

VMware SD-WAN (Software
Defined WAN)
Pricing Document

Overview

VMware SD-WAN enables simple, agile, and secure wide-area networks. VMware SD-WAN includes a cloud-based SD-WAN Orchestrator, a distributed network of SD-WAN Gateways, and a branch platform SD-WAN Edge.

The VMware SD-WAN Edge is deployed at the customers' premises and optimizes traffic between branches, data center and/or cloud locations. VMware SD-WAN Edge is available as a purpose-built appliance with hardware and software together or the Virtual Edge software can run on a Universal Customer-Premises Equipment. The VMware SD-WAN Edge is zero-touch provisioned from the cloud for secure, optimized connectivity to applications and data.

The VMware SD-WAN Orchestrator is the centralized management portal that is used for configuration, monitoring, testing and troubleshooting the VMware SD-WAN. The cloud-based VMware SD-WAN Orchestrator is used to provision network-wide business policy, enable services insertion, perform real-time monitoring, and analyze application performance.

The VMware SD-WAN Gateway optimizes traffic between customer branch and data center locations and cloud (SaaS, IaaS) sites. The VMware SD-WAN Edge can connect to the system of global VMware SD-WAN Gateways to provide performance, security and visibility for cloud services (SaaS, IaaS, Internet).

The objective of this document is to provide pricing and configuration options based on customers use cases and preferred budgets. This service can be purchased either separately or together with other VMware products.

Pricing Considerations

Two most common use cases for VMware SD-WAN are office/branch connectivity and home office / work from home. For both scenarios SD-WAN configuration includes the following components:

- Edge Platform – Physical or Virtual Appliance
- Software Subscription
- Optional Hardware Replacement services (if Physical Edge is used)

For remote branch / office scenario the main licensing metric is WAN Bandwidth. Bandwidth sizing is always performed by site (e.g., branch office, data center) bandwidth. Selection of bandwidth tier can be done as follows:

1. Pick a site. Determine the available WAN capacity at that site. The WAN capacity can be calculated by aggregating the total transmit and receive peak throughput across all the WAN interfaces. This includes both overlay and underlay traffic.
2. Select a bandwidth tier that supports the full WAN capacity. However, if it is expected that the full WAN capacity is not required, then you may under-provision the deployment.

Available bandwidth tiers are provided in the table below:

Edge/BW	10 M	30 M	50 M	100 M	200 M	350 M	500 M	750 M	1 G	2 G	5 G	10 G
Edge 510, 510N, 510LTE	•	•	•	•	•	•						
Edge 610, 610N, 610LTE	•	•	•	•	•	•						
Edge 620, 620N	•	•	•	•	•	•	•	•	•			
Edge 640N				•	•	•	•	•	•	•		
Edge 680N				•	•	•	•	•	•	•	•	
Edge 3400					•	•	•	•	•	•	•	
Edge 3800, 3810							•	•	•	•	•	•

For Home Office scenario there's no bandwidth restrictions, however software subscription is limited to a single business user.

Please refer to the additional points below when considering buying VMware SD-WAN offerings:

- VMware SD-WAN sizing and pricing requires solution design and should involve validation by VMware or its authorized partners prior to ordering.
- Pricing is based on a Pre-Paid Subscription model with the lowest being a 12 month commitment.
- For Virtual Edge only software subscription is required

Pricing Options – Hardware

The most common hardware appliance configurations are provided in the table below. Additional options are provided upon request. Every hardware purchase includes 1-year warranty with Next Day Delivery service (can be extended up to 5 years).

For Home Office scenario the recommended models are Edge 610N, Edge 610LTE.

