

## New VMware Products & Pricing (and Maintenance)

Product	Product Code	SnS Code	License Fee	1 yr SnS Fee
<b>AIRWATCH - PREMISE BASED (See Airwatch order form for Cloud-Based)</b>				
• AirWatch by VMware Secure Content Locker Collaborate	V-CLC-PLL-D-C	V-CLC-SSS-D-P-C	\$18.50	\$6.50
• AirWatch by VMware Mgt Suite for Laptops	V-LTP-PLL-D-C	V-LTP-SSS-D-P-C	\$18.50	\$6.50
• AirWatch by VMware Mgt Suite for Rugged Devices	V-RUG-PLL-D-C	V-RUG-SSS-D-P-C	\$18.50	\$6.50
• AirWatch by VMware Green Mgt Suite	V-GMS-PLL-D-C	V-GMS-SSS-D-G-C	\$18.50	\$6.50
• AirWatch by VMware Orange Mgt Suite	V-OMS-PLL-D-C	V-OMS-SSS-D-G-C	\$25.90	\$8.45
• AirWatch by VMware Blue Mgt Suite	V-BMS-PLL-D-C	V-BMS-SSS-D-P-C	\$33.30	\$11.05
• AirWatch by VMware Yellow Mgt Suite	V-BMS-PLL-D-C	V-YMS-SSS-D-P-C	\$48.10	\$16.25
• AirWatch Yellow Management Suite Perpetual: 1 User	V-YMS-PLL-U-C	V-YMS-SSS-U-G-C	\$96.20	\$31.85
<b>APP VOLUME</b>				
• App Volumes Standard 10 Pack (CCU)	AV-STDC-10-C	AV-STDC-10-P-SSS-C	\$333.00	\$111.15
• App Volumes Standard 100 Pack (CCU)	AV-STDC-100-C	AV-STDC-100-P-SSS-C	\$3,330.00	\$1,111.50
• App Volumes Standard 10 Pack (Named Users)	AV-STDN-10-C	AV-STDN-10-P-SSS-C	\$222.00	\$74.10
• App Volumes Standard 100 Pack (Named Users)	AV-STDN-100-C	AV-STDN-100-P-SSS-C	\$2,220.00	\$741.00
• App Volumes Advanced 10 Pack (CCU)	AV-ADVC-10-C	AV-ADVC-10-P-SSS-C	\$555.00	\$185.25
• App Volumes Advanced 100 Pack (CCU)	AV-ADVC-100-C	AV-ADVC-100-P-SSS-C	\$5,550.00	\$1,852.50
• App Volumes Advanced 10 Pack (Named Users)	AV-ADVN-10-C	AV-ADVN-10-P-SSS-C	\$370.00	\$123.50
• App Volumes Advanced 100 Pack (Named Users)	AV-ADVN-100-C	AV-ADVN-100-P-SSS-C	\$3,700.00	\$1,235.00
• App Volumes Enterprise 10 Pack (CCU)	AV-ENTC-10-C	AV-ENTC-10-P-SSS-C	\$666.00	\$222.30
• App Volumes Enterprise 100 Pack (CCU)	AV-ENTC-100-C	AV-ENTC-100-P-SSS-C	\$6,660.00	\$2,223.00
• App Volumes Enterprise 10 Pack (Named Users)	AV-ENTN-10-C	AV-ENTN-10-P-SSS-C	\$444.00	\$148.20
• App Volumes Enterprise 100 Pack (Named Users)	AV-ENTN-100-C	AV-ENTN-100-P-SSS-C	\$44,440.00	\$1,482.00
<b>FUSION</b>				
• Fusion Professional Edition, ESD (SnS is optional)	FUS8-PRO-C	FUS-PRO-P-SSS-C	\$48.10	\$16.25
<b>HORIZON</b>				
• Horizon 7 Advanced : 10 Pack (CCU)	HZ7-ADC-10-C	HZ7-ADC-10-P-SSS-C	\$1,480.00	\$494.00
• Horizon 7 Advanced : 100 Pack (CCU)	HZ7-ADC-100-C	HZ7-ADC-100-P-SSS-C	\$14,800.00	\$4,940.00
• Horizon 7 Advanced : 10 Pack (Named Users)	HZ7-ADN-10-C	HZ7-ADN-10-P-SSS-C	\$925.00	\$308.75
• Horizon 7 Advanced : 100 Pack (Named Users)	HZ7-ADN-100-C	HZ7-ADN-100-P-SSS-C	\$9,250.00	\$3,087.50
• Horizon DaaS On Premise Platform: 100-pack	HZ-DS-100-C	HZ-DS-100-P-SSS-C	\$10,175.00	\$3,396.25
• Horizon FLEX 10 pack (Per Device)	HZ-FLX-10-C	HZ-FLX-10-P-SSS-C	\$925.00	\$308.75
• Horizon FLEX Add-On 10 pack (Per Device)	HZ-FLX-AD10-C	HZ-FLX-AD10-P-SSS-C	\$555.00	\$185.25
• Horizon 7 Enterprise : 10 Pack (CCU)	HZ7-ENC-10-C	HZ7-ENC-10-P-SSS-C	\$1,850.00	\$617.50
• Horizon 7 Enterprise : 100 Pack (CCU)	HZ7-ENC-100-C	HZ7-ENC-100-P-SSS-C	\$18,500.00	\$6,175.00
• Horizon 7 Enterprise : 10 Pack (Named Users)	HZ7-ENN-10-C	HZ7-ENN-10-P-SSS-C	\$1,110.00	\$370.50
• Horizon 7 Enterprise : 100 Pack (Named Users)	HZ7-ENN-100-C	HZ7-ENN-100-P-SSS-C	\$11,100.00	\$3,705.00
• Horizon 7 for Linux: 10 Pack (CCU)	HZ7-LXC-10-C	HZ7-LXC-10-P-SSS-C	\$555.00	\$185.25
• Horizon 7 for Linux: 100 Pack (CCU)	HZ7-LXC-100-C	HZ7-LXC-100-P-SSS-C	\$5,550.00	\$1,852.50
• Horizon 7 Standard Add-On: 10 Pack (CCU)	HZ7-STD-A10-C	HZ7-STD-A10-P-SSS-C	\$703.00	\$234.65
• Horizon 7 Standard Add-On: 100 Pack (CCU)	HZ7-STD-A100-C	HZ7-STD-A100-P-SSS-C	\$7,030.00	\$2,346.50
• Horizon 7 Standard : 10 Pack (CCU)	HZ7-STD-10-C	HZ7-STD-10-P-SSS-C	\$925.00	\$308.75
• Horizon 7 Standard : 100 Pack (CCU)	HZ7-STD-100-C	HZ7-STD-100-P-SSS-C	\$9,250.00	\$3,087.50
• Horizon 7 Adv Add-on: 10 Pack (CCU). Does not include vSphere, vCenter and Virtual SAN	HZ7-A10-AERC-C	HZ7-A10-AERC-P-SSS-C	\$1,110.00	\$370.50
• Horizon 7 Adv Add-on: 100 Pack (CCU). Does not include vSphere, vCenter and Virtual SAN	HZ7-A100-AERC-C	HZ7-A100-AERC-P-SSS-C	\$11,100.00	\$3,705.00
• Horizon 7 Adv Add-on: 10 Pack (Named Users). Does not incl vSphere, vCenter & Virtual SAN	HZ7-ADN-A10-C	HZ7-ADN-A10-P-SSS-C	\$740.00	\$247.00
• Horizon 7 Adv Add-on: 100 Pack (Named Users). Does not incl vSphere, vCenter & Virtual SAN	HZ7-ADN-A100-C	HZ7-ADN-A100-P-SSS-C	\$7,400.00	\$2,470.00
• Horizon 7 Ent Add-on: 10 Pack (CCU). Does not include vSphere, vCenter and Virtual SAN	HZ7-E10-AERC-C	HZ7-E10-AERC-P-SSS-C	\$1,572.50	\$525.50
• Horizon 7 Ent Add-on: 100 Pack (CCU). Does not include vSphere, vCenter and Virtual SAN	HZ7-E100-AERC-C	HZ7-E100-AERC-P-SSS-C	\$15,725.00	\$5,248.75
• Horizon 7 Ent Add-on: 10 Pack (Named Users). Does not incl vSphere, vCenter & Virtual SAN	HZ7-ENN-A10-C	HZ7-ENN-A10-P-SSS-C	\$1,054.50	\$352.30
• Horizon 7 Ent Add-on: 100 Pack (Named Users). Does not incl vSphere, vCenter & Virtual SAN	HZ7-ENN-A100-C	HZ7-ENN-A100-P-SSS-C	\$10,545.00	\$3,519.75
<b>IT BUSINESS MANAGEMENT (ITBM)</b>				
• IT Business Mgt Foundation package	DF-ITBM-FND-C	DF-ITBM-FND-P-SSS-C	\$166,500.00	\$55,575.00
• IT Business Mgt Additional User	DF-ITBM-ADD-C	DF-ITBM-P-SSS-C	\$27,750.00	\$9,262.50
• IT Business Mgt Read-Only	DF-ITBM5-C	DF-ITBM5-P-SSS-C	\$8,325.00	\$2,778.75

