

FLEX PRICING FOR VMWARE CLOUD PROVIDER PROGRAM

Flex Pricing Model Questions

Q: What is the Flex Pricing Model?

A: The Flex Pricing Model is the next edition of VMware Cloud Provider Program product pricing that allows partners to create their own bundles instead of staying within a set of pre-defined bundles. Partners will have a Core bundle and can add additional products on top of it.

Q: What are the benefits for partners to move to Flex?

A: Flex provides the ability for partners to create their own A-La-Cart bundles that best meet their business needs. There is also a limited promotional period where Flex pricing will match the older bundles, shown later in this document.

Q: What is included in the Core bundle?

A: The Core bundle includes vSphere Enterprise Plus, vCloud Director, vRealize Log Insight, vRealize Operations Chargeback, NSX SP Base and Production Support.

Q: Where can I find pricing for the Add-On products?

A: All pricing updates will be made available in the Product Usage Guide (PUG)

Q: What is the General Availability date for Flex?

A: May 1, 2019

Q: When are partners required to transition to Flex?

A: The timeline for transitioning is 18 months, starting on the date Flex is GA. After the 18 month transition period, partners will not be able to report bundle SKU's.

Q: What is the process to report Flex?

A: Partners will generate Usage Meter reports as they normally do. Business Portal will translate the Usage Meter reports from the older bundles to Flex.

Q: How will current bundles map to the Flex pricing model?

Current Bundles		In Flex Model		Comment
Name	Pts	Equivalent	Pts	
Standard	5	Legacy Standard	5	No Change
Advanced	7	Core	7	No Change
Std w/ Net	8	Core + NSX-DC Prof.	7+2=9	1pt Discount*
Std w/ Mgmt	8	Core + vROps Ent.	7+3=10	2pt Discount*
Adv w/ Net	9	Core + NSX-DC Prof.	7+2=9	No Change
Adv w/ Mgmt	10	Core + vROps Ent.	7+3=10	No Change
Adv w/ Net & Mgmt	12	Core + vROps Ent. + NSX-DC Prof.	7+3+3=13	1pt Discount*

* Promotional discount will be applied automatically for specific bundles to match product pricing between bundles and flex model.

Q: How long will the promotional point discounts shown in the table above be available?

A: Discounts for Bundle to Flex translation will be available for 3 years, starting on Flex GA date.

Q: Will new partners be able to take advantage of the Flex promotional discount?

A: The promotional discount is only available for partners that joined VCPP before the Flex GA date.

Q: If a partner moved to Flex, but then wanted to move back to the bundles, is that possible?

A: No, moving to Flex is one-way. Partners will not be able to revert back to the older bundles once using Flex.

Q: What actions in the Business Portal need to be completed to move to Flex?

A: The Business Portal will have a signup screen which will enable Cloud Providers to switch to flex. Here is a preview of that signup screen:



Q: I have two or more data centers. Is it possible to report Flex on some data centers and the previous bundles on the others?

A: No, reporting for Flex is contract wide. Partners will adopt Flex for all Usage Meter and deployments across their contract(s).

Q: If a partner signs a new contract during the transition period, will the new contract be in bundle or Flex format?

A: For all partners that have been in VCPP prior to May 1, 2019, when they sign a new contract after May 1, the new contract will be in the Flex Pricing Model. The only contracts that will require partners to sign up for Flex will be contracts that have yet to expire, where the partner chooses to move to Flex.

Q: Will partners receive and/or use new product license keys for use with Flex?

A: No, partners will continue to use the same license keys that are made available to them in my.vmware.com and configured in their products.

Q: How does standalone (per VM/OSI) usage map to Flex?

A: There is no change to standalone product consumption. Continue to report standalone the same way.

Q: How will partners report NSX-V Enterprise+?

A: NSX Data Center Enterprise+ will be available with the Flex Pricing Model. Usage Meter does not currently meter the Enterprise+ edition of NSX for vSphere (NSX-V). Partner will need to report that version manually and review metering steps outlined in the Product Usage Guide

Q: What if a partner has custom pricing or custom product bundles?

A: Partners with custom bundles or pricing should speak with their VMware Sales Representatives before signing up for the Flex Pricing Model

Usage Meter + Flex Questions

Q: What version of vCloud Usage Meter do I need to meter Flex pricing?

A: Flex Pricing Model is independent of Usage Meter. Usage data will be translated by the Business Portal from the bundles to the Flex Pricing Model.

Q: I am using vCloud Usage Insight to automate reporting. Will automatic reporting continue to work if I am using the Flex pricing model?

A: Yes, automatic reporting will continue to work, and Business Portal will translate the reports from vCloud Usage Insight from bundles to Flex.

Q: How do you setup Usage Meter when using vRealize Operations 7.0 for Chargeback?

A: vROps-Chargeback will be detected by UM and UM will prompt you to enter credentials. Do not provide credentials. A vROps line item will not be generated. For all other editions of vROps, complete registration by providing credentials. Partners that wish to setup vROps for Monitoring a subset of VM's and chargeback for all VM's can refer to the Usage Meter User Guide on how to meter a subset of VM's for Operations Manager (Page 31).

Q: Which products will be metered by vCloud Usage Meter for Flex?

A: Any product that is currently metered by vCloud Usage Meter will be supported and translated to Flex. Partners can review product compatibility at the [VMware Product Interoperability Matrices](#) page.

