

Adistec Cloud Solutions- SPP

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Distributor of Value – VAD

+18 years delivering IT solutions.

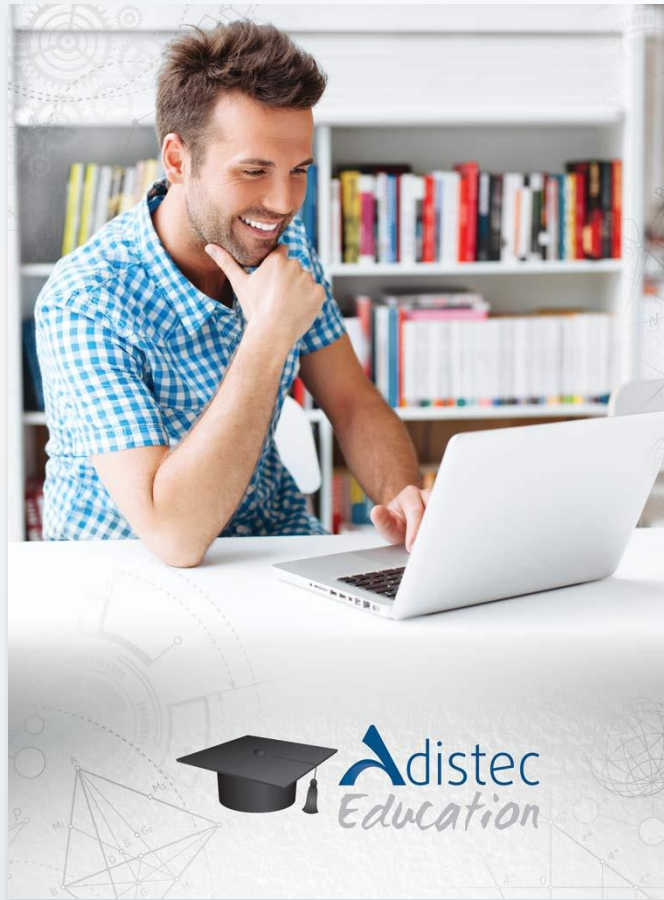
- Base in USA (Headquarters)
- With operations in **17 countries**
- **+300** people
- **+50** System Certified Engineers
- 4 units of business:
- Professional Services
- Distribution
- Education
- Cloud Solutions







Our Brands



- **+4000** engineer in the last 2 years.
- Own Staff with **certified Engineer**.
- Own **training rooms** in most of our offices in Latam.
- We have several awards as a **leading training center**.
- Our own **laboratory infrastructure**.

Our Catalogue Includes:

Implementation and installation: pre-configured services with proven methodology for installing and deploying data centers and security solutions both on-site and remotely.

Consulting services: including evaluations / design / implementation and quality control.

Managed services: outsourcing of critical processes to optimize performance and reduce costs. This service includes resource allocation, processes and execution, becoming an extended arm of your IT Department.

Cloud services: including data center design, deployment, upgrades, and multi-tenant deployments





- More than **200** active contracts in the region.
- **Pay Per Use Model.**
- **13 Years** of Experience in Cloud Licensing Topics.
- Datacenters **implementation experience**





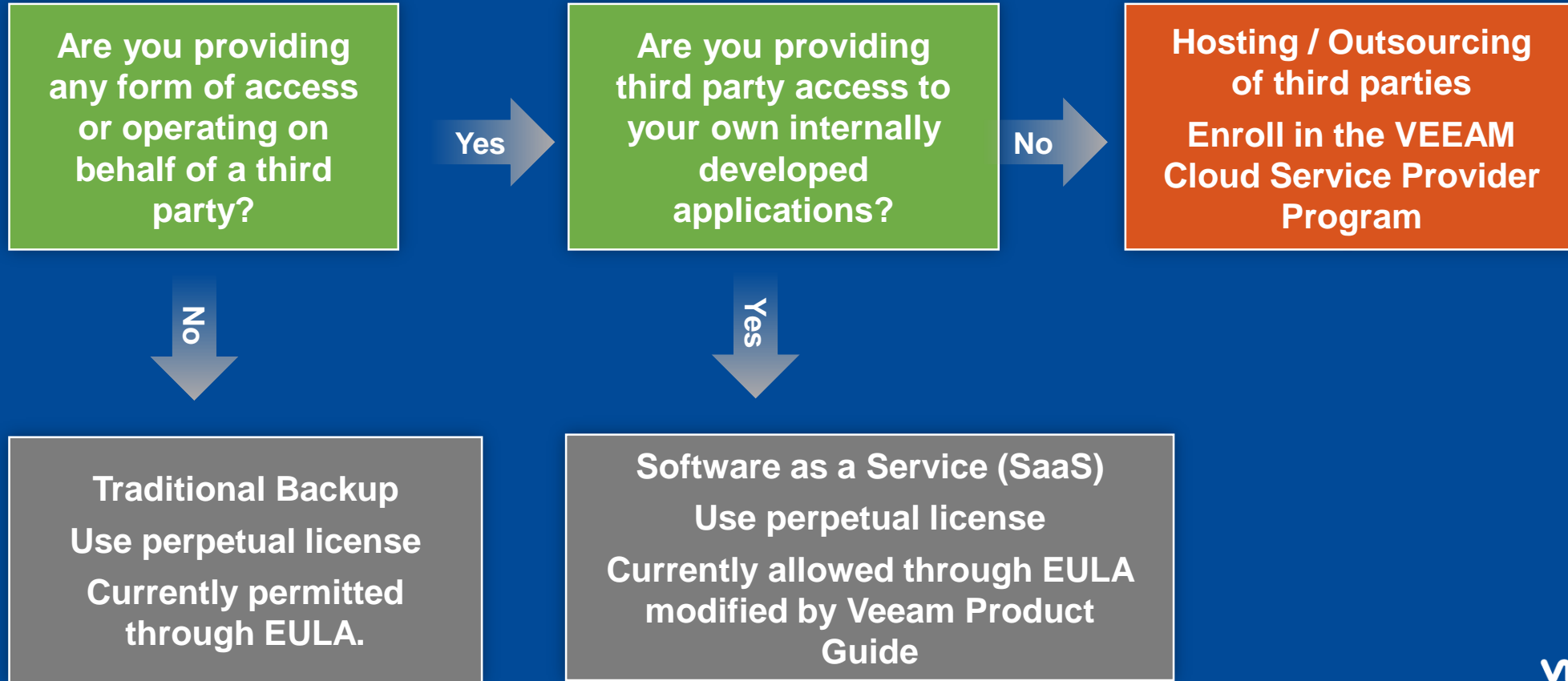
VMware Cloud Provider Program



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PROGRAM

Which license should I choose?