## New VMware Products & Pricing (and Maintenance)

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• IT Financial Mgt Foundation package	DF-ITFM-FND-C	DF-ITFM-FND-P-SSS-C	\$111,000.00	\$37,050.00
• IT Financial Mgt Additional User	DF-ITFM-ADD-C	DF-ITFM-ADD-P-SSS-C	\$22,200.00	\$7,410.00
• IT Financial Mgt Read-Only	DF-ITFM5-C	DF-ITFM5-P-SSS-C	\$8,325.00	\$2,778.75
• vRealize Business Advanced Additional User - perpetual license for 5 users	BM-ADV-AD-C	BM-ADV-AD-PSUP-C	\$22,200.00	\$7,410.00
• vRealize Business Adv Foundation Package - perpetual license for 5 users	BM-ADV-FND-C	BM-ADV-FND-PSUP-C	\$111,000.00	\$37,050.00
• vRealize Business Advanced Read-Only Perpetual License for 5 users	BM-ADV-RO-C	BM-ADV-RO-PSUP-C	\$8,325.00	\$2,278.75
• vRealize Business Enterprise Additional User - perpetual license for 5 users	BM-ENT-AD-C	BM-ENT-AD-PSUP-C	\$27,750.00	\$9,262.50
• vRealize Business Ent Foundation Package - perpetual license for 10 users	BM-ENT-FND-C	BM-ENT-FND-PSUP-C	\$166,500.00	\$55,575.00
• vRealize Business Enterprise Read-Only Perpetual License for 5 users	BM-ENT-RO-C	BM-ENT-RO-PSUP-C	\$8,325.00	\$2,278.75
<b>MIRAGE</b>				
• Mirage for Physical: 10 Pack	MGP-10-C	MGP-10-P-SSS-C	\$555.00	\$185.25
• Mirage for Physical: 100 Pack	MGP-100-C	MGP-100-P-SSS-C	\$5,550.00	\$1,852.50
<b>NSX / NICIRA</b>				
• NSX Standard per Processor	NX-STD-C	NX-STD-P-SSS-C	\$738.15	\$246.35
• NSX Advanced per Processor	NX-ADV-C	NX-ADV-P-SSS-C	\$1,663.15	\$555.10
• NSX Advanced for Desktop : 100 Pack (CCU)	NX-ADVC-100-C	NX-ADVC-100-P-SSS-C	\$3,330.00	\$1,111.50
• NSX Enterprise per Processor	NX-ENT-C	NX-ENT-P-SSS-C	\$2,588.15	\$863.85
• NSX Enterprise for Desktop : 100 Pack (CCU)	NX-ENTC-100-C	NX-ENTC-100-P-SSS-C	\$5,180.00	\$1,729.00
<b>PIVOTAL</b>				
• Pivotal App Suite v2 Perpetual License (1 core)	PV-APP-STE-C	PV-APP-STE-P-SSS-C	\$333.00	\$111.15
<b>PLAYER</b>				
• Player Pro	PLAY7-PRO-C	PLAY7-PRO-P-SSS-C	\$55.50	\$18.20
<b>THINAPP</b>				
• ThinApp Suite	THIN5-STE-C	THIN5-STE-P-SSS-C	\$1,850.00	\$617.50
• ThinApp Client (100 pack)	THIN5-100PK-C	THIN5-100PK-P-SSS-C	\$703.00	\$234.65
<b>USER ENVIRONMENT MANAGER</b>				
• User Environment Manager: 10 Pack (CCU)	UEM-CCU-10-C	UEM-CCU-10-P-SSS-C	\$185.00	\$61.75
• User Environment Manager: 10 Pack (Named Users)	UEM-NU-10-C	UEM-NU-10-P-SSS-C	\$111.00	\$37.05
• User Environment Manager: 100 Pack (CCU)	UEM-CCU-100-C	UEM-CCU-100-P-SSS-C	\$1,850.00	\$617.50
• User Environment Manager: 100 Pack (Named Users)	UEM-NU-100-C	UEM-NU-100-P-SSS-C	\$1,110.00	\$370.50
<b>VCENTER</b>				
• vCenter Configuration Manager Workstation - Linux/Windows	VC-CMW-C	VC-CMW-P-SSS-C	\$14.80	\$5.20
• vCenter Operations Mgt pack for EPIC	VC-EPIC-C	VC-EPIC-P-SSS-C	\$22,200.00	\$7,410.00
• vCenter Server Foundation for vSphere up to 3 hosts (Per Instance)	VCS6-FND-C	VCS6-FND-P-SSS-C	\$553.15	\$184.60
• vCenter Server Standard for vSphere 6 (Per Instance)	VCS6-STD-C	VCS6-STD-P-SSS-C	\$1,835.66	\$811.85
• vCenter Site Recovery Manager Standard (25 VM pack)	VC-SRM6-25S-C	VC-SRM6-25S-P-SSS-C	\$1,803.75	\$601.90
• vCenter Site Recovery Manager Enterprise (25 VM pack)	VC-SRM6-25E-C	VC-SRM6-25E-P-SSS-C	\$4,578.75	\$1,528.15
<b>VCLOUD</b>				
• vCloud Automation Center Development Kit - per Instance	CA6-DEVK-C	CA6-DEVK-P-SSS-C	\$7,400.00	\$2,470.00
• vCloud Suite 7 Standard	CL7-STD-C	CL7-STD-P-SSS-C	\$1,848.15	\$616.85
• vCloud Suite 7 Advanced	CL7-ADV-C	CL7-ADV-P-SSS-C	\$2,773.15	\$925.60
• vCloud Suite 7 Enterprise	CL7-ENT-C	CL7-ENT-P-SSS-C	\$4,253.15	\$1,419.60
<b>VFABRIC</b>				
• vFabric Data Director 2.x License (25 VM pack)	VF-DD2-25VM-C	VF-DD2-25VM-P-SSS-C	\$6,937.50	\$2,315.95
<b>VREALIZE</b>				
• vRealize Automation 7 Advanced (25 OSI Pack)	VR7-ATAD25-C	VR7-ATAD25-P-SSS-C	\$3,700.00	\$1,235.00
• vRealize Automation 7 Enterprise (25 OSI Pack)	VR7-ATEN25-C	VR7-ATEN25-P-SSS-C	\$7,168.75	\$2,392.65
• vRealize Automation 7 for Desktop per CCU (25 Pack)	VR7-AUTDT25-C	VR7-AUTDT25-P-SSS-C	\$1,230.25	\$410.80
• vRealize Automation 7 Advanced Public Cloud Extension (25 OSI Pack)	VR7-ATPCA25-C	VR7-ATPCA25-P-SSS-C	\$1,850.00	\$617.50
• vRealize Automation 7 Enterprise Public Cloud Extension (25 OSI Pack)	VR7-ATPCE25-C	VR7-ATPCE25-P-SSS-C	\$3,653.75	\$1,219.40

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• vRealize Business 7 Standard (25 OSI Pack)	VR7-BSTD25-C	VR7-BSTD25-P-SSS-C	\$1,850.00	\$617.50
• vRealize Business 7 Standard (Per CPU)	VR7-BPSTD-C	VR7-BPSTD-P-SSS-C	\$555.00	\$185.25
• vRealize Code Stream 2 (Per OSI)	VR-CODE20-C	VR-CODE20-P-SSS-C	\$2,775.00	\$926.25
• vRealize Code Stream 2 (Per CPU)	VR-CODE2C-C	VR-CODE2C-P-SSS-C	\$462.50	\$154.70
• vRealize Hyperic Perpetual License (Per Machine)	VF-HYPM5-C	VF-HYPM5-P-SSS-C	\$133.20	\$44.20
• vRealize Operations Standard (25 OSI pack)	VR6-OSTD25-C	VR6-OSTD25-P-SSS-C	\$1,156.25	\$386.10
• vRealize Operations Advanced (25 OSI Pack)	VR6-OADV25-C	VR6-OADV25-P-SSS-C	\$2,312.50	\$772.20
• vRealize Operations Enterprise (25 OSI Pack)	VR6-OENT25-C	VR6-OENT25-P-SSS-C	\$5,550.00	\$1,852.50
• vRealize Operations for Horizon: 100 Concurrent User Pack	VR6-VU100-C	VR6-VU100-P-SSS-C	\$2,775.00	\$926.25
• vRealize Operations Management Pack for MEDITECH	VR6-MEDI-C	VR6-MEDI-P-SSS-C	\$22,200.00	\$7,410.00
• vRealize Suite Advanced (2 CPUs)	VR-2CPU-ADV-C	VR-2CPU-ADV-P-SSS-C	\$4,255.00	\$1,420.25
• vRealize Suite Enterprise (2 CPUs)	VR-2CPU-ENT-C	VR-2CPU-ENT-P-SSS-C	\$7,363.00	\$2,457.65
• vRealize Operations 6 Application Monitoring Add-On (Per PLU)	VR-OAMAD-C	VR-OAMAD-P-SSS-C	\$555.00	\$185.25
• vRealize Business for Cloud 7 Advanced (25 OSI)	VR-BCLADVO-25-C	VR-BCLADVO-25-P-SSS-C	\$1,850.00	\$617.50
• vRealize Business for Cloud 7 Advanced (Per CPU)	VR-BCLADVC-C	VR-BCLADVC-P-SSS-C	\$1,110.00	\$370.50
• vRealize Suite 7 Standard (Per PLU)	VR7-STD-C	VR7-STD-P-SSS-C	\$1,385.65	\$462.80
• vRealize Suite 7 Advanced (Per PLU)	VR7-ADV-C	VR7-ADV-P-SSS-C	\$2,310.65	\$771.55
• vRealize Suite 7 Enterprise (Per PLU)	VR7-ENT-C	VR7-ENT-P-SSS-C	\$2,865.65	\$956.80
<b>vREALIZE LOG INSIGHT</b>				
• vRealize Log Insight (per CPU)	VC-LIS-CPU-C	VC-LIS-CPU-P-SSS-C	\$555.00	\$185.25
• vRealize Log Insight (25 OSI pack)	VC-LIS-25-C	VC-LIS-25-P-SSS-C	\$1,850.00	\$617.50
• vRealize Network Insight - Add-on for NSX (per CPU)	VR-NI-ANXC-C	VR-NI-ANXC-P-SSS-C	\$460.65	\$154.05
<b>vSAN / STORAGE</b>				
• Virtual SAN 6 Advanced for 1 processor	ST6-AD-C	ST6-AD-P-SSS-C	\$1,478.15	\$493.35
• Virtual SAN 6 Advanced for Desktop 10 Pack (CCU)	ST6-AD-D10-C	ST6-AD-D10-P-SSS-C	\$370.00	\$123.50
• Virtual SAN 6 Advanced for Desktop 100 Pack (CCU)	ST6-AD-D100-C	ST6-AD-D100-P-SSS-C	\$3,700.00	\$1,235.00
• Virtual SAN 6 for Remote Office Branch Office (25 VM pack)	ST6-RB-25VM-C	ST6-RB-25VM-P-SSS-C	\$4,625.00	\$1,543.75
• Virtual SAN for 1-Processor	ST6-VSAN-C	ST6-VSAN-P-SSS-C	\$923.15	\$308.10
• Virtual SAN All Flash for Desktop Add-On 10 Pack (CCU)	ST6-VF-A10-C	ST6-VF-A10-P-SSS-C	\$111.00	\$37.05
• Virtual SAN All Flash for Desktop Add-On 100 Pack (CCU)	ST6-VF-A100-C	ST6-VF-A100-P-SSS-C	\$1,110.00	\$370.50
• Virtual SAN All Flash Add-on for 1 processor	ST6-VF-AD-C	ST6-VF-AD-P-SSS-C	\$553.15	\$184.60
• Virtual SAN for Desktop 10-Pack (CCU)	ST6-VSDT10-C	ST6-VSDT10-P-SSS-C	\$185.00	\$61.75
• Virtual SAN for Desktop 100-Pack (CCU)	ST6-VSDT100-C	ST6-VSDT100-P-SSS-C	\$1,850.00	\$617.50
• Virtual SAN 6 Enterprise for 1 processor	ST6-EN-C	ST6-EN-P-SSS-C	\$2,033.15	\$678.60
• Virtual SAN 6 Enterprise for Desktop 10 Pack (CCU)	ST6-EN-D10-C	ST6-EN-D10-P-SSS-C	\$444.00	\$148.20
• Virtual SAN 6 Enterprise for Desktop 100 Pack (CCU)	ST6-EN-D100-C	ST6-EN-D100-P-SSS-C	\$4,440.00	\$1,482.00
<b>vSPHERE</b>				
• vSphere Standard for 1 processor	VS6-STD-C	VS6-STD-P-SSS-C	\$368.15	\$122.85
• vSphere Enterprise Plus for 1 processor	VS6-EPL-C	VS6-EPL-P-SSS-C	\$1,284.41	\$568.10
• vSphere w/ Ops Mgmt Enterprise Plus for 1 processor	VS6-OEPL-C	VS6-OEPL-P-SSS-C	\$1,570.65	\$524.55
<b>vSPHERE KITS</b>				
• vSphere Essentials Plus Kit for 3 hosts (Max 2 processors per host)	VS6-ESP-KIT-C	VS6-ESP-KIT-P-SSS-C	\$1,663.15	\$555.10
• vSphere w/ Ops Mgt ENT PLUS Acceleration Kit (6 proc.)	VS6-OEPL-AK-C	VS6-OEPL-AK-P-SSS-C	\$8,693.15	\$2,901.60
• vSphere 6 Standard Acceleration Kit for 6 processors	VS6-STD-AK-C	VS6-STD-AK-P-SSS-C	\$4,068.15	\$1,357.85
• vSphere 6 Enterprise Plus Acceleration Kit for 6 processors	VS6-EPL-AK-C	VS6-EPL-AK-P-SSS-C	\$8,508.15	\$2,839.85
<b>vSPHERE (OTHER)</b>				
• vSphere Desktop (100 VM pack)	VS6-DT100VM-C	VS6-DT100VM-P-SSS-C	\$2,405.00	\$802.75
• vSphere Remote Office Branch Office Standard (25 VM pack)	VS6-RBSTD25-C	VS6-RBSTD25-P-SSS-C	\$1,110.00	\$370.50
• vSphere Remote Office Branch Office Advanced (25 VM pack)	VS6-RBADV25-C	VS6-RBADV25-P-SSS-C	\$1,665.00	\$555.75
<b>***** WORKSPACE SUITE *****</b>				
<b>WORKSTATION</b>				
• Workstation - Windows/Linux , ESD (SnS is optional)	WS12-LW-CE	WS-P-SSS-C	\$92.13	\$30.55
• Workspace ONE Standard Perpetual: 1 User	V-WOS-PLL-U-C	V-WOS-SSS-U-P-C	\$55.50	\$18.85
• Workspace ONE Advanced Perpetual: 1 User	V-WOA-PLL-U-C	V-WOA-SSS-U-P-C	\$85.10	\$26.00
• Workspace ONE Advanced Add on for Horizon Enterprise Edition, Perpetual: 1 User	V-WOA-AD-PLL-U-C	V-WOA-AD-SSS-U-P-C	\$59.20	\$19.50
• Workspace ONE Enterprise Perpetual: 100 Users	V-WOE-PLL-U-C	V-WOE-SSS-U-P-C	\$14,800.00	\$4,940.00

## New VMware Products & Pricing (and Maintenance)

Product	Product Code	SnS Code	License Fee	1 yr SnS Fee
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## UPGRADE Products & Pricing (and Maintenance)

Product	Product Code	SnS Code	License Fee	1 yr SnS Fee
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\*\*\*\*\* AIRWATCH \*\*\*\*\*