SKU	Description	List Price
SDW-510N-P-NDD-C	VMware SD-WAN Edge 510N Appliance with VeloCloud Next Business Day Delivery Replacement Service.	£438.45
NB-VC-510LTE-NAEU-P-NDD-C	Edge 510LTE NAEU Appliance with Next Business Day Delivery Replacement Service. Subject to Availability.	£810.94
SDW-610N-P-NDD-C	VMware SD-WAN Edge 610N Appliance with VeloCloud Next Business Day Delivery Replacement Service.	£666.13
NB-VC-610LTE-RW-P-NDD-C	VMware SD-WAN Edge 610LTE EMEA & APAC Appliance with VeloCloud Next Business Day Delivery Replacement Service.	£1,027.35
SDW-620N-P-NDD-C	VMware SD-WAN Edge 620N Appliance with VeloCloud Next Business Day Delivery Replacement Service.	£1,132.74
SDW-640N-P-NDD-C	VMware SD-WAN Edge 640N Appliance with VeloCloud Next Business Day Delivery Replacement Service.	£1,998.38
NB-VC-3400-P-NDD-C	VMware SD-WAN Edge 3400 Appliance with VeloCloud Next Business Day Delivery Replacement Service.	£4,857.57
NB-VC-3800-P-NDD-C	VMware SD-WAN Edge 3800 Appliance with VeloCloud Next Business Day Delivery Replacement Service.	£6,751.36

Pricing Options – Hardware Warranty

Pricing for extended 1-year warranty, Next Business Day Delivery, is provided in the table below. Pricing for additional services (4H replacement, on-site replacement) is provided upon request.

SKU	Description	List Price
1 year term		
SDW-510N-EXNDD-12P-C	VMware SD-WAN Edge 510N 1Yr Prepaid Extended Replacement Service; VeloCloud Next Business Day. Subject to Availability.	£86.08
NB-VC510LTE-NAEU-EXT-NDD-12P-C	VMware SD-WAN Edge 510LTE NAEU North America and EMEA 1-Year Prepaid Extended Replacement Service; Next Business Day Delivery. Subject to Availability.	£159.29

SKU	Description	List Price
SDW-610N-EXNDD-12P-C	VMware SD-WAN Edge 610N 1Yr Prepaid Extended Replacement Service; VeloCloud Next Business Day. Subject to Availability.	£131.13
NB-VC610LTE-RW-EXT-NDD-12P-C	VMware SD-WAN Edge 610LTE EMEA & APAC 1Yr Prepaid Extended Replacement Service; VeloCloud Next Business Day. Subject to Availability.	£201.93
SDW-620N-EXNDD-12P-C	VMware SD-WAN Edge 620N 1Yr Prepaid Extended Replacement Service; VeloCloud Next Business Day. Subject to Availability.	£222.85
SDW-640N-EXNDD-12P-C	VMware SD-WAN Edge 640N 1Yr Prepaid Extended Replacement Service; VeloCloud Next Business Day. Subject to Availability.	£333.06
NB-VC3400-EXT-NDD-12P-C	VMware SD-WAN Edge 3400 1-Year Prepaid Extended Replacement Service; Next Business Day Delivery. Subject to Availability.	£810.13
NB-VC3800-EXT-NDD-12P-C	VMware SD-WAN Edge 3800 1-Year Prepaid Extended Replacement Service; Next Business Day Delivery. Subject to Availability.	£1,125.50
3 year term		
SDW-510N-EXNDD-36P-C	VMware SD-WAN Edge 510N 3Yr Prepaid Extended Replacement Service; VeloCloud Next Business Day. Subject to Availability.	£245.37
NB-VC510LTE-NAEU-EXT-NDD-36P-C	VMware SD-WAN Edge 510LTE NAEU North America and EMEA 3Yr Prepaid Extended Replacement Service; VeloCloud Next Business Day Delivery. Subject to Availability.	£454.54
SDW-610N-EXNDD-36P-C	VMware SD-WAN Edge 610N 3Yr Prepaid Extended Replacement Service; VeloCloud Next Business Day. Subject to Availability.	£373.29
NB-VC610LTE-RW-EXT-NDD-36P-C	VMware SD-WAN Edge 610LTE EMEA & APAC 3Yr Prepaid Extended Replacement Service; VeloCloud Next Business Day. Subject to Availability.	£575.22
SDW-620N-EXNDD-36P-C	VMware SD-WAN Edge 620N 3Yr Prepaid Extended Replacement Service; VeloCloud Next Business Day. Subject to Availability.	£634.75
SDW-640N-EXNDD-36P-C	VMware SD-WAN Edge 640N 3Yr Prepaid Extended Replacement Service; VeloCloud Next Business Day. Subject to Availability.	£949.31
NB-VC3400-EXT-NDD-36P-C	VMware SD-WAN Edge 3400 3Yr Prepaid Extended Replacement Service; VeloCloud Next Business Day Delivery. Subject to Availability.	£2,307.31
NB-VC3800-EXT-NDD-36P-C	VMware SD-WAN Edge 3800 3Yr Prepaid Extended Replacement Service; VeloCloud Next Business Day Delivery. Subject to Availability.	£3,207.54