VCPP (formerly VCAN-VSPP) is VMware's partner program designed to meet the needs of Service Providers based on a **monthly lease model of their products.**

This new modality will allow Service Providers to acquire, according to their demand, the number of licenses necessary to provide a service to their customers **without additional costs.**





- There are different levels of contracts that allow you to obtain **discounts and improvements**, where the lowest level is very accessible.
 - There is **no charge** for belonging to the VCPP program.
 - The VCPP contract **does not have an objective** or stipulated quota to fulfill.
 - The Service Provider **pays per month according to the use made of licenses** (On Demand) and according to the level of VCPP contract in force.
 - It **adapts to the way** service providers charge their customers.
- A contract is signed for **12 months** with a fixed price.
 - It does **not require the purchase of the software**, it can be downloaded for free with your access to MyVmware.
 - Access to the **Central Partner** (marketing material, manuals, communications).
 - **Partner profile** and inclusion in the directory of recommended Partners.





- **Global reach**, all countries have the same price list, enabling you to compete globally.
- **Price Stability**. Prices vary once a year (December) per VMware layout.
- Conferences for partners and **VMworld***.
- Newsletters.
- **Logo of the CPP** service provider.
- **Discounts** for trainings (regional).
- The software will be **updated free of charge by VMware** while the Service Provider's contract is active.
- Technical Support "**Production**" level included, provided by VMware direct.

**only by invitation and according to the fulfillment of objectives*



How join to VCPP Program?



Admission requirements

1. Complete the online application and accept the agreement.

<http://www.vmware.com/partners/service-provider>

(If you are already a VMware partner, use the cross-enrollment link on the Partner Central portal.)

- Download the latest version of the "Usage Meter" software.
- Implementation of "vCloud Usage Insight".

1. Complete the Partner Connect Enrollment Form at www.vmware.com and accept the Enrollment Agreement

2. Partner achieves **Enrolled New** status and VMware provides limited access to the Partner Connect portal

3. Within 120 days of enrollment, the following must be completed:

- (2) VSP Foundation
- Ethics and Compliance training

4. The organization's compliance contact should also complete:

- Intake Form
- Partner Integrity Due Diligence Questionnaire (if required)

5. Complete the Partner Connect Authorization Form to achieve **Enrolled Authorized** status. Form includes acceptance of the VMware Partner Connect Agreement and acknowledgement of the [Code of Conduct](#).

Note: Resell Partners are requested to select a 'Preferred Distributor'

6.

- Cloud providers must complete (1) [VOP-CP](#) training
- If selling subscriptions, one team member must complete (1) [VOP-SE](#) training.
- Cloud Providers sign a rental agreement with their Aggregator

How join to VCPP Program?



2- Contact your local Adistec executive, who will send you the digital VCPP contract.

3- They must complete the contract.



4- Adistec will process your contract with VMware and will you will be able to download the keys and the products from MyVMware so that you can activate them (this process takes 48 hours).

5- The partner must install as a mandatory requirement the software "Usage Meter" (latest version) for easy measurement and automatic report of vRAM use.



6- The partner is ready to offer the service to its customers and to sell!

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- ❑ Download and review the Program Guide and Product Guide for an overview and more information about policies, requirements, and benefits.
- ❑ Available from Partner Central at www.vmware.com/partners



VCPP- Bundles



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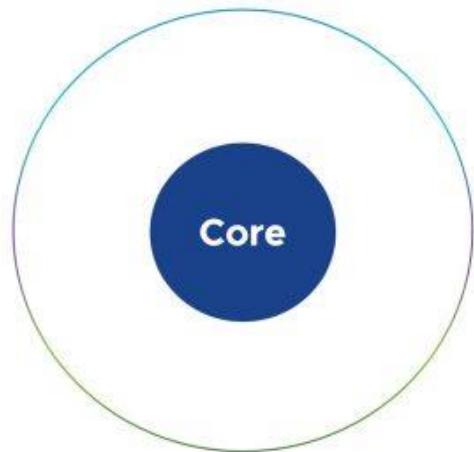
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One Core

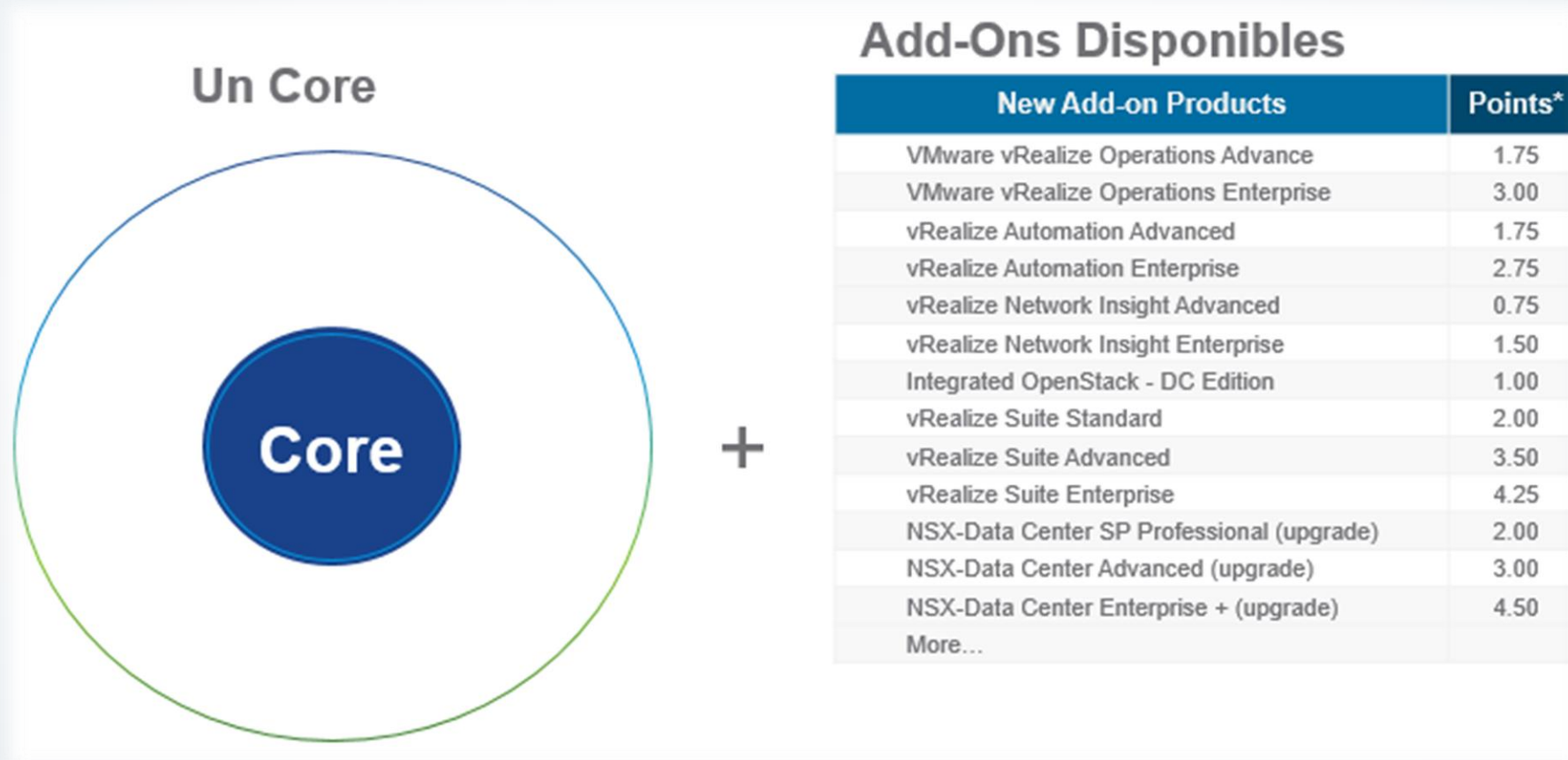
Your Cloud. Your Way.