### AIRWATCH PREMISE BASED (See Airwatch order form for cloud-based)

• Upgrade: AirWatchSecureContentLockerView to SecContentLock Collaborate	V-UPG-MCV-PL-MCC-C	V-UPG-MCV-MF-MCC-C	\$12.21	\$6.50
• Upgrade: AirWatch by VMware Green Mgmt Suite to Orange Mgmt Suite	V-UPG-GMS-PL-OMS-C	V-UPG-GMS-MF-OMS-C	\$8.14	\$8.45
• Upgrade: AirWatch by VMware from Green Mgmt Suite to Blue Mgmt Suite	V-UPG-GMS-PL-BMS-C	V-UPG-GMS-MF-BMS-C	\$16.28	\$11.05
• Upgrade: AirWatch by VMware from Orange Mgmt Suite to Blue Mgmt Suite	V-UPG-OMS-PL-BMS-C	V-UPG-OMS-MF-BMS-C	\$8.14	\$11.05
• Upgrade: AirWatchMobileDevMgmt&ContentLockerView to Yellow Mgmt Suite	V-UPG-MDMMCV-PLYMS-C	V-UPG-MDMMCV-MFYMS-C	\$24.42	\$16.25
• Upgrade: AirWatch by VMware from Green Mgmt Suite to Yellow Mgmt Suite	V-UPG-GMS-PL-YMS-C	V-UPG-GMS-MF-YMS-C	\$32.56	\$16.25
• Upgrade: AirWatch by VMware from Orange Mgmt Suite to Yellow Mgmt Suite	V-UPG-OMS-PL-YMS-C	V-UPG-OMS-MF-YMS-C	\$24.42	\$16.25
• Upgrade: AirWatch by VMware from Blue Mgmt Suite to Yellow Mgmt Suite	V-UPG-BMS-PL-YMS-C	V-UPG-BMS-MF-YMS-C	\$16.28	\$16.25

### APP VOLUME

• Upgrade: App Volumes Standard to App Volumes Advanced: 10 Pack (CCU)	AV-STD-ADVC10-UG-C	AV-STD-ADVC10-UG-C	\$244.20	\$185.25
• Upgrade: App Volumes Standard to App Volumes Advanced: 100 Pack (CCU)	AV-STD-ADVC100-UG-C	AV-ADVC-100-P-SSS-C	\$2,442.00	\$1,852.50
• Upgrade: App Volumes Standard to App Volumes Advanced: 10 Pack (Named Users)	AV-STD-ADVN10-UG-C	AV-ADVN-10-P-SSS-C	\$162.80	\$123.50
• Upgrade: App Volumes Standard to App Volumes Advanced: 100 Pack (Named Users)	AV-STD-ADVN100-UG-C	AV-ADVN-100-P-SSS-C	\$1,628.00	\$1,235.00
• Upgrade: App Volumes Standard to App Volumes Enterprise: 10 Pack (CCU)	AV-STD-ENTC10-UG-C	AV-ENTC-10-P-SSS-C	\$366.30	\$222.30
• Upgrade: App Volumes Standard to App Volumes Enterprise: 100 Pack (CCU)	AV-STD-ENTC100-UG-C	AV-ENTC-100-P-SSS-C	\$3,663.00	\$2,223.00
• Upgrade: App Volumes Standard to App Volumes Enterprise: 10 Pack (Named Users)	AV-STD-ENTN10-UG-C	AV-ENTN-10-P-SSS-C	\$244.20	\$148.20
• Upgrade: App Volumes Standard to App Volumes Enterprise: 100 Pack (Named Users)	AV-STD-ENTN100-UG-C	AV-ENTN-100-P-SSS-C	\$2,442.00	\$1,482.00
• Upgrade: App Volumes Advanced to App Volumes Enterprise: 10 Pack (CCU)	AV-ADV-ENTC10-UG-C	AV-ENTC-10-P-SSS-C	\$122.10	\$222.30
• Upgrade: App Volumes Advanced to App Volumes Enterprise: 100 Pack (CCU)	AV-ADV-ENTC100-UG-C	AV-ENTC-100-P-SSS-C	\$1,221.00	\$2,223.00
• Upgrade: App Volumes Advanced to App Volumes Enterprise: 10 Pack (Named Users)	AV-ADV-ENTN10-UG-C	AV-ENTN-10-P-SSS-C	\$81.40	\$148.20
• Upgrade: App Volumes Advanced to App Volumes Enterprise: 100 Pack (Named Users)	AV-ADV-ENTN100-UG-C	AV-ENTN-100-P-SSS-C	\$814.00	\$1,482.00

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### FUSION

• Upgrade: Fusion to Fusion Professional Edition, ESD	FUS7-PRO-UG-C	FUS-PRO-P-SSS-C	\$25.90	\$16.25
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\*\*\*\*\* HORIZON \*\*\*\*\*

### HORIZON VIEW STANDARD ADD-ON

• Upgrade: ThinApp Client License to Horizon 7 Standard Add-On (10 Pack CCU)	HZ7-TCL-STA10-UG-C	HZ7-STD-A10-P-SSS-C	\$629.00	\$234.65
• Upgrade: View Enterprise Add-on to Horizon 7 Standard Add-On (10 Pack CCU)	HZ7-ENTA-STA10-UG-C	HZ7-STD-A10-P-SSS-C	\$370.00	\$234.65
• Upgrade: View Enterprise Add-on to Horizon 7 Standard Add-On (100 Pack CCU)	HZ7-ENTA-STA100-UG-C	HZ7-ENTA-STA100-UG-C	\$3,700.00	\$2,346.50
• Upgrade: Horizon Standard Add-On: 10 pack to Horizon 7 Standard Edition: 10 Pack (CCU)	HZ7-STDA-STD10-UG-C	HZ7-STD-10-P-SSS-C	\$259.00	\$308.75
• Upgrade: Horizon Standard Add-On: 100 pk to Horizon 7 Std Edition: 100 Pack (CCU)	HZ7-STDA-STD100-UG-C	HZ7-STD-100-P-SSS-C	\$2,590.00	\$3,087.50
• Upgrade: ThinApp 5 Suite to Horizon 7 Standard (100 Pack CCU)	HZ7-THIN-ST100-UG-C	HZ7-STD-100-P-SSS-C	\$7,400.00	\$3,087.50
• Upgrade: View 5 Enterprise 10 Pack to Horizon 7 Standard (10 Pack CCU)	HZ7-VENT-ST10-UG-C	HZ7-STD-10-P-SSS-C	\$370.00	\$308.75
• Upgrade: View 5 Enterprise 100 pack to Horizon 7 Standard (100 Pack CCU)	HZ7-VENT-ST100-UG-C	HZ7-STD-100-P-SSS-C	\$3,700.00	\$3,087.50
• Upgrade: View Enterprise Add-On to Horizon 7 Standard (10 Pack CCU)	HZ7-EAD-STD10-UG-C	HZ7-STD-10-P-SSS-C	\$647.50	\$308.75
• Upgrade: View Enterprise Add-On to Horizon 7 Standard (100 Pack CCU)	HZ7-EAD-STD100-UG-C	HZ7-STD-100-P-SSS-C	\$6,475.00	\$3,087.50

### HORIZON ADVANCED (NAMED USERS)

• Upgrade: Workspace to Horizon 7 Advanced: 10 Pack (Named Users)	HZ7-WSP-ADN-10-UG-C	HZ7-ADN-10-P-SSS-C	\$407.00	\$308.75
• Upgrade: Mirage 5 to Horizon 7 Advanced (10 Pack Named Users)	HZ7-MRG-ADN-10-UG-C	HZ7-ADN-10-P-SSS-C	\$407.00	\$308.75
• Upgrade: Mirage for Physical to Horizon 7 Advanced (10 Pack Named Users)	HZ7-MGP-ADN-10-UG-C	HZ7-ADN-10-P-SSS-C	\$407.00	\$308.75
• Upgrade: Workspace to Horizon 7 Advanced: 100 Pack (Named Users)	HZ7-WSP-ADN-100-UG-C	HZ7-ADN-100-P-SSS-C	\$4,070.00	\$3,087.50
• Upgrade: Mirage 5 to Horizon 7 Advanced (100 Pack Named Users)	HZ7-MRG-ADN-100-UG-C	HZ7-ADN-100-P-SSS-C	\$4,070.00	\$3,087.50