Pricing Options – Software

Provided pricing is based on 1-year or 3yr subscription term, upfront payment, includes most common SD-WAN bandwidth configurations. Additional options are available upon request (5 years, monthly and annual billing).

Every software subscription includes Production Support by VMware. Enhanced support SLAs are available with upgrade to Premier Support (approx. 2% compared to subscriptions with Production support).

Home Office / Work from Home software subscriptions:

SKU	Description	List Price
1 year term		
NB-VCWFH-PRE-HO-HG-L14S2-12P-C	VMware SD-WAN by VeloCloud WFH Subscription for 1 year, Prepaid, Hosted SD-WAN Orchestrator with Hosted SD-WAN Gateway by VeloCloud, VeloCloud Production Support Total (L1-4).	£454,54
NB-VCWFHP-PRE-HO-HG-L14S2-12P-C	VMware SD-WAN by VeloCloud WFH Pro Subscription for 1 year, Prepaid, Hosted SD-WAN Orchestrator with Hosted SD-WAN Gateway by VeloCloud, VeloCloud Production Support Total (L1-4).	£1,001.60
3 year term		
NB-VCWFH-PRE-HO-HG-L14S2-36P-C	VMware SD-WAN by VeloCloud WFH Subscription for 3 year, Prepaid, Hosted SD-WAN Orchestrator with Hosted SD-WAN Gateway by VeloCloud, VeloCloud Production Support Total (L1-4).	£1,293.64
NB-VCWFHP-PRE-HO-HG-L14S2-36P-C	VMware SD-WAN by VeloCloud WFH Pro Subscription for 3 year, Prepaid, Hosted SD-WAN Orchestrator with Hosted SD-WAN Gateway by VeloCloud, VeloCloud Production Support Total (L1-4).	£2,854.37

Remote Office / Branch Office software subscriptions – Enterprise Edition:

SKU	Description	List Price
1 year term		
NB-VC050M-ENT-HO-L14S2-12P-C	VMware SD-WAN by VeloCloud 50 Mbps Enterprise Service Subscription for 1 year, Prepaid, Hosted SD-WAN Orchestrator by VeloCloud, VeloCloud Production Support Total (L 1-4)	£743.36
NB-VC100M-ENT-HO-L14S2-12P-C	VMware SD-WAN by VeloCloud 100 Mbps Enterprise Service Subscription for 1 year, Prepaid, Hosted SD-WAN Orchestrator by VeloCloud, VeloCloud Production Support Total (L 1-4)	£962.99
NB-VC200M-ENT-HO-L14S2-12P-C	VMware SD-WAN by VeloCloud 200 Mbps Enterprise Service Subscription for 1 year, Prepaid, Hosted SD-WAN Orchestrator by VeloCloud, VeloCloud Production Support Total (L 1-4)	£1,546.25
NB-VC500M-ENT-HO-L14S2-12P-C	VMware SD-WAN by VeloCloud 500 Mbps Enterprise Service Subscription for 1 year, Prepaid, Hosted SD-WAN Orchestrator by VeloCloud, VeloCloud Production Support Total (L 1-4)	£2,965.39
NB-VC001G-ENT-HO-L14S2-12P-C	VMware SD-WAN by VeloCloud 1 Gbps Enterprise Service Subscription for 1 year, Prepaid, Hosted SD-WAN Orchestrator by VeloCloud, VeloCloud Production Support Total (L 1-4)	£3,159.27
NB-VC002G-ENT-HO-L14S2-12P-C	VMware SD-WAN by VeloCloud 2 Gbps Enterprise Service Subscription for 1 year, Prepaid, Hosted SD-WAN Orchestrator by VeloCloud, VeloCloud Production Support Total (L 1-4)	£3,404.64