- Single, unify starting place eliminates complex decisions
- Purpose built and standardized ensures predictability and consistency
- Built from solutions majority of our Cloud Providers use
- Deploy with 1-click with Cloud Provider Pod



Category	Products
Management	vCloud Director
	vRealize Log Insight
Metering / Billing	vRealize Operations Chargeback
	vCloud Usage Meter
Networking	NSX Data Center SP Base
Compute	vSphere Enterprise Plus
	vCenter Server Standard
Support	Production Level Support

Note: among other products available in the program. Refer to the VCPP Product Guide for details.



Usage Meter



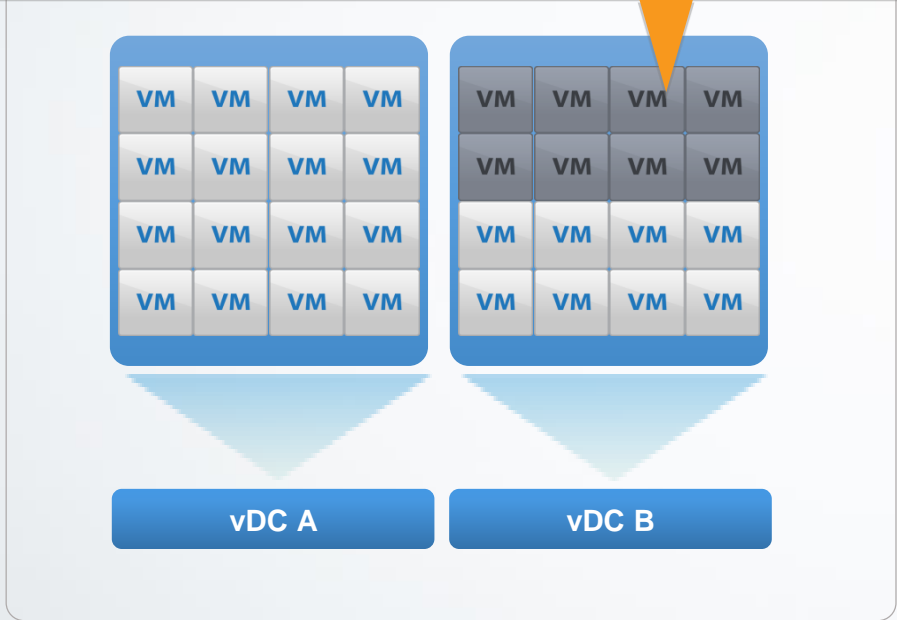
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Example of measure of vRAM:

- 24 VM encendidas, cada una con 4 GB de vRAM asignados, consumen un total de 96 vGB.
- VM encendidas durante un mes completo de 30 días (720 horas)
- 8 VM apagadas que no consumen capacidad de vRAM.



Virtual Data Center A 16 VM encendidas, 50 % de vRAM reservada
 Virtual Data Center B 8 VM encendidas, 75 % de vRAM reservada (4 GB de vRAM) VM apagada

El usuario crea 32 VM con 4 GB de vRAM asignados y solo enciende 24. Solo las VM encendidas consumen capacidad de vRAM.

Centro de datos virtual A	
Cantidad total de VM encendidas	16
Cantidad total de vRAM asignada	64 GB
vRAM facturada al proveedor de servicios (64 GB × 50 % de reserva)	32 GB

Centro de datos virtual B	
Cantidad total de VM encendidas	8
Cantidad total de vRAM asignada	32 GB
vRAM facturada al proveedor de servicios (32 GB × 75 % de reserva)	24 GB

Cantidad total facturada al proveedor de servicios por mes de 30 días (720 horas)	
Cantidad total de vRAM reservada	56 GB
Horas promedio de vRAM (vRAM × cantidad de horas de encendido ÷ 720 horas)	56 GB horas
Puntos totales (CORE = 7 puntos) (Horas promedio de vRAM × Puntos)	392 puntos

How to find the vCloud Usage Meter?

You can search Google as 'VMware vcloud usage meter' and you will find the public "community page".