## New VMware Products & Pricing (and Maintenance)

Product	Product Code	SnS Code	License Fee	1 yr SnS Fee
• Upgrade: Mirage for Physical to Horizon 7 Advanced (100 Pack Named Users)	HZ7-MGP-ADN-100-UG-C	HZ7-ADN-100-P-SSS-C	\$4,070.00	\$3,087.50
• Upgrade: Horizon Standard (100 Pack CCU) to Horizon 7 Advanced (200 Pack Named Users)	HZ7-ST-ADN-200-UG-C	HZ7-ADN-200-P-SSS-C	\$10,175.00	\$6,175.00
• Upgrade: Horizon Standard (10 Pack CCU) to Horizon 7 Advanced (20 Pack Named Users)	HZ7-ST-ADN-20-UG-C	HZ7-ADN-20-P-SSS-C	\$1,017.50	\$617.50
<b>HORIZON ADVANCED (CONCURRENT USERS)</b>				
• Upgrade: Mirage 5 to Horizon 7 Advanced (10 Pack CCU)	HZ7-MRG-ADC-10-UG-C	HZ7-ADC-10-P-SSS-C	\$1,017.50	\$494.00
• Upgrade: Mirage for Physical to Horizon 7 Advanced (10 Pack CCU)	HZ7-MGP-ADC-10-UG-C	HZ7-ADC-10-P-SSS-C	\$1,017.50	\$494.00
• Upgrade: View Add-on to Horizon 7 Advanced (10 Pack CCU)	HZ7-VAD-ADC-10-UG-C	HZ7-ADC-10-P-SSS-C	\$851.00	\$494.00
• Upgrade: Horizon Standard (10 Pack CCU) to Horizon 7 Advanced (10 Pack CCU)	HZ7-ST-ADC-10-UG-C	HZ7-ADC-10-P-SSS-C	\$610.50	\$494.00
• Upgrade: Mirage 5 to Horizon 7 Advanced (100 Pack CCU)	HZ7-MRG-ADC-100-UG-C	HZ7-ADC-100-P-SSS-C	\$10,175.00	\$4,940.00
• Upgrade: Mirage for Physical to Horizon 7 Advanced (100 Pack CCU)	HZ7-MGP-ADC-100-UG-C	HZ7-ADC-100-P-SSS-C	\$10,175.00	\$4,940.00
• Upgrade: View Add-on to Horizon 7 Advanced (100 Pack CCU)	HZ7-VAD-ADC-100-UG-C	HZ7-ADC-100-P-SSS-C	\$8,510.00	\$4,940.00
• Upgrade: Horizon Standard (100 Pack CCU) to Horizon 7 Advanced (100 Pack CCU)	HZ7-ST-ADC-100-UG-C	HZ7-ADC-100-P-SSS-C	\$6,105.00	\$4,940.00
<b>HORIZON ENTERPRISE (NAMED USERS)</b>				
• Upgrade: Horizon Advanced (10 Pack Named Users) to Horizon 7 Ent (10 Pack Named Users)	HZ7-ADN-ENN-10-UG-C	HZ7-ENN-10-P-SSS-C	\$203.50	\$370.50
• Upgrade: Horizon Adv (100 Pack Named Users) to Horizon 7 Ent (100 Pack Named Users)	HZ7-ADN-ENN-100-UG-C	HZ7-ENN-100-P-SSS-C	\$2,035.00	\$3,705.00
• Upgrade: Horizon Standard (100 Pack CCU) to Horizon 7 Enterprise (200 Pack Named Users)	HZ7-ST-ENN-200-UG-C	HZ7-ENN-200-P-SSS-C	\$14,245.00	\$6,175.00
• Upgrade: Horizon Standard (10 Pack CCU) to Horizon 7 Enterprise (20 Pack Named Users)	HZ7-ST-ENN-20-UG-C	HZ7-ENN-20-P-SSS-C	\$1,424.50	\$617.50
• Upgrade: Horizon Enterprise (100 Pack Named Users) to Horizon 7 Enterprise (100 Pack CCU)	HZ7-ENN-ENC-100-UG-C	HZ7-ENC-100-P-SSS-C	\$9,157.50	\$6,175.00
• Upgrade: Horizon Enterprise (10 Pack Named Users) to Horizon 7 Enterprise (10 Pack CCU)	HZ7-ENN-ENC-10-UG-C	HZ7-ENC-10-P-SSS-C	\$915.75	\$617.50
• Upgrade: App Volumes Advanced to Horizon 7 Enterprise Edition: 10 Pack (Named Users)	HZ7-AVA-ENN10-UG-C	HZ7-ENN-10-P-SSS-C	\$1,017.50	\$370.50
• Upgrade: App Volumes Enterprise to Horizon 7 Enterprise Edition: 10 Pack (Named Users)	HZ7-AVE-ENN10-UG-C	HZ7-ENN-10-P-SSS-C	\$936.10	\$370.50
• Upgrade: App Volumes Enterprise to Horizon 7 Enterprise Edition: 100 Pack (Named Users)	HZ7-AVE-ENN100-UG-C	HZ7-ENN-100-P-SSS-C	\$9,361.00	\$3,705.00
• Upgr: Horiz 7 Adv Addon to Horiz 7 Ent Addon: 10 Pk(Nmd Usrs).Doesn't incl vSph,vCntr&VSAN	HZ7-ENN-A10-UG-C	HZ7-ENN-A10-P-SSS-C	\$345.95	\$352.30
• Upgr: Horiz 7 Adv Addon to Horiz7 Ent Addon: 100 Pk(Nmd Usrs).Doesn't incl vSph,vCntr&VSAN	HZ7-ENN-A100-UG-C	HZ7-ENN-A100-P-SSS-C	\$3,459.50	\$3,519.75
<b>HORIZON ENTERPRISE (CONCURRENT USERS)</b>				
• Upgrade: App Volumes to Horizon ENT (10 Pack) (CCU)	HZ7-AVS-ENC10-UG-C	HZ7-ENC-10-P-SSS-C	\$1,424.50	\$617.50
• Upgrade: Horizon for Linux to Horizon 7 Enterprise (10 Pack CCU)	HZ7-LXC-ENC-10-UG-C	HZ7-ENC-10-P-SSS-C	\$1,729.75	\$617.50
• Upgrade: Horizon for Linux to Horizon 7 Enterprise (100 Pack CCU)	HZ7-LXC-ENC-100-UG-C	HZ7-ENC-100-P-SSS-C	\$17,297.50	\$6,175.00
• Upgrade: View Add-on to Horizon 7 Enterprise (10 Pack CCU)	HZ7-VAD-ENC-10-UG-C	HZ7-ENC-10-P-SSS-C	\$1,258.00	\$617.50
• Upgrade: Horizon View STD to ENT (10 pack) (CCU)	HZ7-ST-ENC-10-UG-C	HZ7-ENC-10-P-SSS-C	\$1,017.50	\$617.50
• Upgrade: App Volumes Standard to Horizon 7 Enterprise Edition: 100 Pack (CCU)	HZ7-AVS-ENC100-UG-C	HZ7-ENC-100-P-SSS-C	\$11,803.00	\$6,175.00
• Upgrade: View Add-on to Horizon 7 Enterprise (100 Pack CCU)	HZ7-VAD-ENC-100-UG-C	HZ7-ENC-100-P-SSS-C	\$12,580.00	\$6,175.00
• Upgrade: Horizon View STD to ENT (100 pack) (CCU)	HZ7-ST-ENC-100-UG-C	HZ7-ENC-100-P-SSS-C	\$10,175.00	\$6,175.00
• Upgrade: Horizon Advanced (100 Pack CCU) to Horizon Enterprise (100 Pack CCU)	HZ7-ADC-ENC-100-UG-C	HZ7-ENC-100-P-SSS-C	\$4,070.00	\$6,175.00
• Upgrade: App Volumes Standard to Horizon 7 Enterprise Edition: 10 Pack (CCU)	HZ7-AVS-ENC10-UG-C	HZ7-ENC-10-P-SSS-C	\$1,180.30	\$370.50
• Upgrade: App Volumes Standard to Horizon 7 Enterprise Edition: 100 Pack (CCU)	HZ7-AVS-ENC100-UG-C	HZ7-ENC-100-P-SSS-C	\$11,803.00	\$6,175.00
• Upgrade: App Volumes Advanced to Horizon 7 Enterprise Edition: 10 Pack (CCU)	HZ7-AVA-ENC10-UG-C	HZ7-ENC-10-P-SSS-C	\$1,729.75	\$617.50
• Upgrade: App Volumes Advanced to Horizon 7 Enterprise Edition: 100 Pack (CCU)	HZ7-AVA-ENC100-UG-C	HZ7-ENC-100-P-SSS-C	\$17,297.50	\$6,175.00
• Upgrade: App Volumes Enterprise to Horizon 7 Enterprise Edition: 10 Pack (CCU)	HZ7-AVE-ENC10-UG-C	HZ7-ENC-10-P-SSS-C	\$1,607.65	\$617.50
• Upgrade: App Volumes Enterprise to Horizon 7 Enterprise Edition: 100 Pack (CCU)	HZ7-AVE-ENC100-UG-C	HZ7-ENC-100-P-SSS-C	\$16,076.50	\$6,175.00
• Upgr: Horiz 7 Adv Add-on to Horiz 7 Ent Add-on: 10 Pk (CCU). Doesn't incl vSph, vCntr & VSAN	HZ7-E10-AERC-UG-C	HZ7-E10-AERC-P-SSS-C	\$508.75	\$525.50
• Upgr: Horiz 7 Adv Add-on to Horiz 7 Ent Add-on: 100 Pk (CCU). Doesn't incl vSph, vCntr & VSAN	HZ7-E100-AERC-UG-C	HZ7-E100-AERC-P-SSS-C	\$5,087.50	\$5,248.75
<b>HORIZON FLEX</b>				
• Upgrade:Fusion 6/7 or Player 6/7 or Workstation 10/11 to Horizon FLEX per Device	HZ-F7WS11-FLX-UG-C	HZ-FLX-1-P-SSS-C	\$66.60	\$308.75
• Upgrade:Fusion 8 Pro/Wrkstation 12 Player/Wrkstation 12 Pro to Horizon FLEX per Device	HZ-F8WS12-FLX-UG-C	HZ-FLX-1-P-SSS-C	\$37.00	\$308.75
..... <b>ITBM</b> .....				
<b>NSX / NICIRA</b>				
• Upgrade: NSX Standard per Processor to NSX Advanced per Processor	NX-STD-ADV-UG-C	NX-ADV-P-SSS-C	\$1,017.50	\$555.10
• Upgrade: NSX Standard per Processor to NSX Enterprise per Processor	NX-STD-ENT-UG-C	NX-ENT-P-SSS-C	\$2,035.00	\$863.85
• Upgrade: NSX Advanced per Processor to NSX Enterprise per Processor	NX-ADV-ENT-UG-C	NX-ENT-P-SSS-C	\$1,017.50	\$863.85
• Upgrade: NSX Advanced for Desktop to NSX Enterprise for Desktop: 100 pack (CCU)	NX-ADV-ENTC100-UG-C	NX-ENTC-100-P-SSS-C	\$2,035.00	\$1,729.00
..... <b>NSX for MULTI-HYPERVISOR</b> .....				
..... <b>PIVOTAL</b> .....				
..... <b>PLAYER</b> .....				

## New VMware Products & Pricing (and Maintenance)

Product	Product Code	SnS Code	License Fee	1 yr SnS Fee
<b>PLAYER PRO</b>				
• Upgrade: Player 6 Plus to Player 7 Pro	PLAY7-PRO-PLAY6-UG-C	PLAY7-PRO-P-SSS-C	\$29.60	\$18.20
***** <i>User Environment Manager</i> *****				
<b>USER ENVIRONMENT MANAGER</b>				
• Upgrade: User Environment Manager to Horizon 7 Enterprise: 10 Pack (CCU)	HZ7-UEM-ENC-10-UG-C	HZ7-ENC-10-P-SSS-C	\$1,942.50	\$617.50
• Upgrade: User Environment Manager to Horizon 7 Enterprise: 100 Pack (CCU)	HZ7-UEM-ENC-100-UG-C	HZ7-ENC-100-P-SSS-C	\$19,425.00	\$6,175.00
• Upgrade: User Environment Manager to Horizon 7 Enterprise: 100 Pack (Named Users)	HZ7-UEM-ENN-100-UG-C	HZ7-ENN-100-P-SSS-C	\$11,840.00	\$3,705.00
***** <i>vCENTER</i> *****				
<b>vCENTER</b>				
• Upgrade: vCenter Server Foundation to Standard	VCS6-FND-STD-UG-C	VCS6-STD-P-SSS-C	\$1,424.50	\$811.85
• Upgrade: vCenter Site Recovery Manager - STD to ENT (25 VM Pack)	VC-SRM6-25E-UG-C	VC-SRM6-25E-P-SSS-C	\$3,052.50	\$1,528.15
***** <i>vCLOUD</i> *****				
<b>vCLOUD</b>				
• Upgrade: vSphere 6 with Operations Mgmt Ent Plus (Per CPU) to vCloud Ste 7 Std	CL7-OEPL-STD-UG-C	CL7-STD-P-SSS-C	\$305.25	\$616.85
• Upgrade: vSphere 6 with Operations Mgmt Ent Plus (Per CPU) to vCloud Ste 7 Ent	CL7-OEPL-ENT-UG-C	CL7-ENT-P-SSS-C	\$2,950.75	\$1,419.60
• Upgrade: vSphere 6 with Operations Mgmt Ent Plus (Per CPU) to vCloud Ste 7 Adv	CL7-OEPL-ADV-UG-C	CL7-ADV-P-SSS-C	\$1,322.75	\$925.60
***** <i>vREALIZE</i> *****				
***** <i>vREALIZE BUSINESS</i> *****				
<b>vREALIZE CLOUD MGMT PLATFORM ENTERPRISE</b>				
• Upgrade: vC.OpsMgtSuiteADV to vRealizeCloudMgtENT (25 OSI)	VR-OADV-CMPENT-UG-C	VR-CMP-ENT-P-SSS-C	\$7,326.00	\$3,071.90
• Upgrade: vC.LogInsight perOSI to vRealizeCloudMgtENT (25 OSI)	VR-LIS-CMPENT-UG-C	VR-CMP-ENT-P-SSS-C	\$8,090.05	\$3,071.90
<b>vREALIZE OPERATIONS</b>				
• Upgrade: vRealize Ops STD (25 VM-PK) to vRealize Ops ADV (25 OSI-PK)	VR6-OSTD-OADV-UG-C	VR6-OADV25-P-SSS-C	\$1,526.25	\$772.20
• Upgrade: vRealize Ops STD (25 VM-PK) to vRealize Ops ENT (25 OSI-PK)	VR6-OSTD-OENT-UG-C	VR6-OENT25-P-SSS-C	\$4,834.05	\$1,852.50
• Upgrade: vRealize Ops ADV (25 OSI Pack) to vRealize Ops ENT (25 OSI-PK)	VR6-OADV-OENT-UG-C	VR6-OENT25-P-SSS-C	\$4,273.50	\$1,852.50
<b>vREALIZE OPERATIONS INSIGHT</b>				
• Upgrade: vCenter Log Insight (CPU) to vRealize Ops Insight	VR-LIS-OIST-UG-C	VR-OIST-BUN-P-SSS-C	\$203.50	\$247.00
<b>vREALIZE PUBLIC CLOUD EXTENSION</b>				
• Upgr: vRealize Auto 7 Adv Public Cloud Ext to vRealize Auto 7 Ent Public Cloud Ext (25 OSI Pk)	VR7-APCA-APCE-UG-C	VR7-ATPCE25-P-SSS-C	\$1,985.05	\$1,219.40
• Upgrade: vRealize Automation 7 Advanced to VMware vRealize Automation 7 Enterprise (25 OSI Pack)	VR7-ATAD-ATEN-UG-C	VR7-ATEN25-P-SSS-C	\$3,816.55	\$1,219.40
<b>vREALIZE SUITE</b>				
• Upgrade: vCenter Log Insight to vRealize STE ADV (25 OSI Pack)	VR-LIS-STEADV-UG-C	VR-STE-ADV-P-SSS-C	\$4,834.05	\$2,083.90
• Upgrade: vCenter Ops Mgt STE ADV to vRealize STE ADV (25 OSI Pack)	VR-OADV-STEADV-UG-C	VR-STE-ADV-P-SSS-C	\$4,070.00	\$2,083.90
• Upgrade: vCenter Ops Mgt STE STD to vRealize STE ADV (25 OSI Pack)	VR-OSTD-STEADV-UG-C	VR-STE-ADV-P-SSS-C	\$5,596.25	\$2,083.90
• Upgrade: vRealize BUS STD (25 OSI) to vRealize STE ADV (25 OSI Pack)	VR-BOSTD-STEADV-UG-C	VR-STE-ADV-P-SSS-C	\$4,834.05	\$2,083.90
• Upgrade: vRealize Automation 7 Adv (25 OSI) to vRealize Suite 7 Adv (2 PLU)	VR7-AADV-ADV-UG-C	VR7-ADV2-P-SSS-C	\$2,286.60	\$1,543.10
• Upgrade: vRealize Automation 7 Adv (25 OSI) to vRealize Suite 7 Ent (Per PLU)	VR7-AADV-ENT-UG-C	VR7-ENT-P-SSS-C	\$355.20	\$956.80
• Upgrade: vRealize Automation 7 Ent (25 OSI) to vRealize Suite 7 Ent (2 PLU)	VR7-AENT-ENT-UG-C	VR7-ENT2-P-SSS-C	\$1,472.60	\$1,913.60
• Upgrade: vRealize Business for Cloud 7 Adv (25 OSI) to vRealize Suite 7 Adv (Per PLU)	VR7-BCLO-ADV-UG-C	VR7-ADV-P-SSS-C	\$506.90	\$771.55
• Upgrade: vRealize Business for Cloud 7 Adv (25 OSI) to vRealize Suite 7 Ent (Per PLU)	VR7-BCLO-ENT-UG-C	VR7-ENT-P-SSS-C	\$1,117.40	\$956.80
• Upgrade: vRealize Business for Cloud 7 Adv (Per CPU) to vRealize Suite 7 Adv (Per PLU)	VR7-BCLC-ADV-UG-C	VR7-ADV-P-SSS-C	\$1,320.90	\$771.55
• Upgrade: vRealize Business for Cloud 7 Adv (Per CPU) to vRealize Suite 7 Ent (Per PLU)	VR7-BCLC-ENT-UG-C	VR7-ENT-P-SSS-C	\$1,931.40	\$956.80
• Upgrade: vRealize Log Insight 3 (25 OSI) to vRealize Suite 7 Advanced (Per PLU)	VR7-LIS30-ADV-UG-C	VR7-ADV-P-SSS-C	\$506.90	\$771.55
• Upgrade: vRealize Log Insight 3 (25 OSI) to vRealize Suite 7 Enterprise (Per PLU)	VR7-LIS30-ENT-UG-C	VR7-ENT-P-SSS-C	\$1,117.40	\$956.80
• Upgrade: vRealize Log Insight 3 (25 OSI) to vRealize Suite 7 Standard (2 PLU)	VR7-LIS30-STD-UG-C	VR7-STD2-P-SSS-C	\$1,013.80	\$925.60

