

VMware vSAN

The Industry-Leading Storage Solution for Cloud Providers

Q. What is vSAN?

- A. vSAN is an enterprise-grade storage solution for hyperconverged infrastructure (HCI) that's native to VMware vSphere. vSAN is ideal for business-critical applications, disaster recovery sites, management clusters, edge branches, virtual desktop infrastructure, and more.

Q. Why are we implementing a price change now?

- A. VMware vSAN adoption in VCPP is an area of opportunity and is crucial for Cloud Verified status.

A high-price point for vSAN makes it harder for cloud providers to make the switch to HCI and a more modern storage environment. This price change achieves price competitiveness with hyper-scalers and VMware Cloud.

With vSAN, partners can not only leverage the full benefits of the Cloud Provider Platform and achieve Cloud Verified status, but also adopt HCI at a low cost and deliver cost-optimized storage to customers.

This new price will drive vSAN partner and usage growth, and increase the number Cloud Verified partners.

Q. What is the new pricing?

- A. vSAN price in VCPP has been lowered by 50% lower as of August 1, 2019 compared to earlier.

This puts vSAN pricing in-line with standard cloud pricing conversion from perpetual prices, lowers barrier to entry for VCPP partners to adopt HCI, especially in mid-segment, and aligns with feedback from partners and sales teams on challenges building a vSAN business case.

Q. What editions does it apply to?

- A. The new pricing applies to all vSAN server versions:
- Standard
 - Advanced
 - Standard + Enterprise Add-On
 - Advanced + Enterprise Add-On

Please note that the new pricing is not applicable for vSAN Desktop versions or VMware Cloud Foundation.

Q. Are partners with custom contracts impacted?

- A. No, partners with custom vSAN contracts will have to continue to report against their custom / special SKUs, maintaining the same price per unit.

Q. When will this pricing go live?

- A. New VCPP vSAN pricing is effective starting from August 1, 2019. The first billing cycle to reflect this 50% price reduction for vSAN will be September 2019.

Q. Who is eligible for the price change?

- A. Any active partner in the VMware Cloud Provider Program using vSAN at list prices is eligible to benefit from this price change.

Q. Does an existing partner need to do anything?

- A. No, partners currently consuming vSAN do not need to take any action in order to benefit from the reduction in prices. These partners will continue to report their usage as usual. The new pricing will be visible when reporting monthly usage.

Q. What do partners need to do to start deploying vSAN?

- A. Partners looking to adopt vSAN need to engage with their VMware Cloud Provider Program Account Representative to sign up for a vSAN contract.