The screenshot shows a Google search interface with the query 'vmware vcloud usage meter'. The search results include:

- Search filters: Web, Videos, News, Images, Shopping, More, Search tools.
- Results count: About 34,700 results (0.49 seconds).
- Search suggestion: Showing results for **vmware vcloud usage meter**. Search instead for vmware vcloud usage meter.
- Advertisement: VMware vCloud Air - vmware.com. URL: www.vmware.com/vCloudAir. Description: Proven faster revenue growth with VMware Hybrid Cloud. Read paper. Category: Cloud Winner for 2014 – Interop. VMware has 48,616 followers on Google+.
- Community link: **Community: vCloud Usage Meter | VMware Communities**. URL: https://communities.vmware.com/community/vmtn/.../vcloud_usage_met.... Description: Jun 3, 2013 - To facilitate reporting of the VMware vCloud Service Provider Bundles, VMware has developed the vCloud Usage Meter. This tool automates the collection of ...
- Additional links:
 - vCloud Usage Meter User's Guide - VMware (Apr 29, 2014)
 - vCloud Usage Meter User's Guide 3.3.pdf | VMware Communities (Apr 7, 2014)
 - VMware vCloud Usage Meter VMware vCloud Usage Meter FAQ (Jun 6, 2013)



vmware® Q US 1-877-486-9273 | [Communities](#) | [Store](#) | [Login](#)

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Home / VMware vCloud Usage Meter

Download VMware vCloud Usage Meter

Select Version: To facilitate reporting of the vCloud Service Provider Bundles and standalone products, VMware has developed vCloud Usage Meter.

4.1 ▼

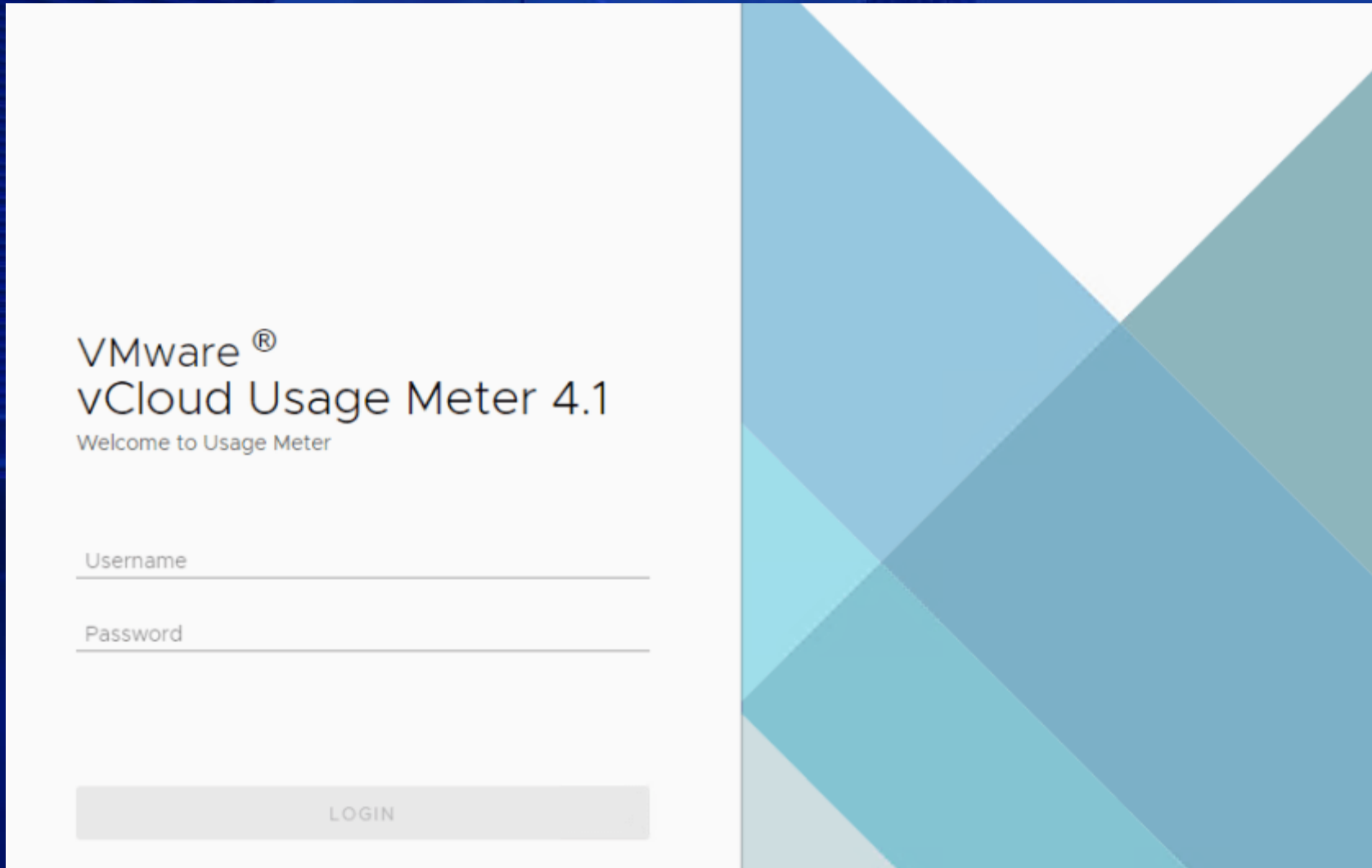
[Read More](#)

[Product Downloads](#) [Drivers & Tools](#) [Open Source](#) [Custom ISOs & Addons](#)

Product	Release Date	
VMware vCloud Usage Meter 4.1	2019-09-19	Go to Downloads

Product Resources

- [View My Download History](#)
- [Product Information](#)
- [Documentation](#)
- [Community](#)



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vCloud Usage Meter 4.1
Welcome to Usage Meter

Username _____

Password _____

LOGIN

- Successfully sent to um-reports@vmware.com
- There were 3 problems with the collection. Please see the Monitor Page.

Clear

Manage

Provider Email Proxy Email Alerts **Products** Reports Collections API LDAP

vCenter Server

Show Inactive

Server	Port	External PSC	Version	User	Meter	Site Recovery Manager Peer	Actions
10.110.99.123	443		5.5.0	root	✓		<input type="button" value="Edit"/> <input type="button" value="Delete"/>
10.110.99.39	443		6.5.0	administrator@vsphere.local	✓		<input type="button" value="Edit"/> <input type="button" value="Delete"/>
10.110.99.51	443		6.0.0	administrator@vsphere.local	✓	10.110.99.54	<input type="button" value="Edit"/> <input type="button" value="Delete"/>
10.110.99.54	443		6.0.0	administrator@vsphere.local	✓		<input type="button" value="Edit"/> <input type="button" value="Delete"/>
10.110.99.97	443		6.0.0	administrator@vsphere.local	✓		<input type="button" value="Edit"/> <input type="button" value="Delete"/>
10.160.193.164	443		6.0.0	administrator@vsphere.local	✓		<input type="button" value="Activate"/>

vRealize Operations Manager

The vrops server host/port will be auto-detected. Please accept the certificate first and type in username/password using "Edit" button.