## New VMware Products & Pricing (and Maintenance)

Product	Product Code	SnS Code	License Fee	1 yr SnS Fee
• Upgrade: vRealize Log Insight 3 (Per CPU) to vRealize Suite 7 Standard (Per PLU)	VR7-LIS3C-STD-UG-C	VR7-STD-P-SSS-C	\$913.90	\$462.80
• Upgrade: vRealize Log Insight 3 (Per CPU) to vRealize Suite 7 Advanced (Per PLU)	VR7-LIS3C-ADV-UG-C	VR7-ADV-P-SSS-C	\$1,931.40	\$771.55
• Upgrade: vRealize Log Insight 3 (Per CPU) to vRealize Suite 7 Enterprise (Per PLU)	VR7-LIS3C-ENT-UG-C	VR7-ENT-P-SSS-C	\$2,541.90	\$956.80
• Upgrade: vRealize Operations 6 Advanced (25 OSI) to vRealize Suite 7 Standard (2 PLU)	VR7-OADV-STD-UG-C	VR7-STD2-P-SSS-C	\$251.60	\$925.60
• Upgrade: vRealize Operations 6 Advanced (25 OSI) to vRealize Suite 7 Advanced (2 PLU)	VR7-OADV-ADV-UG-C	VR7-ADV2-P-SSS-C	\$2,286.60	\$1,543.10
• Upgrade: vRealize Ops 6 Ent (25 OSI) to vRealize Ste 7 Std & App Monitoring Add-On (4 PLU)	VR7-OENT-STD-UG-C	VR7-STAM4-P-SSS-C	\$1,467.05	\$489.45
• Upgrade: vRealize Ops 6 Ent (25 OSI) to vRealize Ste 7 Adv & App Monitoring Add-On (3 PLU)	VR7-OENT-ADV-UG-C	VR7-ADAM3-P-SSS-C	\$2,386.50	\$796.90
• Upgrade: vRealize Ops 6 Ent (25 OSI) to vRealize Ste 7 Adv & App Monitoring Add-On (3 PLU)	VR7-OADV-ENT-UG-C	VR7-ENT-P-SSS-C	\$355.20	\$956.80
• Upgrade: vRealize Operations 6 Enterprise (25 OSI) to vRealize Suite 7 Enterprise (3 PLU)	VR7-OENT-ENT-UG-C	VR7-ENT3-P-SSS-C	\$2,386.50	\$2,870.40
• Upgrade: vRealize Operations 6 Standard (25 VM Pack) to vRealize Ste 7 Standard (Per PLU)	VR7-OSTDO-STD-UG-C	VR7-STD-P-SSS-C	\$253.45	\$462.80
• Upgrade: vRealize Operations 6 Standard (25 VM Pack) to vRealize Ste 7 Advanced (Per PLU)	VR7-OSTDO-ADV-UG-C	VR7-ADV-P-SSS-C	\$1,270.95	\$771.55
• Upgrade: vRealize Operations 6 Standard (25 VM Pack) to vRealize Ste 7 Enterprise (Per PLU)	VR7-OSTDO-ENT-UG-C	VR7-ENT-P-SSS-C	\$1,881.45	\$956.80
• Upgrade: vRealize Operations 6 Standard (Per CPU) to vRealize Suite 7 Standard (Per PLU)	VR7-OSTDC-STD-UG-C	VR7-STD-P-SSS-C	\$1,219.15	\$462.80
• Upgrade: vRealize Operations 6 Standard (Per CPU) to vRealize Suite 7 Advanced (Per PLU)	VR7-OSTDC-ADV-UG-C	VR7-ADV-P-SSS-C	\$2,236.65	\$771.55
• Upgrade: vRealize Operations 6 Standard (Per CPU) to vRealize Suite 7 Enterprise (Per PLU)	VR7-OSTDC-ENT-UG-C	VR7-ENT-P-SSS-C	\$2,588.15	\$956.80
• Upgrade: vRealize Operations Insight 6 (Per CPU) to vRealize Suite 7 Standard (Per PLU)	VR7-OIST-STD-UG-C	VR7-STD-P-SSS-C	\$710.40	\$462.80
• Upgrade: vRealize Operations Insight 6 (Per CPU) to vRealize Suite 7 Advanced (Per PLU)	VR7-OIST-ADV-UG-C	VR7-ADV-P-SSS-C	\$1,727.90	\$771.55
• Upgrade: vRealize Operations Insight 6 (Per CPU) to vRealize Suite 7 Enterprise (Per PLU)	VR7-OIST-ENT-UG-C	VR7-ENT-P-SSS-C	\$2,338.40	\$956.80
• Upgrade: vRealize Suite 7 Standard (Per PLU) to vRealize Suite 7 Advanced (Per PLU)	VR7-STD-ADV-UG-C	VR7-ADV-P-SSS-C	\$1,017.50	\$771.55
• Upgrade: vRealize Suite 7 Standard (Per PLU) to VMware Suite 7 Enterprise (Per PLU)	VR7-STD-ENT-UG-C	VR7-ENT-P-SSS-C	\$1,628.00	\$956.80
• Upgrade: vRealize Suite 7 Advanced (Per PLU) to vRealize Suite 7 Enterprise (Per PLU)	VR7-ADV-ENT-UG-C	VR7-ENT-P-SSS-C	\$610.50	\$956.80

### .....vSAN / STORAGE .....

#### VIRTUAL SAN BUNDLE

• Upgrade: Virtual SAN 6 Std for Desktop to Virtual SAN 6 Adv for Desktop : 10 Pack (CCU)	ST6-STAD-D10-UG-C	ST6-AD-D10-P-SSS-C	\$203.50	\$123.50
• Upgrade: Virtual SAN 6 Std for Desktop to Virtual SAN 6 Adv for Desktop : 100 Pack (CCU)	ST6-STAD-D100-UG-C	ST6-AD-D100-P-SSS-C	\$2,035.00	\$1,235.00
• Upgrade: Virtual SAN 6 Standard for 1 processor to Virtual SAN 6 Advanced for 1 processor	ST6-ST-AD-UG-C	ST6-AD-P-SSS-C	\$610.50	\$493.35
• Upgrade: vSphere Storage Appliance to Virtual SAN Bundle	ST6-VSA-VSAN-UG-C	ST6-VSAN-BN-P-SSS-C	\$4,245.75	\$1,417.00
• Upgrade: Virtual SAN 6 Standard for 1 processor to Virtual SAN 6 Enterprise for 1 processor	ST6-ST-EN-UG-C	ST6-EN-P-SSS-C	\$1,221.00	\$678.60
• Upgrade: Virtual SAN 6 Advanced for 1 processor to Virtual SAN 6 Enterprise for 1 processor	ST6-AD-EN-UG-C	ST6-EN-P-SSS-C	\$610.50	\$678.60
• Upgrade: Virtual SAN 6 Standard for Desktop to Virtual SAN 6 Ent for Desktop : 10 Pack (CCU)	ST6-STEN-D10-UG-C	ST6-EN-D10-P-SSS-C	\$284.90	\$148.20
• Upgrade: Virtual SAN 6 Std for Desktop to Virtual SAN 6 Ent for Desktop : 100 Pack (CCU)	ST6-STEN-D100-UG-C	ST6-EN-D100-P-SSS-C	\$2,849.00	\$1,482.00
• Upgrade: Virtual SAN 6 Adv for Desktop to Virtual SAN 6 Ent for Desktop : 10 Pack (CCU)	ST6-ADEN-D10-UG-C	ST6-EN-D10-P-SSS-C	\$81.40	\$148.20
• Upgrade: Virtual SAN 6 Adv for Desktop to Virtual SAN 6 Ent for Desktop : 100 Pack (CCU)	ST6-ADEN-D100-UG-C	ST6-EN-D100-P-SSS-C	\$814.00	\$1,482.00

#### vSPHERE

• Upgrade: vSphere 6 Essentials Kit to vSphere 6 Standard Acceleration Kit for 6 processors	VS6-ES-STD-AK-UG-C	VS6-STD-AK-P-SSS-C	\$3,977.50	\$1,357.85
• Upgrade: vSphere 6 Essentials Kit to vSphere 6 Ent Plus Acceleration Kit for 6 proc	VS6-ES-EPL-AK-UG-C	VS6-EPL-AK-P-SSS-C	\$8,417.50	\$2,839.85
• Upgrade: vSphere 6 Essentials plus Kit to vSphere 6 Std Acceleration Kit for 6 proc	VS6-ESP-STD-AK-UG-C	VS6-STD-AK-P-SSS-C	\$2,645.50	\$1,357.85
• Upgrade: vSphere 6 Essentials plus Kit to vSphere 6 Ent Plus Acceleration Kit for 6 proc	VS6-ESP-EPL-AK-UG-C	VS6-EPL-AK-P-SSS-C	\$7,529.50	\$2,839.85

### ..... vSPHERE ENTERPRISE .....

#### vSPHERE ENTERPRISE PLUS

• Upgrade: vSphere STD to ENT PLUS for 1 processor	VS6-STD-EPL-UG-C	VS6-EPL-P-SSS-C	\$1,017.50	\$568.10
• Upgrade: vSphere ENT to ENT PLUS for 1 processor	VS6-ENT-EPL-UG-C	VS6-EPL-P-SSS-C	\$276.91	\$568.10

