

Advantage+

Financial Benefits Matrix

Effective: April 2018

The matrix below identifies the products, which will receive financial benefits from VMware's Advantage+ Opportunity Registration Program*. Transactions through the VMware Volume Purchasing Program (VPP) and Transactional Purchasing Program (TPP) can be combined with Advantage+ benefits, if applicable.

*ELA Opportunities: 10% Price Protection | Varied Fulfillment Rebate. ELA Opportunities are not eligible for Advantage+ Discounts

[Please refer to the Advantage+ Terms and Conditions and FAQ in Partner Central for complete program details](#)

Category 1	Category 2	Category 3	Category 4	Financial Benefits	
Division	Group (Product Group)	Family (Platform Group)	Name (Product Platform)	Advantage+ Discount %	ELA Fulfillment Rebate %
Products highlighted in Green are listed on the Advantage+ Registration Form under VMware Products. They must be registered and approved on the ORAN to be eligible for any financial benefits. If products are considered after approval, they must also be added to the ORAN to receive benefits					
SDDC	vRealize Management	vCloud	ENT+ Bundle	20%	5%
			vCloud Suite ADV, ENT, STD		
			vCloud Suite Upgrades		
		vRealize Automation	Application Director	30%	7%
			Application Discovery Manager		
			AppSpeed		
			Automation		
			Data Director		
			Public Cloud Extension		
			Request Manager		
			Service Manager		
			vRealize Automation ADV, ENT		
			vRealize CodeStream		
		vRealize Business	Chargeback Manager	30%	7%
			IT Suite		
			Digital Fuel Resell		
			vRealize Business ADV, ENT, STD		
		vRealize Operations	Application Performance Manager	30%	7%
			Blue Medora		
			CapacityIQ		
			Configuration Manager		
			Hyperic		
			Log Insight		
			vRealize Operations Adjacencies		
			vRealize Operations ADV, STD, ENT		
			vRealize Operations FND		
			vRealize Operations for View		
			vRealize Operations Insight		
			vRealize Operations Other		
		vRealize Suite	vRealize Suite STD, ADV, ENT	30%	7%
		vRealize Air	Air Automation	30%	7%
			Business		
			Compliance		
			Operations		
			vRealize Air Management		
		Virtual Infrastructure Management	Integrated OpenStack	10%	3%



ADVANTAGE+ FINANCIAL BENEFITS MATRIX

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SDDC	Compute	vSphere with Operations Management (VSOM)	vSOM ENT, ENT+, STD	20%	5%
			vSOM Upgrades		
		vCloud Director	vCloud Director	10%	3%
		vCenter	Heartbeat	10%	3%
			Server		
			Server Upgrades		
		vSphere	ENT+, ENT, ADV, STD, ESS, ESS+	10%	3%
			Basic		
			FND/Starter		
			Platinum		
			ROBO		
			Scale Out		
			vSphere Other		
			vSphere Sugon		
			vSphere Upgrades		
	Premier Services	BCS-MCS	BCS-MCS	10%	3%
	Storage & Availability	Storage	VNAS	10%	3%
			VSAN	30%	7%
		Availability	Data Protection	10%	3%
			SRM ENT, STD		
	Networking & Security	vCNS	vCNS	10%	3%
			AppDefense	30%	7%
		N&S Cloud	VeloCloud		
		NSX	NSX - for Horizon	30%	7%
			NSX - for vCAN		
			NSX - for VRNI		
			NSX - MH		
			NSX - vSphere		
			NSX - vSphere Add On		
			NSX STD, ADV, ENT		
			NSX Term		
			PAN		
		Emerging Solutions	IOT*	0%	5%
	SDDC Solutions	Cloud Foundation	Cloud Foundation (EVO: SDDC)	30%	7%
		SAP Solution	Adapter for SAP	10%	3%
Purchasing Programs	EPP, HPP, SPP	Purchasing Programs – EPP, HPP, SPP	EPP, HPP, SPP	10%	3%

*NOTE: IOT is only eligible for the ELA Fulfillment Rebate, but no other financial benefits, including upfront discounts

Lost opportunity benefits are only eligible for deals closed as ELA



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End User Computing	Desktop	Horizon	Horizon ADV, ENT, STD	15%	3%
			Horizon Apps ADV, STD		
			Horizon Upgrades		
			Horizon on VCPP		
			Horizon Flex		
			VSAN for Desktop		
			Cloud Foundation for Horizon		
			vSphere for Desktop		
		Horizon App Manager	App Volumes ADV, ENT, STD	10%	3%
			Horizon App Management		
			Mirage		
			ThinApp		
		Horizon Cloud	User Environment Manager		
			Horizon Cloud	15%	3%
			Horizon Cloud Other		
			Horizon Cloud Onboarding		
		Trust Point	Trust Point	10%	3%
		Personal Desktop	Workstation Player	10%	3%
			Workstation Pro		
			Fusion Pro		
			Fusion STD		
			ACE		
	Workspace One	Desktop WO	Desktop WO STD, ADV, ENT	20%	5%
			Desktop WO AA		
			Desktop WO App Express		
		Mobile WO	Hosting WO	20%	5%
			Mobile WO AA		
			Mobile WO Add-On		
			Mobile WO ADV (1K min deal size)		
			Mobile WO STD (1K min deal size)		
			Mobile WO ENT		
	Mobile	AirWatch (EMM)	Airwatch	20%	5%
			Bundles		
			Standalone MDM		
			Rugged		
			Hosting		
			AW Express		
		Apps	Socialcast	10%	3%
			Content Locker		
			Boxer		
			Identity		
			Browser		
			Aptelligent		



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