Server	Version	Product Name	Referencing vCenter Servers	User	Actions
10.110.99.145	5.0.3.818421	vCenter Operations Manager 5 Enterprise	10.110.99.123	admin	<input type="button" value="Edit"/>

- Here you can categorize your licenses in perpetual, demo or VCPP

vmware vCloud Usage Meter 3.6 Build 5967943 Manage Licenses Automatic Reporting Monitor Customers Rules Reports Support Log Out

- Successfully sent to um-reports@vmware.com
- There were 3 problems with the collection. Please see the Monitor Page.

Licenses

Billing Categories License Sets

You may select billing categories for licenses.

Billing Category	Name	Key	vCenters
vCAN	VMware vSphere 5 Enterprise Plus	[REDACTED]	10.110.99.123
vCAN	VMware vSphere 6 Enterprise Plus	[REDACTED]	10.110.99.39, 10.110.99.51, 10.110.99.54, 10.110.99.97, 40.160.193.164

vCloud Usage Meter- Monthly Report



- Select the month and year of your usage period and then select Browse to run the report.
- You can also export data to Excel file format.
- This is the use of the product that will enter the Business Portal.

vmware vCloud Usage Meter 3.6 Build 5967943

Manage Licenses Automatic Reporting Monitor Customers **Rules Reports** Support Log Out

- Successfully sent to um-reports@vmware.com
- All fields are required, except for "restricted" customers.

Clear

Reports

Report: Monthly Usage
Month of: Customer Monthly Usage
Horizon DaaS Tenants
Monthly Usage
Cluster History
Virtual Machine History

Browse Zip

Monthly Usage Units

Product	Hostname	Version	VC UUID	Unit of Measure	Units to be Reported
VMware Horizon DaaS Bundle - VDI Edition				Total Allocated Quota for VDI Connections	13
VMware Horizon DaaS Bundle - RDSH Edition				Total Allocated Quota for RDSH Connections	4
VMware vCloud SP Advanced Bundle				Avg Capped Billed vRAM (GB)	13
VMware vCloud SP Standard Bundle with Management				Avg Capped Billed vRAM (GB)	0
VMware vCloud SP Advanced Bundle with Networking & Management				Avg Capped Billed vRAM (GB)	0

Virtual SAN by vCenter Server

Product	vCenter Hostname	Version	License Key	GBs to be Reported
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Virtual Machines by Product Server

Product	Hostname	Version	License Key	# VMs under Management	Target vCenter
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vCloud Usage Meter- Automatic Reporting



vmware vCloud Usage Meter 3.6 Build 5967943

- Successfully sent to um-reports@vmware.com
- There were 3 problems with the collection. Please see the Monitor Page.

Clear

Automatic Reporting

You can set up Usage Meter to automatically generate and email reports for the prior month to one or more recipients.

Submit reports to VMware

Usage reports are automatically sent. Clicking the button below resends them.

Submit now

[Configure proxy settings](#) for automatic reporting to VMware.

Last time usage reports sent: 2017-10-16 11:49

Submit reports to self

Name: Delete

To select an automatic report, use the "Name" select control. The form on the right presents the report details. To create or change a report, enter details in the form and push Save. Use the Delete button to delete the selected report.

Name

Reporting Day

Reports

- Cluster History
- Customer Monthly Usage
- Horizon DaaS Tenants
- Monthly Usage
- Virtual Machine History

Submit reports to self

Name: Delete

To select an automatic report, use the "Name" select control. The form on the right presents the report details. To create or change a report, enter details in the form and push Save. Use the Delete button to delete the selected report.

Name

Reporting Day

Reports

- Cluster History
- Customer Monthly Usage
- Horizon DaaS Tenants
- Monthly Usage
- Virtual Machine History

License Sets

From Email

To Email

Save

Last time report sent:

Commerce Portal

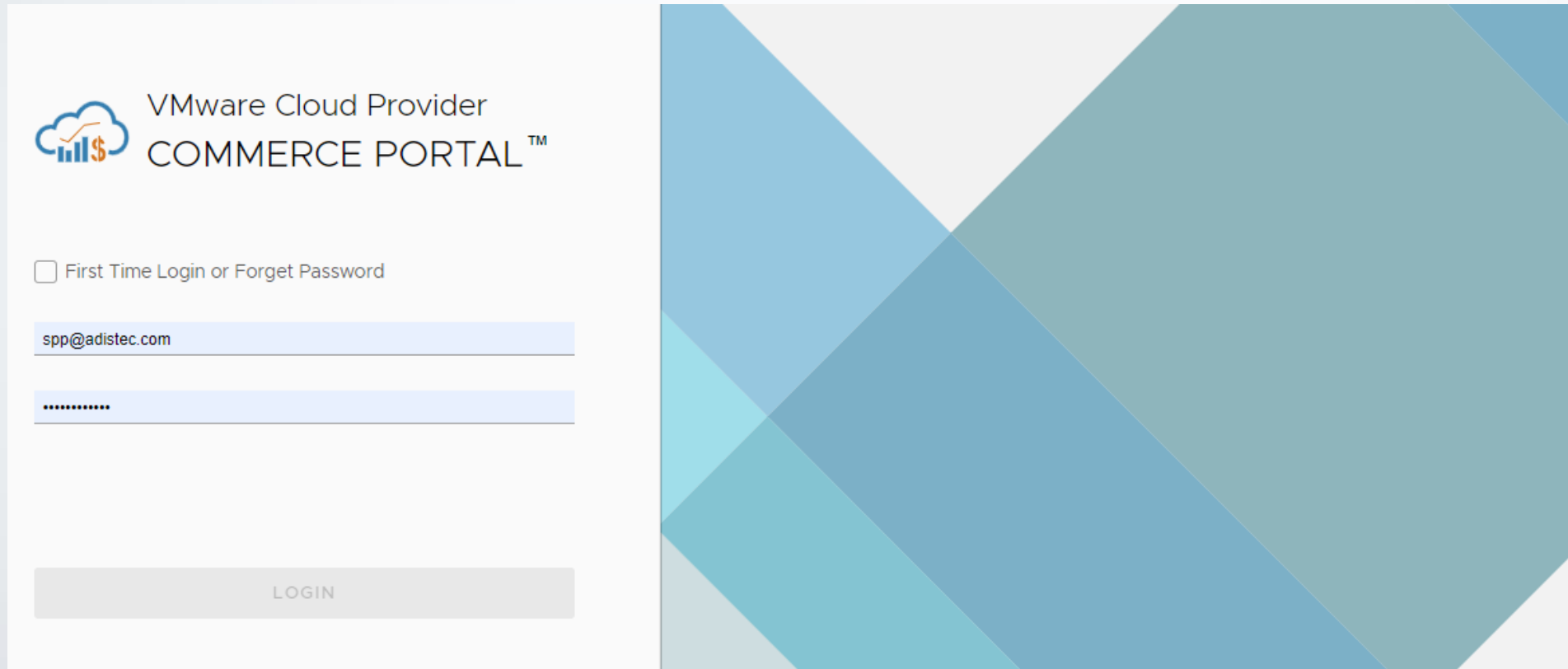


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URL: <https://vcp.vmware.com/login>



VMware Cloud Provider
COMMERCE PORTAL™

First Time Login or Forget Password

spp@adistec.com

.....