#### vSPHERE w/ OPS MGMT STANDARD

#### vSPHERE w/ OPS MGMT ENTERPRISE

#### vSPHERE w/ OPS MGMT ENTERPRISE PLUS

• Upgrade: vSphere STD to vSphere w/ Ops Mgt ENT PLUS for 1 Processor	VS6-STD-OEPL-UG-C	VS6-OEPL-P-SSS-C	\$1,322.75	\$524.55
• Upgrade: vSphere ENT to vSphere w/ Ops Mgt ENT PLUS for 1 Processor	VS6-ENT-OEPL-UG-C	VS6-OEPL-P-SSS-C	\$558.70	\$524.55
• Upgrade: vSphere ENT PL to vSphere w/ Ops Mgt ENT PLUS for 1 Processor	VS6-EPL-OEPL-UG-C	VS6-OEPL-P-SSS-C	\$305.25	\$524.55
• Upgrade: vSphere w/ Ops Mgt ENT to ENT PLUS for 1 Processor	VS6-OENT-OEPL-UG-C	VS6-OEPL-P-SSS-C	\$253.45	\$524.55

## New VMware Products & Pricing (and Maintenance)

Product	Product Code	SnS Code	License Fee	1 yr SnS Fee
<b>vSPHERE w/ OPS MGMT STANDARD ACCELERATION KIT</b>				
• Upgrade: vSphereEssent to vSphere w/OpsMgmt STD Accel Kit	VS5-ES-MSTD-AK-UG-C	VS5-MSTD-AK-P-SSS-C	\$3,605.65	\$1,234.35
• Upgrade: vSphereEssentPlus to vSphere w/OpsMgmt STD Accel Kit	VS5-ESP-MSTD-AK-UG-C	VS5-MSTD-AK-P-SSS-C	\$2,238.50	\$1,234.35
<b>vSPHERE w/ OPS MGMT ENTERPRISE ACCELERATION KIT</b>				
<b>vSPHERE w/ OPS MGMT ENTERPRISE PLUS ACCELERATION KIT</b>				
• Upgrade: vSphereEssent to vSphere w/OpsMgt ENTPL Accel Kit	VS5-ES-VEPL-AK-UG-C	VS5-VEPLAK-2M-PSSS-C	\$8,600.65	\$2,901.60
• Upgrade: vSphereEssentPI to vSphere w/OpsMgtENTPL Accel Kit	VS5-ESP-VEPL-AK-UG-C	VS5-VEPLAK-2M-PSSS-C	\$7,733.00	\$2,901.60
<b>vSPHERE ESSENTIALS PLUS</b>				
• Upgrade: vSphereEssent to EssentPlus Kit - for 3 hosts (Max 2 proc per host)	VS6-ES-ESPL-UG-C	VS6-ESP-KIT-P-SSS-C	\$1,628.00	\$555.10
<b>vSPHERE ESSENTIALS PLUS for RETAIL &amp; BRANCH OFFICES</b>				
• Upgrade: vSphereEssent to EssentPlus Kit - for 3 hosts (Max 2 proc per host)	VS6-ES-ESPL-UG-C	VS6-ESP-KIT-P-SSS-C	\$1,628.00	\$555.10
<b>vSPHERE REMOTE/BRANCH OFFICE</b>				
• Upgrade: vSphereRemoteBranchOffice STD to ADV (25 VM Pack)	VS6-RBSTD-ADV25-UG-C	VS6-RBADV-2M-PSSS-C	\$610.50	\$555.75
<b>WORKSPACE</b>				
• Upgr: AirWatch Green Mgmt Ste User Based License to Workspace One Adv, Perpet, Per User	V-UG-GUWOA-PLL-U-C	V-UG-GUWOA-SSS-U-P-C	\$55.50	\$26.00
• Upgr: AirWatch Green Mgmt Ste Device Based License to Wrkspce One Adv, Perpet, Per User	V-UG-GDWOA-PLL-U-C	V-UG-GDWOA-SSS-U-P-C	\$74.00	\$26.00
• Upgr: AirWatch Orng Mgmt Ste User Based License to Workspace One Adv, Perpet, Per User	V-UG-OUWOA-PLL-U-C	V-UG-OUWOA-SSS-U-P-C	\$37.00	\$26.00
• Upgr: AirWatch Orng Mgmt Ste Device Based License to Workspce One Adv, Perpet, Per User	V-UG-ODWOA-PLL-U-C	V-UG-ODWOA-SSS-U-P-C	\$64.75	\$26.00
• Upgr: AirWatch Blu Mgmt Ste Device Based License to Wrkspc One Adv, Perpet, Per User	V-UG-BDWOA-PLL-U-C	V-UG-BDWOA-SSS-U-P-C	\$55.50	\$26.00
• Upgr: AirWatch Yllw Mgmt Ste Device Based License to Workspace One Adv, Perpet, Per User	V-UG-YDWOA-PLL-U-C	V-UG-YDWOA-SSS-U-P-C	\$40.70	\$26.00
• Upgrade: Workspace ONE Standard to Workspace ONE Advanced Perpetual: 1 User	V-UG-WSA-PLL-U-C	V-UG-WSA-SSS-U-P-C	\$32.56	\$26.00
..... <b>WORKSPACE SUITE</b> .....				
..... <b>WORKSTATION</b> .....				
<b>WORKSTATION</b>				
• Upgrade: Workstation 11 UPG Vers: 9.x/10.x/or Plyr 6 + for Linux/Windows ESD	WS11-LW-UG-CE	WS-P-SSS-C	\$44.03	\$30.55
• Upgrade: Workstation 11 Upgrade from Player Pro for Lin/Win,ESD	WS11-LWP7-UG-CE	WS-P-SSS-C	\$37.00	\$30.55
• Upgrade: Workstation 12 Player to Workstation 12 Pro	WS12-PLAY-UG-CE	WS-P-SSS-C	\$37.00	\$30.55

## Maintenance Renewal Pricing (existing OARnet licenses ONLY)

Product	SnS Code	1 yr SnS Fee
<b>AIRWATCH</b>		
• AirWatch by VMware Secure Content Locker Collaborate	V-CLC-SSS-D-P-C	\$6.50
• AirWatch by VMware Management Suite for Laptops	V-LTP-SSS-D-P-C	\$6.50
• AirWatch by VMware Management Suite for Rugged Devices	V-RUG-SSS-D-P-C	\$6.50
• AirWatch by VMware Green Management Suite	V-GMS-SSS-D-P-C	\$6.50
• AirWatch by VMware Orange Management Suite	V-OMS-SSS-D-P-C	\$8.45
• AirWatch by VMware Blue Management Suite	V-BMS-SSS-D-P-C	\$11.05
• AirWatch by VMware Yellow Management Suite	V-YMS-SSS-D-P-C	\$16.25
• AirWatch Yellow Management Suite Perpetual: 1 User	V-YMS-SSS-U-G-C	\$31.85
<b>APP VOLUME</b>		
• App Volumes 10 Pack (CCU)	CV-CCU-10-P-SSS-C	\$185.25
• App Volumes 100 Pack (CCU)	CV-CCU-100-P-SSS-C	\$1,852.50
• App Volumes Standard 10 Pack (CCU)	AV-STDC-10-P-SSS-C	\$111.15
• App Volumes Standard 100 Pack (CCU)	AV-STDC-100-P-SSS-C	\$1,111.50
• App Volumes Standard 10 Pack (Named Users)	AV-STDN-10-P-SSS-C	\$74.10
• App Volumes Standard 100 Pack (Named Users)	AV-STDN-100-P-SSS-C	\$741.00
• App Volumes Advanced 10 Pack (CCU)	AV-ADVC-10-P-SSS-C	\$185.25
• App Volumes Advanced 100 Pack (CCU)	AV-ADVC-100-P-SSS-C	\$1,852.50



## New VMware Products & Pricing (and Maintenance)

Product	Product Code	SnS Code	License Fee	1 yr SnS Fee
• App Volumes Advanced 10 Pack (Named Users)	AV-ADVN-10-P-SSS-C		\$123.50	
• App Volumes Advanced 100 Pack (Named Users)	AV-ADVN-100-P-SSS-C		\$1,235.00	
• App Volumes Enterprise 10 Pack (CCU)	AV-ENTC-10-P-SSS-C		\$222.30	
• App Volumes Enterprise 100 Pack (CCU)	AV-ENTC-100-P-SSS-C		\$2,223.00	
• App Volumes Enterprise 10 Pack (Named Users)	AV-ENTN-10-P-SSS-C		\$148.20	
• App Volumes Enterprise 100 Pack (Named Users)	AV-ENTN-100-P-SSS-C		\$1,482.00	
<b>***** CONTINUENT*****</b>				
<b>FUSION</b>				
• Fusion Professional Edition, ESD (SnS is optional)	FUS-PRO-P-SSS-C		\$16.25	
<b>HORIZON</b>				
• Horizon DaaS On Premise Platform: 100-pack	HZ-DS-100-P-SSS-C		\$3,396.25	
• Horizon FLEX 10 pack (Per Device)	HZ-FLX-10-P-SSS-C		\$308.75	
• Horizon FLEX Add-On 10 pack (Per Device)	HZ-FLX-AD10-P-SSS-C		\$185.25	
• Horizon 7 for Linux: 10 Pack (CCU)	HZ7-LXC-10-P-SSS-C		\$185.25	
• Horizon 7 for Linux: 100 Pack (CCU)	HZ7-LXC-100-P-SSS-C		\$1,852.50	
• Horizon View Standard Add-On: 10 pack (CCU)	HZ7-STD-A10-P-SSS-C		\$234.65	
• Horizon View Standard Add-On: 100 pack (CCU)	HZ7-STD-A100-P-SSS-C		\$2,346.50	
• Horizon View Standard Edition (10 pack) (CCU)	HZ7-STD-10-P-SSS-C		\$308.75	
• Horizon View Standard Edition (100 pack) (CCU)	HZ7-STD-100-P-SSS-C		\$3,087.50	
• Horizon Advanced Edition (10 pack) (CCU)	HZ7-ADC-10-P-SSS-C		\$494.00	
• Horizon Advanced Edition (100 pack) (CCU)	HZ7-ADC-100-P-SSS-C		\$4,940.00	
• Horizon 7 Advanced : 10 Pack (Named Users)	HZ7-ADN-10-P-SSS-C		\$308.75	
• Horizon 7 Advanced : 100 Pack (Named Users)	HZ7-ADN-100-P-SSS-C		\$3,087.50	
• Horizon Application Mgt Bundle: 10 Pack (Named Users)	HZ-APMN-10-P-SSS-C		\$148.20	
• Horizon Application Mgt Bundle: 100 Pack (Named Users)	HZ-APMN-100-P-SSS-C		\$1,482.00	
• Horizon 7 Enterprise : 10 Pack (CCU)	HZ7-ENC-10-P-SSS-C		\$617.50	
• Horizon 7 Enterprise : 100 Pack (CCU)	HZ7-ENC-100-P-SSS-C		\$6,175.00	
• Horizon 7 Enterprise : 10 Pack (Named Users)	HZ7-ENN-10-P-SSS-C		\$370.50	
• Horizon 7 Enterprise : 100 Pack (Named Users)	HZ7-ENN-100-P-SSS-C		\$3,705.00	
• Horizon Workspace Portal: 10 pack	WSP-10-P-SSS-C		\$61.75	
• Horizon Workspace Portal: 100 pack	WSP-100-P-SSS-C		\$617.50	
• Horizon 7 Adv Add-on: 10 Pack (CCU). Does not include vSphere, vCenter and Virtual SAN	HZ7-A10-AERC-P-SSS-C		\$370.50	
• Horizon 7 Adv Add-on: 100 Pack (CCU). Does not include vSphere, vCenter and Virtual SAN	HZ7-A100-AERC-P-SSS-C		\$3,705.00	
• Horizon 7 Adv Add-on: 10 Pack (Named Users). Does not incl vSphere, vCenter & Virtual SAN	HZ7-ADN-A10-P-SSS-C		\$247.00	
• Horizon 7 Adv Add-on: 100 Pack (Named Users). Does not incl vSphere, vCenter & Virtual SAN	HZ7-ADN-A100-P-SSS-C		\$2,470.00	
• Horizon 7 Ent Add-on: 10 Pack (CCU). Does not include vSphere, vCenter and Virtual SAN	HZ7-E10-AERC-P-SSS-C		\$525.50	
• Horizon 7 Ent Add-on: 100 Pack (CCU). Does not include vSphere, vCenter and Virtual SAN	HZ7-E100-AERC-P-SSS-C		\$5,248.75	
• Horizon 7 Ent Add-on: 10 Pack (Named Users). Does not incl vSphere, vCenter & Virtual SAN	HZ7-ENN-A10-P-SSS-C		\$352.30	
• Horizon 7 Ent Add-on: 100 Pack (Named Users). Does not incl vSphere, vCenter & Virtual SAN	HZ7-ENN-A100-P-SSS-C		\$3,519.75	
<b>IT BUSINESS/FINANCIAL MANAGEMENT</b>				
• IT Business Management Foundation package	DF-ITBM-FND-P-SSS-C		\$55,575.00	
• IT Business Management Additional User	DF-ITBM-P-SSS-C		\$9,262.50	
• IT Business Management Read-Only	DF-ITBM5-P-SSS-C		\$2,778.75	
• IT Business Management Suite Standard (25 OSI pack)	BM-STD25-P-SSS-C		\$308.75	
• IT Financial Management Foundation package	DF-ITFM-FND-P-SSS-C		\$37,050.00	
• IT Financial Management Additional User	DF-ITFM-ADD-P-SSS-C		\$7,410.00	
• IT Financial Management Read-Only	DF-ITFM5-P-SSS-C		\$2,778.75	
• vRealize Business Advanced Additional User - perpetual license for 5 users	BM-ADV-AD-PSUP-C		\$7,410.00	
• vRealize Business Adv Foundation Package - perpetual license for 5 users	BM-ADV-FND-PSUP-C		\$37,050.00	
• vRealize Business Advanced Read-Only Perpetual License for 5 users	BM-ADV-RO-PSUP-C		\$2,778.75	
• vRealize Business Enterprise Additional User - perpetual license for 5 users	BM-ENT-AD-PSUP-C		\$9,262.50	
• vRealize Business Ent Foundation Package - perpetual license for 10 users	BM-ENT-FND-PSUP-C		\$55,575.00	
• vRealize Business Enterprise Read-Only Perpetual License for 5 users	BM-ENT-RO-PSUP-C		\$2,278.75	
<b>MIRAGE</b>				
• Mirage for Physical: 10 Pack	MGP-10-P-SSS-C		\$185.25	
• Mirage for Physical: 100 Pack	MGP-100-P-SSS-C		\$1,852.50	

