LIST |
|----------------------|--|----------------------|----------|
| Essentials Kit | Essentials Plus Kit | VS5-ES-ESPL-BUN-UG-C | \$4,400 |
| | Essentials Plus Kit with VSA | VS5-ESPLM-UG-C | \$8,250 |
| | Standard Acceleration Kit | VS5-ES-STD-AK-UG-C | \$10,456 |
| | Enterprise Acceleration Kit | VS5-ES-ENT-AK-UG-C | \$18,700 |
| | Enterprise Plus Acceleration Kit | VS5-ES-EPL-AK-UG-C | \$23,650 |
| | Standard Acceleration Kit with Smart Operations Management | VS5-ES-STD-AM-UG-C | \$10,750 |

| VSPHERE KIT UPGRADES | TO VSPHERE | SKU | LIST |
|----------------------|---|----------------------|----------|
| | Enterprise Acceleration Kit with Business Production Management | V55-ES-ENTM-AK-UG-C | \$22,750 |
| | Enterprise Plus Acceleration Kit with Cloud Infrastructure Management | V55-ES-EPLM-AK-UG-C | \$29,750 |
| Essentials Plus Kit | Standard Acceleration Kit | V55-ESP-STD-AK-UG-C | \$7,156 |
| | Enterprise Acceleration Kit | V55-ESP-ENT-AK-UG-C | \$15,400 |
| | Enterprise Plus Acceleration Kit | V55-ESP-STD-AK-UG-C | \$19,250 |
| | Standard Acceleration Kit with Smart Operations Management | V55-ESP-STM-AK-UG-C | \$7,150 |
| | Enterprise Acceleration Kit with Business Production Management | V55-ESP-ENTM-AK-UG-C | \$20,350 |
| | Enterprise Plus Acceleration Kit with Cloud Infrastructure Management | V55-ESP-EPLM-AK-UG-C | \$28,050 |

VMware vSphere 5 Edition Upgrades

Acceleration Kits are decomposed after purchase into respective vSphere editions and the vSphere licenses can be upgraded individually.

| VSPHERE EDITION UPGRADES | TO VSPHERE | SKU | LIST |
|--------------------------|-----------------|------------------|---------|
| Standard Edition | Enterprise | V55-STD-ENT-UG-C | \$2,068 |
| Standard Edition | Enterprise Plus | V55-STD-EPL-UG-C | \$2,750 |
| Enterprise Edition | Enterprise Plus | V55-ENT-EPL-UG-C | \$682 |

** THE ENTERPRISE TO ENTERPRISE PLUS UPGRADE SHOULD BE YOUR DEFAULT SALES MOTION MOVING FORWARD FOR ANY CUSTOMER WHO IS PLANNING TO DEPLOY ON A SERVER WITH MORE THAN 128GB OF RAM. If one calculates cost per GB of vRAM (calculate the vSphere licensing cost for fully loading given hw configuration and divide by total amt of vRAM), Ent+ is cheaper for these hardware configurations (<128GB of RAM).