LOGIN

Note: You have the ability to change the selection from 'Language' for the tool to English.

- ❑ Home page when logging in to the Commerce Portal
- ❑ Select the usage report and click **MBO Number** to open the report.

VMware Cloud Provider
COMMERCE PORTAL™

Dashboard Contracts Monthly Reporting Users Support

Spp PERU
Equanet S.A.

Monthly Billing Orders

DOWNLOAD

MBO Number	Usage Period	Contract Number	Product Family	Contract SKU	Status	Report Date
24970095	Apr, 2020	24663384	Rental Commercial	VSPP3-CUST-C (Custom)	Closed	May 5, 2020, 1:34:47 PM
24943399	Mar, 2020	24663384	Rental Commercial	VSPP3-CUST-C (Custom)	Closed	Apr 1, 2020, 3:33:09 PM

Usage Details

▼ Cloud Infrastructure and Management

Select the product to report.

Place the amount that appears in the Monthly Usage report of the Usage Meter.

Total: 787

Product	UoM	Units	PPU	Points
VMware vCloud SP Advanced Bundle (*New*)	GB vRAM	95.00	7.00	665
VMware Virtual SAN Standard	Per 1 GB of Used Capacity	6,115.00	0.02	122

- ❑ If when installing the Usage Meter, you opted for the automatic report version; You will find that upon entering the month, the report is already completed. We request that the data be correct and press the SUBMIT / SEND button, so that the Aggregator can process it
- ❑ For more information click in the next link:
(<https://www.youtube.com/watch?v=UuDzusE7ujU&t=12s>)





Cost Optimizer



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<https://cloudsolutions.vmware.com/cloud-provider-cost-optimizer>

The screenshot shows the VMware Cloud Provider Cost Optimizer web application. At the top is a navigation bar with the VMware logo and links for VMware Cloud Solutions, Services, Benefits, Resources, Events, Get Cloud Verified, and a user profile for aggregator@... Below the navigation bar is a blue banner with the text "Explore the possibilities, plan your VMworld EMEA 2018 experience now!".

The main content area features the title "VMware Cloud Provider Cost Optimizer" and a sub-header "Using the Bundle Optimizer, VMware Cloud Providers can now calculate the most cost-efficient combination of VMware technologies for their cloud". To the right of the text is an illustration of a green piggy bank inside a cloud, with various icons representing cloud services and optimization.

Below the text is a configuration table with three columns:

Memory Cap: 24	Price Per Point: 1 USD	VCPB BUNDLES
<small>(Set by the Terms of the Cloud Provider Program)</small>	RESET	

There is a "RESET" button to the right of the table.

Below the table is a section titled "Virtual Machine Environment Sizing" with the following fields:

Number of VMs*	_____
Avg RAM allocated per VM*	_____ GB
Avg RAM Reservation per VM*	_____ %
Avg Reserved RAM in GB	0 _____ GB
Avg Uptime*	_____ %

*Mandatory fields to be filled



SKU Contratos base	Descripción	Precios MSRP*
VSPP-360-RENT	VSPP Minimum 360 puntos x mes	\$ 374,27
VSPP-1800-RENT	VSPP Minimum 1.800 puntos x mes	\$ 1.632,01
VSPP-3600-RENT	VSPP Minimum 3.600 puntos x mes	\$ 2.828,82
VSPP-10800-RENT	VSPP Minimum 10.800 puntos x mes	\$ 7.833,66
VSPP-18000-RENT	VSPP Minimum 18.000 puntos x mes	\$ 11.968,09
VSPP-30000-RENT	VSPP Minimum 30.000 puntos x mes	\$ 18.133,46
SKU Puntos Adicionales	Descripción	Precio MSRP*
VSPP-360-1-RENT	VSPP Puntos Adicionales 360 Plan	\$ 1,04
VSPP-1800-1-RENT	VSPP Puntos Adicionales 1.800 Plan	\$ 0,91
VSPP-3600-1-RENT	VSPP Puntos Adicionales 3.600 Plan	\$ 0,79
VSPP-10800-1-RENT	VSPP Puntos Adicionales 10.800 Plan	\$ 0,73
VSPP-18000-1-RENT	VSPP Puntos Adicionales 18.000 Plan	\$ 0,66
VSPP-30000-1-RENT	VSPP Puntos Adicionales 30.000 Plan	\$ 0,60

Note: All prices shown here are Suggested Market Prices, for more information or a quote please contact your local executive. Prices in U.S. dollars, monthly payments, no local taxes