## New VMware Products & Pricing (and Maintenance)

Product	Product Code	SnS Code	License Fee	1 yr SnS Fee
<b>NSX</b>				
• NSX for Multi-Hypervisor per Processor	NX-MHV-3P-SSS-C		\$863.85	
• NSX vSphere	NX-VS-P-SSS-C		\$740.35	
• NSX vSphere - vCloud Suite Add-on	NX-CLAD-P-SSS-C		\$431.60	
• NSX Standard per Processor	NX-STD-P-SSS-C		\$246.35	
• NSX Advanced per Processor	NX-ADV-P-SSS-C		\$555.10	
• NSX Advanced for Desktop : 100 Pack (CCU)	NX-ADVC-100-P-SSS-C		\$1,111.50	
• NSX Enterprise per Processor	NX-ENT-P-SSS-C		\$863.85	
• NSX Enterprise for Desktop : 100 Pack (CCU)	NX-ENTC-100-P-SSS-C		\$1,729.00	
<b>PLAYER</b>				
• Player Pro	PLAY7-PRO-P-SSS-C		\$18.20	
<b>THINAPP</b>				
• ThinApp Suite	THIN5-STE-P-SSS-C		\$617.50	
• ThinApp Client (100 pack)	THIN5-100PK-P-SSS-C		\$234.65	
<b>USER ENVIRONMENT MANAGER</b>				
• User Environment Manager: 10 Pack (CCU)	UEM-CCU-10-P-SSS-C		\$61.75	
• User Environment Manager: 10 Pack (Named Users)	UEM-NU-10-P-SSS-C		\$37.05	
• User Environment Manager: 100 Pack (CCU)	UEM-CCU-100-P-SSS-C		\$617.50	
• User Environment Manager: 100 Pack (Named Users)	UEM-NU-100-P-SSS-C		\$370.50	
<b>vCENTER</b>				
• vCenter Configuration Manager Workstation - Linux/Windows	VC-CMW-P-SSS-C		\$5.20	
• vCenter Operations Mgt pack for EPIC	VC-EPIC-P-SSS-C		\$7,410.00	
• vCenter Server Foundation for vSphere up to 3 hosts (Per Instance)	VCS6-FND-P-SSS-C		\$184.60	
• vCenter Server Standard for vSphere 6 (Per Instance)	VCS6-STD-P-SSS-C		\$811.85	
• vCenter Site Recovery Manager Standard (25 VM pack)	VC-SRM6-25S-P-SSS-C		\$601.90	
• vCenter Site Recovery Manager Enterprise (25 VM pack)	VC-SRM6-25E-P-SSS-C		\$1,528.15	
<b>vCENTER / vREALIZE LOG INSIGHT</b>				
• vRealize Log Insight (per CPU)	VC-LIS-CPU-P-SSS-C		\$185.25	
• vRealize Log Insight (25 OSI pack)	VC-LIS-25-P-SSS-C		\$617.50	
<b>vCENTER OPERATIONS MANAGEMENT</b>				
• vCenter Operations Mgmt Suite STD (25 VM pack)	VC56-STD25-P-SSS-C		\$386.10	
• vCenter Operations Mgmt Suite ADV (25 OperatingSysInstance pack)	VC56-ADV25-P-SSS-C		\$772.20	
• vCenter Operations Mgmt Suite ENT (25 OperatingSysInstance pack)	VC56-ENT25-P-SSS-C		\$1,852.50	
• vCenter Operations Management pack for EPIC	VC-EPIC-P-SSS-C		\$7,410.00	
• vCenter Operations Manager for View: 10 Concur. User pack	VC-O5-VU10-P-SSS-C		\$92.95	
• vCenter Operations Manager for View: 100 Concur. User pack	VC-O5-VU100-P-SSS-C		\$926.25	
<b>vCENTER SERVER</b>				
• vCenter Server Foundation (3 hosts)	VCS5-FND-P-SSS-C		\$184.60	
• vCenter Server Standard	VCS5-STD-P-SSS-C		\$811.85	
<b>vCENTER SITE RECOVERY</b>				
• vCenter Site Recovery Manager Standard (25 VM pack)	VC-SRM5-25S-P-SSS-C		\$601.90	
• vCenter Site Recovery Manager Enterprise (25 VM pack)	VC-SRM5-25E-P-SSS-C		\$1,528.15	
<b>vCLOUD</b>				
• vCloud Automation Center ADV (25 pack)	VR7-ATAD25-P-SSS-C		\$1,235.00	
• vCloud Automation Center Enterprise (25 OSI pack)	CA6-ENT25-P-SSS-C		\$2,392.65	
• vCloud Automation Center for Desktop (25 pack)	CA6-AUTD25-P-SSS-C		\$410.80	
• vCloud Automation Center Development Kit - per Instance	CA6-DEVK-P-SSS-C		\$2,470.00	
• vCloud Suite Standard	CL5-STD-P-SSS-C		\$616.85	
• vCloud Suite Advanced	CL5-ADV-P-SSS-C		\$925.60	
• vCloud Suite Enterprise	CL5-ENT-P-SSS-C		\$1,419.60	

## New VMware Products & Pricing (and Maintenance)

Product	Product Code	SnS Code	License Fee	1 yr SnS Fee
<b>vFABRIC</b>				
• vFabric Data Director 2.x License (25 VM pack)	VF-DD2-25VM-P-SSS-C		\$2,315.95	
<b>vREALIZE</b>				
• vRealize Automation ADV Public Cloud Extension (25 OSI pack)	VR-AT-ADV25-P-SSS-C		\$617.50	
• vRealize Automation ENT Public Cloud Extension (25 OSI pack)	VR7-ATPCE25-P-SSS-C		\$1,219.40	
• vRealize Business Standard (25 OSI Pack)	VR6-BSTD25-P-SSS-C		\$617.50	
• vRealize Business Standard (Per CPU)	VR6-BSTD-P-SSS-C		\$185.25	
• vRealize Business Advanced (Per CPU)	VR6-BADV-P-SSS-C		\$278.20	
• vRealize Business Enterprise (Per CPU)	VR6-BENT-P-SSS-C		\$416.65	
• vRealize Business Advanced Additional User - perpetual license for 5 users	BM-ADV-AD-PSUP-C		\$7,410.00	
• vRealize Business Adv Foundation Package - perpetual license for 5 users	BM-ADV-FND-PSUP-C		\$37,050.00	
• vRealize Business Advanced Read-Only Perpetual License for 5 users	BM-ADV-RO-PSUP-C		\$2,778.75	
• vRealize Business Enterprise Additional User - perpetual license for 5 users	BM-ENT-AD-PSUP-C		\$9,262.50	
• vRealize Business Ent Foundation Package - perpetual license for 10 users	BM-ENT-FND-PSUP-C		\$55,575.00	
• vRealize Business Enterprise Read-Only Perpetual License for 5 users	BM-ENT-RO-PSUP-C		\$2,278.75	
• vRealize Cloud Management Platform ADV (25 OSI pack)	VR-CMP-ADV-P-SSS-C		\$1,775.15	
• vRealize Cloud Management Platform ENT (25 OSI pack)	VR-CMP-ENT-P-SSS-C		\$3,071.90	
• vRealize Code Stream (Per CPU)	VR-CODE20-P-SSS-C		\$926.25	
• vRealize Code Stream (Per OSI)	VR-CODE2C-P-SSS-C		\$154.70	
• vRealize Hyperic Perpetual License (Per Machine)	VF-HYPM5-P-SSS-C		\$44.20	
• vRealize Log Insight (per CPU)	VC-LIS-CPU-P-SSS-C		\$185.25	
• vRealize Log Insight (25 OSI pack)	VC-LIS-25-P-SSS-C		\$617.50	
• vRealize Operations STD (25 VM pack)	VR6-OSTD25-P-SSS-C		\$386.10	
• vRealize Operations ADV (25 OSI Pack)	VR6-OADV25-P-SSS-C		\$772.20	
• vRealize Operations ENT (25 OSI Pack)	VR6-OENT25-P-SSS-C		\$1,852.50	
• vRealize Operations Insight	VR-OIST-BUN-P-SSS-C		\$247.00	
• vRealize Operations for Horizon: 100 Concurrent User Pack	VR6-VU100-P-SSS-C		\$926.25	
• vRealize Operations Management Pack for MEDITECH	VR6-MEDI-P-SSS-C		\$7,410.00	
• vRealize Operations Public Cloud Extension ADV (25 OSI Pack)	VR6-PCADV25-P-SSS-C		\$617.50	
• vRealize Operations Public Cloud Extension ENT (25 OSI Pack)	VR6-PCENT25-P-SSS-C		\$1,219.40	
• vRealize Suite 6 Advanced (25 OSI Pack)	VR-STE-ADV-P-SSS-C		\$2,083.90	
• vRealize Operations 6 Application Monitoring Add-On (Per PLU)	VR-OAMAD-P-SSS-C		\$185.25	
• vRealize Business for Cloud 7 Advanced (25 OSI)	VR-BCLADVO-25-P-SSS-C		\$617.50	
• vRealize Business for Cloud 7 Advanced (Per CPU)	VR-BCLADV-C-P-SSS-C		\$370.50	
• vRealize Suite 7 Standard (Per PLU)	VR7-STD-P-SSS-C		\$462.80	
• vRealize Suite 7 Advanced (Per PLU)	VR7-ADV-P-SSS-C		\$771.55	
• vRealize Suite 7 Enterprise (Per PLU)	VR7-ENT-P-SSS-C		\$956.80	
• vRealize Network Insight - Add-on for NSX (per CPU)	VR-NI-ANXC-P-SSS-C		\$154.05	
<b>vSAN</b>				
Virtual SAN 6 Advanced for 1 processor	ST6-AD-P-SSS-C		\$493.35	
Virtual SAN 6 Advanced for Desktop 10 Pack (CCU)	ST6-AD-D10-P-SSS-C		\$123.50	
Virtual SAN 6 Advanced for Desktop 100 Pack (CCU)	ST6-AD-D100-P-SSS-C		\$1,235.00	
Virtual SAN 6 for Remote Office Branch Office (25 VM pack)	ST6-RB-25VM-P-SSS-C		\$1,543.75	
• Virtual SAN for 1-Processor	ST6-VSAN-P-SSS-C		\$308.10	
• Virtual SAN All Flash for Desktop Add-On 10 Pack (CCU)	ST6-VF-A10-P-SSS-C		\$37.05	
• Virtual SAN All Flash for Desktop Add-On 100 Pack (CCU)	ST6-VF-A100-P-SSS-C		\$370.50	
• Virtual SAN All Flash Add-on for 1 processor	ST6-VF-AD-P-SSS-C		\$184.60	
• Virtual SAN for Desktop (10 pack) CCU	ST6-VSDT10-P-SSS-C		\$61.75	
• Virtual SAN for Desktop (100 pack) CCU	ST6-VSDT100-P-SSS-C		\$617.50	
• Virtual SAN 6 Enterprise for 1 processor	ST6-EN-P-SSS-C		\$678.60	
• Virtual SAN 6 Enterprise for Desktop 10 Pack (CCU)	ST6-EN-D10-P-SSS-C		\$148.20	
• Virtual SAN 6 Enterprise for Desktop 100 Pack (CCU)	ST6-EN-D100-P-SSS-C		\$1,482.00	
<b>vSPHERE</b>				
• vSphere Standard for 1 processor	VS6-STD-P-SSS-C		\$122.85	
• vSphere Enterprise for 1 processor	VS6-ENT-P-SSS-C		\$467.35	
• vSphere Enterprise Plus for 1 processor	VS6-EPL-P-SSS-C		\$568.10	
• vSphere w/ Operations Management STD (per CPU)	VS6-OSTD-P-SSS-C		\$215.80	
• vSphere w/ Operations Management ENT (per CPU)	VS6-OENT-P-SSS-C		\$447.85	