SKU	Description	List Price
NB-VC010G-ENT-HO-L14S2-12P-C	VMware SD-WAN by VeloCloud 10 Gbps Enterprise Service Subscription for 1 year, Prepaid, Hosted SD-WAN Orchestrator by VeloCloud, VeloCloud Production Support Total (L 1-4)	£12,341.83
3 year term		
NB-VC050M-ENT-HO-L14S2-36P-C	VMware SD-WAN by VeloCloud 50 Mbps Enterprise Service Subscription for 3 year, Prepaid, Hosted SD-WAN Orchestrator by VeloCloud, VeloCloud Production Support Total (L 1-4)	£2,119.05
NB-VC100M-ENT-HO-L14S2-36P-C	VMware SD-WAN by VeloCloud 100 Mbps Enterprise Service Subscription for 3 year, Prepaid, Hosted SD-WAN Orchestrator by VeloCloud, VeloCloud Production Support Total (L 1-4)	£2,744.95
NB-VC200M-ENT-HO-L14S2-36P-C	VMware SD-WAN by VeloCloud 200 Mbps Enterprise Service Subscription for 3 year, Prepaid, Hosted SD-WAN Orchestrator by VeloCloud, VeloCloud Production Support Total (L 1-4)	£4,406.25
NB-VC500M-ENT-HO-L14S2-36P-C	VMware SD-WAN by VeloCloud 500 Mbps Enterprise Service Subscription for 3 year, Prepaid, Hosted SD-WAN Orchestrator by VeloCloud, VeloCloud Production Support Total (L 1-4)	£8,450.47
NB-VC001G-ENT-HO-L14S2-36P-C	VMware SD-WAN by VeloCloud 1 Gbps Enterprise Service Subscription for 3 year, Prepaid, Hosted SD-WAN Orchestrator by VeloCloud, VeloCloud Production Support Total (L 1-4)	£9,003.96
NB-VC002G-ENT-HO-L14S2-36P-C	VMware SD-WAN by VeloCloud 2 Gbps Enterprise Service Subscription for 3 year, Prepaid, Hosted SD-WAN Orchestrator by VeloCloud, VeloCloud Production Support Total (L 1-4)	£9,702.27
NB-VC010G-ENT-HO-L14S2-36P-C	VMware SD-WAN by VeloCloud 10 Gbps Enterprise Service Subscription for 3 year, Prepaid, Hosted SD-WAN Orchestrator by VeloCloud, VeloCloud Production Support Total (L 1-4)	£35,173.54

Remote Office / Branch Office software subscriptions – Premium Edition:

SKU	Description	List Price
1 year term		
NB-VC050M-PRE-HO-HG-L14S2-12P-C	VMware SD-WAN by VeloCloud 50 Mbps Premium Service Subscription for 1 year, Prepaid, Hosted SD-WAN Orchestrator with Hosted SD-WAN Gateway by VeloCloud, VeloCloud Production Support Total (L 1-4)	£1,039.41
NB-VC100M-PRE-HO-HG-L14S2-12P-C	VMware SD-WAN by VeloCloud 100 Mbps Premium Service Subscription for 1 year, Prepaid, Hosted SD-WAN Orchestrator with Hosted SD-WAN Gateway by VeloCloud, VeloCloud Production Support Total (L 1-4)	£1,385.35
NB-VC200M-PRE-HO-HG-L14S2-12P-C	VMware SD-WAN by VeloCloud 200 Mbps Premium Service Subscription for 1 year, Prepaid, Hosted SD-WAN Orchestrator with Hosted SD-WAN Gateway by VeloCloud, VeloCloud Production Support Total (L 1-4)	£2,390.97