MSP – Manage Service Provider

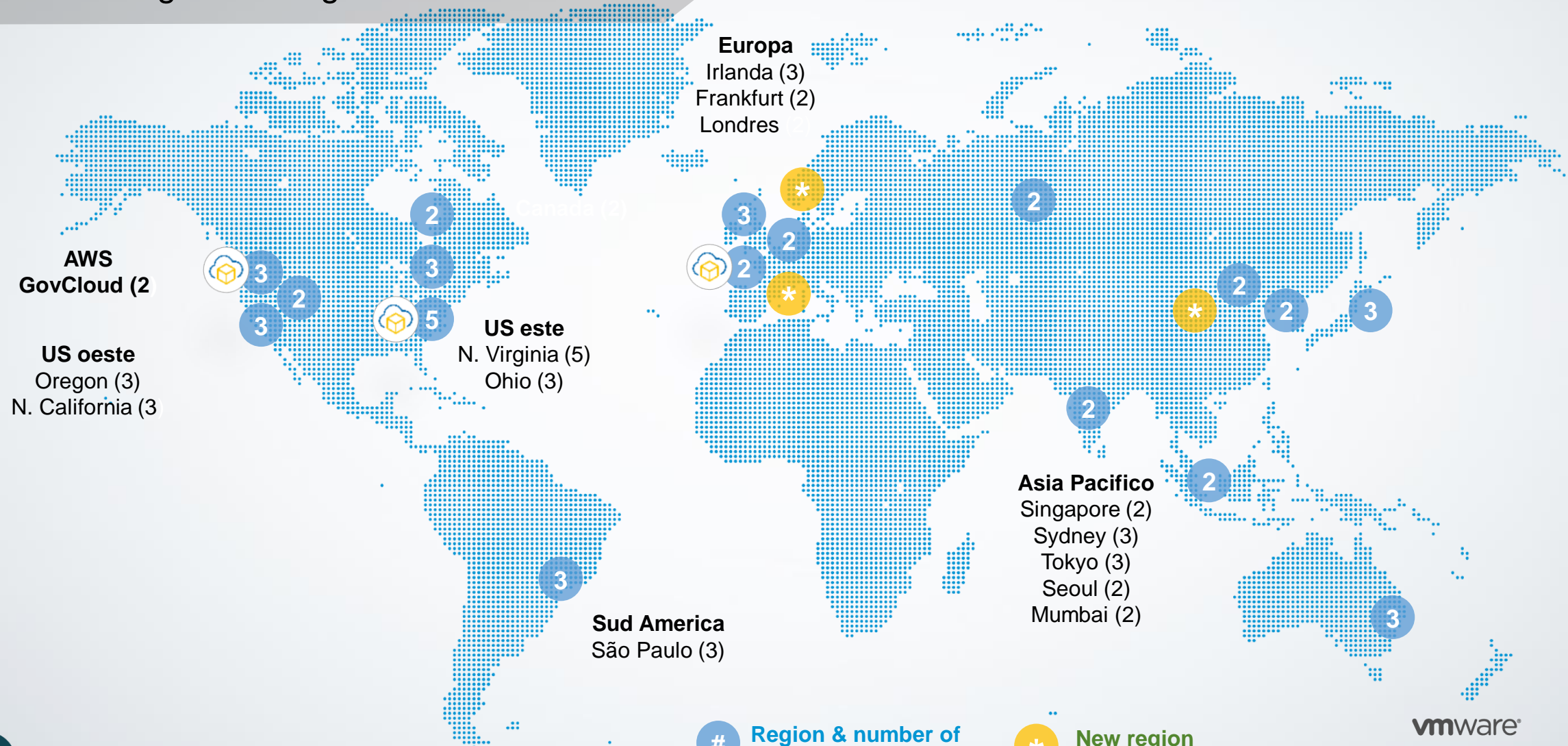


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Alcance Global, Delivered on time

Through AWS's global Infrastructure

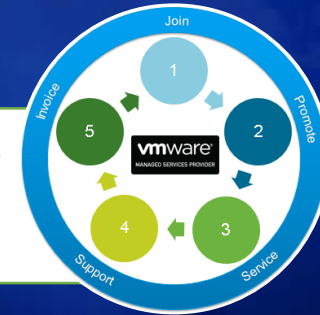


What is the function of the Aggregator?

- Management of prepaid VMware MSP offers or paid (annual) contracts.
- Acting as VMware's local billing agent for VMware Subscription Services (MSPs).

Responsibilities of the Aggregator

- Support the SP by completing the MSP contract with Adistec and applying for the contract in the Business Portal.
- Provide guidance on the MSP with respect to the process steps and the general deadlines for the availability of the environment.
- Provide MSP guidance on AWS training requirements.
- Provide guidance on the MSP on how to submit monthly usage reports on the Business Portal.
- Approve and submit monthly billing orders to VMware.



“Leverage VMware's hosted service offerings to expand your portfolio of public and hybrid cloud services and reach new customers quickly, without investing in data center capacity.”

Service Provider Benefits

- Offer differentiated managed services.
- No data center investment or maintenance.
- End-to-end SP management.
- Leverage industry-leading VMware technologies
- One Program - VMware Cloud Provider.
- Volume discounts and commitments.
- Simple operations and aggregate billing.

Customer Benefits

- Consolidate services with a local and reliable provider.
- Receive differentiated managed services.
- Solve IT challenges without investing in a data center.
- Free up resources to focus on business.
- Leverage industry-leading VMware technologies.
- Leverage existing VMware investments.
- Simplified operations through a single vendor

End-to-End Flujo de Operaciones

Siga estos ocho pasos a continuación para comenzar a participar en el programa VMware Cloud Provider de VMware Cloud MSP. Los detalles sobre cada uno de estos pasos se encuentran en el contenido de este capítulo del manual.





VMC on AWS



WorkspaceONE



HCX



Horizon Cloud



CloudHealth



VMware Cloud in AWS Example MSP – Use Cases



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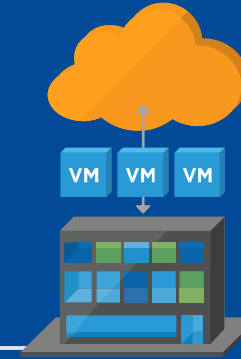
Vmware Cloud en AWS



Complement your cloud offerings and deliver managed services:

Application Migrations

- compatibility and portability of workload



Geographical expansion

- AWS global footprint



Vertical Extension

- Compliance and monitoring management.



Disaster recovery

- Business continuity with failover sites.



Elastic ability

- Dynamically scale capacity as needed



Applications development

- Create new compatible cloud apps..