## New VMware Products & Pricing (and Maintenance)

Product	Product Code	SnS Code	License Fee	1 yr SnS Fee
• vSphere w/ Operations Management ENT PLUS (per CPU)	VS6-OEPL-P-SSS-C		\$524.55	
<b>VSPHERE KITS</b>				
• vSphere Essentials Plus Kit (3 hosts)	VS6-ESP-KIT-P-SSS-C		\$555.10	
• vSphere Essentials Kit - Retail & Branch Offices (10 CPUs)	VS6-RBES10-P-SSS-C		\$102.05	
• vSphere Essentials Plus Kit - Retail & Branch Offices (10 CPUs)	VS6-RBESP10-P-SSS-C		\$925.60	
• vSphere 6 Standard Acceleration Kit for 6 processors	VS6-STD-AK-P-SSS-C		\$1,357.85	
• vSphere 6 Enterprise Plus Acceleration Kit for 6 processors	VS6-EPL-AK-P-SSS-C		\$2,839.85	
<b>VSPHERE (OTHER)</b>				
• vSphere Data Protection Advanced (per processor)	VS6-DPA-P-SSS-C		\$135.20	
• vSphere Data Protection Advanced Add-on for vSOM Accel Kit Bundle	VS6-DPA-BUN-P-SSS-C		\$487.50	
• vSphere Desktop (100 VM pack)	VS6-DT100VM-P-SSS-C		\$802.75	
• vSphere Remote Office Branch Office Standard (25 VM pack)	VS6-RBSTD25-P-SSS-C		\$370.50	
• vSphere Remote Office Branch Office Advanced (25 VM pack)	VS6-RBADV25-P-SSS-C		\$555.75	
<b>WORKSPACE SUITE</b>				
• Workspace Suite On Premise, Perpetual: 10 Named Users	WSP-STE-10-P-SSS-C		\$605.15	
• Workspace Suite On Premise, Perpetual: 100 Named Users	WSP-STE-100-P-SSS-C		\$6,051.50	
• Workspace ONE Standard Perpetual: 1 User	V-WOS-SSS-U-P-C		\$18.85	
• Workspace ONE Advanced Perpetual: 1 User	V-WOA-SSS-U-P-C		\$26.00	
• Workspace ONE Advanced Add on for Horizon Enterprise Edition, Perpetual: 1 User	V-WOA-AD-SSS-U-P-C		\$19.50	
• Workspace ONE Enterprise Perpetual: 100 Users	V-WOE-SSS-U-P-C		\$4,940.00	
<b>WORKSTATION</b>				
• Workstation - Windows/Linux (SnS is optional)	WS-P-SSS-C		\$30.55	
<b>DISCONTINUED PRODUCTS</b>				
• Horizon Mirage 10 Pack	HZ-MRG-10-P-SSS-C		\$185.25	
• Horizon Mirage 100 Pack	HZ-MRG-100-P-SSS-C		\$1,852.50	
• Horizon View 5 Bundle: 10 Pack	VU5-PR-STR-P-SSS-C		\$308.75	
• Horizon View 5 Bundle: 100 Pack	VU5-PR-100-P-SSS-C		\$3,087.50	
• Horizon View 5 Add-On: 10 Pack	VU5-PR-A10-P-SSS-C		\$234.65	
• Horizon View 5 Add-On: 100 Pack	VU5-PR-A100-P-SSS-C		\$2,346.50	
• Horizon Workspace 10 Pack	HZ-WSP-10-P-SSS-C		\$185.25	
• Horizon Workspace 100 Pack	HZ-WSP-100-P-SSS-C		\$1,852.50	
• Horizon Workspace Portal: 10 pack	WSP-10-P-SSS-C		\$61.75	
• Horizon Workspace Portal: 100 pack	WSP-100-P-SSS-C		\$617.50	
• NSX vSphere	NX-VS-P-SSS-C	\$	740.35	
• Pivotal GemFire XD (Per Core)	PV-GFXD-CPU-P-SSS-C		\$308.75	
• ThinApp Client	THIN4-CL-P-SSS-C		\$6.34	
• vCenter Server Heartbeat	VCHB-VCMS-P-SSS-C		\$1,234.35	
• vCloud Director (25 VM Pack)	VC-CD-25VM-P-SSS-C		\$616.29	
• vRealize Operations Public Cloud Extension ADV (25 OSI Pack)	VR6-PCADV25-P-SSS-C	\$	617.50	
• vRealize Operations Public Cloud Extension ENT (25 OSI Pack)	VR6-PCENT25-P-SSS-C	\$	1,219.40	
• vRealize Operations Insight	VR-OIST-BUN-P-SSS-C	\$	247.00	
• vRealize Suite Enterprise (25 OSI pack)	VR-CMP-ENT-P-SSS-C	\$	3,071.90	
• vRealize Business Enterprise (Per CPU)	VR6-BENT-P-SSS-C	\$	416.65	
• vSphere Enterprise for 1 processor	VS6-ENT-P-SSS-C	\$	467.35	
• vSphere w/Ops Mgmt Enterprise for 1 processor	VS6-OENT-P-SSS-C	\$	447.85	
• vSphere w/ Ops Mgmt STD for 1 processor	VS6-OSTD-P-SSS-C	\$	215.80	
• ThinApp Client	THIN4-CL-P-SSS-C		\$6.34	
• vCenter Server Heartbeat	VCHB-VCMS-P-SSS-C		\$1,234.35	
• vCenter Site Recovery Manager (per CPU)	VI-SRM-P-SSS-C		\$284.38	
• vCloud Director (25 VM Pack)	VC-CD-25VM-P-SSS-C		\$616.29	
• vCloud Networking and Security Standard (25 VM Pack) - EOSL 09/19/2016	CL5-NSSTD25-P-SSS-C		\$463.45	
• vCloud Networking and Security Advanced (25 VM Pack) - EOSL 09/19/2016	CL5-NSADV25-P-SSS-C		\$772.20	
• vSphere w/ Operations Mgmt Enterprise Acceleration Kit - <b>Soft Bundle</b>	VS5-MENT-AK-P-SSS-C		\$2,839.85	
• vSphere w/ Operations Mgmt Enterprise Plus Acceleration Kit - <b>Soft Bundle</b>	VS5-MEPL-AK-P-SSS-C		\$3,457.35	
• Continuent for Analytics & Big Data - Per Cluster License	CN-ABD-P-SSS-C		\$11,115.00	
• Horizon Workspace Portal: 10 pack	WSP-10-P-SSS-C		\$61.75	
• Horizon Workspace Portal: 100 pack	WSP-100-P-SSS-C		\$617.50	

## New VMware Products & Pricing (and Maintenance)

Product	Product Code	SnS Code	License Fee	1 yr SnS Fee
• Pivotal GemFire XD (Per Core)	PV-GFXD-CPU-P-SSS-C		\$308.75	
• App Volumes 10 Pack (CCU)	CV-CCU-10-P-SSS-C		\$185.25	
• App Volumes 100 Pack (CCU)	CV-CCU-100-P-SSS-C		\$1,852.50	
• Horizon Application Mgt Bundle: 10 Pack (CCU)	HZ-APMC-10-P-SSS-C		\$222.30	
• Horizon Application Mgt Bundle: 100 Pack (CCU)	HZ-APMC-100-P-SSS-C		\$2,223.00	
• Horizon Application Mgt Bundle: 10 Pack (Named Users)	HZ-APMN-10-P-SSS-C		\$148.20	
• Horizon Application Mgt Bundle: 100 Pack (Named Users)	HZ-APMN-100-P-SSS-C		\$1,482.00	
• vRealize Suite Advanced (25 OSI Pack)	VR-STE-ADV-P-SSS-C		2083.9	
• vRealize Operations Public Cloud Extension ADV (25 OSI Pack)	VR6-PCADV25-P-SSS-C		617.5	
• vRealize Operations Public Cloud Extension ENT (25 OSI Pack)	VR6-PCENT25-P-SSS-C		1219.4	
• vRealize Operations Insight	VR-OIST-BUN-P-SSS-C		247	
• vRealize Business Advanced (Per CPU)	VR6-BADV-P-SSS-C		278.2	
• vRealize Suite Enterprise (25 OSI pack)	VR-CMP-ENT-P-SSS-C		3071.9	
• vRealize Business Enterprise (Per CPU)	VR6-BENT-P-SSS-C		416.65	
• Cont for Hadoop Applier(includes 1 applier for Oracle, 10 appliers for MySQL)	CN-ABD-HA-P-SSS-C		6175	
• Cont for Redshift Applier(includes 1 applier for Oracle, 10 for appliers MySQL)	CN-ABD-RS-P-SSS-C		2593.5	
• Cont for Vertica Applier(includes 1 applier for Oracle, 10 appliers for MySQL)	CN-ABD-VE-P-SSS-C		6175	
• Continuent Clustering for MySQL Staging/Development - Per Server License	CN-CP-P-TLSS-C		1049.75	
• Continuent Clustering for MySQL - 3-Node Cluster License	CN-CP3-MS-P-SSS-C		5187	
• Continuent Clustering for MySQL - Per Server License	CN-CPS-MS-P-SSS-C		2099.5	
• Continuent Disaster Recovery for MySQL - Per Server License	CN-DR-MS-P-SSS-C		1049.75	
• Continuent Replication for Microsoft SQL Server (Target) - Per Server License	CN-RP-MST-P-SSS-C		2099.5	
• Continuent Replication for Oracle (Source) - Per Server License	CN-RP-OS-P-SSS-C		3087.5	
• Continuent Replication for Oracle (Target) - Per Server License	CN-RP-OS-P-SSS-C		2099.5	
• Continuent Replication for MySQL - Per 25 Server License	CN-RP25-MS-P-SSS-C		11115	
• Continuent Replication for MySQL - Per Replication Service	CN-RPS-MS-P-SSS-C		864.5	
• NSX vSphere - vCloud Suite Add-on	NX-CLAD-P-SSS-C		431.6	
• NSX for Multi-Hypervisor per Processor	NX-MHV-3P-SSS-C		863.85	
• NSX vSphere	NX-VS-P-SSS-C		740.35	
• Workspace Suite On Premise, Perpetual: 10 Named Users	WSP-STE-10-P-SSS-C		605.15	
• Workspace Suite On Premise, Perpetual: 100 Named Users	WSP-STE-100-P-SSS-C		6051.5	
• vSphere Enterprise for 1 processor	VS6-ENT-P-SSS-C		467.35	
• vSphere w/ Ops Mgt ENT ACCEL Kit for 6 processors	VS6-OENT-AK-P-SSS-C		2407.6	
• vSphere w/Ops Mgmt Enterprise for 1 processor	VS6-OENT-P-SSS-C		447.85	
• vSphere w/Ops Mgt STD ACCEL Kit 6 processors	VS6-OSTD-AK-P-SSS-C		1234.35	
• vSphere w/ Ops Mgmt STD for 1 processor	VS6-OSTD-P-SSS-C		215.8	