SKU	Description	List Price
NB-VC500M-PRE-HO-HG-L14S2-12P-C	VMware SD-WAN by VeloCloud 500 Mbps Premium Service Subscription for 1 year, Prepaid, Hosted SD-WAN Orchestrator with Hosted SD-WAN Gateway by VeloCloud, VeloCloud Production Support Total (L 1-4)	£4,148.00
NB-VC001G-PRE-HO-HG-L14S2-12P-C	VMware SD-WAN by VeloCloud 1 Gbps Premium Service Subscription for 1 year, Prepaid, Hosted SD-WAN Orchestrator with Hosted SD-WAN Gateway by VeloCloud, VeloCloud Production Support Total (L 1-4)	£5,693.45
NB-VC002G-PRE-HO-HG-L14S2-12P-C	VMware SD-WAN by VeloCloud 2 Gbps Premium Service Subscription for 1 year, Prepaid, Hosted SD-WAN Orchestrator with Hosted SD-WAN Gateway by VeloCloud, VeloCloud Production Support Total (L 1-4)	£7,205.91
NB-VC010G-PRE-HO-HG-L14S2-12P-C	VMware SD-WAN by VeloCloud 10 Gbps Premium Service Subscription for 1 year, Prepaid, Hosted SD-WAN Orchestrator with Hosted SD-WAN Gateway by VeloCloud, VeloCloud Production Support Total (L 1-4)	£18,254.91
3 year term		
NB-VC050M-PRE-HO-HG-L14S2-36P-C	VMware SD-WAN by VeloCloud 50 Mbps Premium Service Subscription for 3 year, Prepaid, Hosted SD-WAN Orchestrator with Hosted SD-WAN Gateway by VeloCloud, VeloCloud Production Support Total (L 1-4)	£2,961.36
NB-VC100M-PRE-HO-HG-L14S2-36P-C	VMware SD-WAN by VeloCloud 100 Mbps Premium Service Subscription for 3 year, Prepaid, Hosted SD-WAN Orchestrator with Hosted SD-WAN Gateway by VeloCloud, VeloCloud Production Support Total (L 1-4)	£3,948.49
NB-VC200M-PRE-HO-HG-L14S2-36P-C	VMware SD-WAN by VeloCloud 200 Mbps Premium Service Subscription for 3 year, Prepaid, Hosted SD-WAN Orchestrator with Hosted SD-WAN Gateway by VeloCloud, VeloCloud Production Support Total (L 1-4)	£6,813.31
NB-VC500M-PRE-HO-HG-L14S2-36P-C	VMware SD-WAN by VeloCloud 500 Mbps Premium Service Subscription for 3 year, Prepaid, Hosted SD-WAN Orchestrator with Hosted SD-WAN Gateway by VeloCloud, VeloCloud Production Support Total (L 1-4)	£11,821.32
NB-VC001G-PRE-HO-HG-L14S2-36P-C	VMware SD-WAN by VeloCloud 1 Gbps Premium Service Subscription for 3 year, Prepaid, Hosted SD-WAN Orchestrator with Hosted SD-WAN Gateway by VeloCloud, VeloCloud Production Support Total (L 1-4)	£16,226.77
NB-VC002G-PRE-HO-HG-L14S2-36P-C	VMware SD-WAN by VeloCloud 2 Gbps Premium Service Subscription for 3 year, Prepaid, Hosted SD-WAN Orchestrator with Hosted SD-WAN Gateway by VeloCloud, VeloCloud Production Support Total (L 1-4)	£20,536.47
NB-VC010G-PRE-HO-HG-L14S2-36P-C	VMware SD-WAN by VeloCloud 10 Gbps Premium Service Subscription for 3 year, Prepaid, Hosted SD-WAN Orchestrator with Hosted SD-WAN Gateway by VeloCloud, VeloCloud Production Support Total (L 1-4)	£52,025.41

Add-ons


Add-ons are value added services that can be purchased in addition to the core offering. These services are optional and are priced and charged separately.