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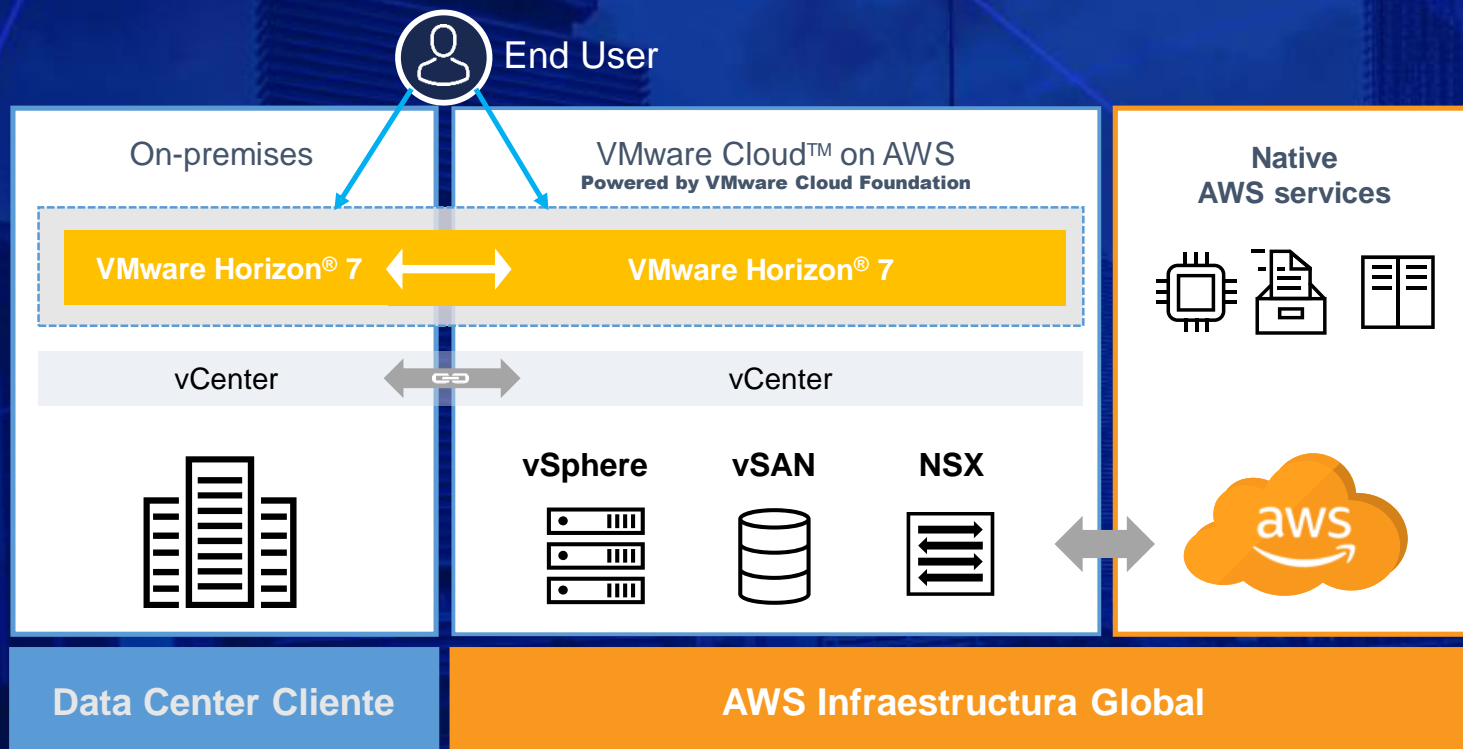
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VMware Cloud en AWS Partner Pre y Post Sale



1. In a prepaid stage, the billing amount is divided by the term.
2. Consumer rebates are calculated monthly according to VMware Cloud on AWS usage and are paid quarterly

VMware Cloud en AWS Partner Pre- y Post-Sale



- Flexibly deploy and manage Horizon on-premises and in the cloud with Cloud Pod Architecture.
- Easily add and expand local desktop services without buying additional hardware.
- Locating virtual desktops or published application hosts (remote desktop session) near latency sensitive applications in the cloud.
- Leverage resiliency as a cost-effective way to protect local Horizon deployments or temporary needs.

Casos de uso:



Data Center expansion



App locality



BC/DR for on-prem deployment



Temporary desktop and app capacity



Quick POC of on-premises Horizon

A. Eligibility: For all new and existing cloud provider partners.

B. Eligibility: only for current rental point members.

New & Existing VCPP Partners		
Based on Estimated MSRP Consumption		
MSP Level	MSP Discount	MSP Commit MSRP Spend (\$)
1	19%	\$144,000/yr (\$12k/mo)
2	21%	\$420,000/yr (\$35k/mo)
3	22%	\$1,200,000/yr (\$100k/mo)
4	26%	\$2,700,000/yr (\$225k/mo)
5	30%	\$4,200,000/yr (\$350k/mo)

Existing VCPP Rental Partners Only			
Commit Levels Based on Existing VCPP Rental Contract			
MSP Level	MSP Discount	MSP Commit MSRP Spend (\$)	Minimum VCPP Rental Points Contract Level (determines MSP discount eligibility)
1R	5%	\$0	360 pts
2R	10%	\$0	1,800 pts
3R	15%	\$0	10,800 pts*
4R	18%	\$0	30,000 pts
5R	20%	\$0	100,000 pts



Workspaceone MSP Discount Structure

A. Eligibility: For all new and existing cloud provider partners

B. Eligibility: only for current rental point members.

	MSP Discount Off MSRP	Monthly Committed MSRP Spend (USD)	Minimum Monthly Billing (after discount)
Level 1	10%	\$500	\$450
Level 2	15%	\$1,000	\$850
Level 3	25%	\$10,000	\$7,500
Level 4	35%	\$50,000	\$32,500
Level 5	40%	\$100,000	\$60,000

	MSP Discount Off MSRP	Monthly Committed MSRP Spend (USD)	Minimum Monthly Rental Point Commit
Level 1R	0%	\$0	360 points
Level 2R	10%	\$0	1,800 points
Level 3R	15%	\$0	10,800 points (3,600 dev. countries)
Level 4R	30%	\$0	30,000 points
Level 5R	40%	\$0	100,000 points



HCX en AWS MSP Discount Structure

Hybrid Cloud Service Extension

A. Eligibility: For all new and existing cloud provider partners

	MSP Discount Off MSRP	Annual Committed MSRP Spend (USD)	Minimum Annual Billing (after discount)
Level 1	28%	\$180,000	\$129,600
Level 2	31%	\$320,000	\$220,800
Level 3	34%	\$450,000	\$297,000
Level 4	37%	\$585,000	\$368,550
Level 5	40%	\$720,000	\$432,000

HCX Instance Fee of \$3,000 is waived for Commit Contract Levels 1-5

B. Eligibility: only for current rental point members.

	MSP Discount Off MSRP	Annual Committed MSRP Spend (USD)	Minimum Monthly Rental Point Commit
Level 1R*	5%	\$0	360 points
Level 2R*	10%	\$0	1,800 points
Level 3R*	15%	\$0	10,800 points (3,600 dev. countries)
Level 4R	20%	\$0	30,000 points
Level 5R	25%	\$0	100,000 points

HCX Instance Fee is waived for it Commit Levels 4R & 5R
* HCX Instance Fee of \$3,000 applies for Commit Levels 1R, 2R & 3R





Thanks!

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