1. Software Add-on for SD-WAN – vRealize Network Insight for SD-WAN

SKU	Description	List Price
1 year term		
VRNI6-VC50M-1TLSS-C	VMware vRealize Network Insight 6 Term License for VMware SD-WAN 50 Mbps + Production Support/Subscription for 1 year	£224.50
VRNI6-VC100M-1TLSS-C	VMware vRealize Network Insight 6 Term License for VMware SD-WAN 100 Mbps + Production Support/Subscription for 1 year	£299.50
VRNI6-VC200M-1TLSS-C	VMware vRealize Network Insight 6 Term License for VMware SD-WAN 200 Mbps + Production Support/Subscription for 1 year	£516.50
VRNI6-VC500M-1TLSS-C	VMware vRealize Network Insight 6 Term License for VMware SD-WAN 500 Mbps + Production Support/Subscription for 1 year	£897.50
VRNI6-VC1G-1TLSS-C	VMware vRealize Network Insight 6 Term License for VMware SD-WAN 1 Gbps + Production Support/Subscription for 1 year	£1,105.00
VRNI6-VC2G-1TLSS-C	VMware vRealize Network Insight 6 Term License for VMware SD-WAN 2 Gbps + Production Support/Subscription for 1 year	£1,405.00
VRNI6-VC10G-1TLSS-C	VMware vRealize Network Insight 6 Term License for VMware SD-WAN 10 Gbps + Production Support/Subscription for 1 year	£3,045.00
3 year term		
VRNI6-VC50M-3TLSS-C	VMware vRealize Network Insight 6 Term License for VMware SD-WAN 50 Mbps + Production Support/Subscription for 3 year	£640.50
VRNI6-VC100M-3TLSS-C	VMware vRealize Network Insight 6 Term License for VMware SD-WAN 100 Mbps + Production Support/Subscription for 3 year	£854.50
VRNI6-VC200M-3TLSS-C	VMware vRealize Network Insight 6 Term License for VMware SD-WAN 200 Mbps + Production Support/Subscription for 3 year	£1,475.00
VRNI6-VC500M-3TLSS-C	VMware vRealize Network Insight 6 Term License for VMware SD-WAN 500 Mbps + Production Support/Subscription for 3 year	£2,555.00
VRNI6-VC1G-3TLSS-C	VMware vRealize Network Insight 6 Term License for VMware SD-WAN 1 Gbps + Production Support/Subscription for 3 year	£3,165.00
VRNI6-VC2G-3TLSS-C	VMware vRealize Network Insight 6 Term License for VMware SD-WAN 2 Gbps + Production Support/Subscription for 3 year	£3,995.00
VRNI6-VC10G-3TLSS-C	VMware vRealize Network Insight 6 Term License for VMware SD-WAN 10 Gbps + Production Support/Subscription for 3 year	£8,665.00

2. VMware Success 360

VMware Success 360 is a comprehensive success offering that guides you through all the stages of your journey with VMware solutions. It provides a consistent way of working with VMware that will help you continually realize value and achieve outcomes faster from your investments. It's a partnership between you and VMware. There are several



components – Success Planning, Adoption Guidance and Workshops, Digital Learning, and Dedicated and Proactive Support.

We do this through a jointly developed Success Plan which identifies what you consider to be your success metrics around business value, performance value and experience value. These metrics are tracked in your personalized dynamic Health Scorecard.

Success Pathways leverage hundreds of assets, tools, and services and are organized to identify the next best steps for you to take to achieve your goals, including direct access to expert engineers.

Digital Learning provides a personalized flexible learning experience to help your team to gain new skills and accelerate value realization of your VMware technology. It offers 24x7 access to the VMware Learning Premium Subscription to an unlimited number of users.

Maximize productivity and uptime with Dedicated and Proactive Support to speed issue resolution, minimize downtime and help prevent recurring incidents. It includes global proactive and reactive support with unlimited support requests and customer administrators.

Pricing

Success 360 is a consumption-based pricing model where the Success 360 price is determined by customer's Subscription and SaaS license spend. If you need help deciding, please contact VMware sales.

Additional Charges

Professional Services for solution design and installation are available once a defined scope and statement of work is agreed.

Additional Information

If you need help deciding, please contact VMware sales: G-Cloud@vmware.com.

