



VMware Cloud on AWS Pricing Document

Overview

VMware Cloud on AWS service provides simple yet flexible options to consume VMware's powerful software capabilities and AWS's elastic, bare-metal infrastructure as a combined offering with support included. This offering can be purchased on-demand or as 1-year or 3-year subscription.

All the pricing quoted in this document may be subject to the exchange rate changes.

Pricing Options

Host Based On-Demand Pricing

On-Demand consumption lets you pay for physical hosts by the hour. There are no upfront costs, and you have the flexibility to scale the number of hosts up or down without long-term commitments. You only pay for each hour that the host is active in your account.

Host Based Reservation Pricing

Prepay longer-term subscription of hosts gives you up to 50% cost saving compared to on-demand hosts consumed over the equivalent period. Host Reservations are available in 1- or 3-year term. You pay upfront but maximize your savings.

You also have the option to choose between single host or production VMware Cloud on AWS service.

Single Host	Production
<p>For non-production use only</p> <p>Includes:</p> <ul style="list-style-type: none">✓ VMware SDDC software: vSphere, vSAN, NSX-T, vCenter Server✓ VMware HCX✓ Dedicated Amazon EC2 Bare Metal Instances✓ VMware Global Support <p>Purchase separately:</p> <ul style="list-style-type: none">▪ VMware Site Recovery▪ VMware Cloud Disaster Recovery▪ VMware vRealize Automation Cloud▪ VMware vRealize Operations Cloud▪ VMware vRealize Log Insight Cloud▪ VMware vRealize Network Insight Cloud▪ VMware Tanzu Standard <p>Not supported:</p> <ul style="list-style-type: none">❖ Lifecycle management by VMware (updates, patches and upgrades)❖ High Availability (HA) and Stretched Clusters❖ Service Level Agreement (SLA)	<p>Designed for production enterprise environments</p> <p>Includes:</p> <ul style="list-style-type: none">✓ VMware SDDC software: vSphere, vSAN, NSX-T, vCenter Server✓ VMware HCX✓ VMware Tanzu services: TKG Service + TMC Essentials✓ Dedicated Amazon EC2 Bare Metal Instances✓ VMware Global Support✓ Lifecycle management by VMware (updates, patches, and upgrades)✓ Support for High Availability (HA) and Stretched Clusters✓ Service Level Agreement (SLA) <p>Purchase separately:</p> <ul style="list-style-type: none">▪ VMware Site Recovery▪ VMware Cloud Disaster Recovery▪ VMware NSX Advanced Firewall▪ VMware vRealize Automation Cloud▪ VMware vRealize Operations Cloud▪ VMware vRealize Log Insight Cloud▪ VMware vRealize Network Insight Cloud▪ VMware Tanzu Standard

Single Host:

Host Specifications	i3.metal Good for general purpose clusters. Provides good balance between compute and storage capabilities for most typical workload types.	
Cores / host	36	
Memory / host (GiB)	512	
Storage	NVMe (~10.7 TiB raw storage capacity)	
Pricing	Price / host	Effective Hourly
On-Demand (hourly)	£6.20 / hour	£6.20 / hour

Production:

Host Specifications	i3.metal Good for general purpose clusters. Provides good balance between compute and storage capabilities for most typical workload types.		i3en.metal This capability is optimized for data-intensive workloads requiring high random I/O access such as relational databases and workloads that require end to end security.	
Cores / host	36		48	
Memory / host (GiB)	512		768	
Storage	NVMe (~10.7 TiB raw storage capacity)		NVMe (~45.8 TiB raw storage capacity)	
Pricing	Price / host	Effective Hourly	Price / host	Effective Hourly
On-Demand (hourly)	£7.20 / hour	£7.20 / hour	£15.27 / hour	£15.27 / hour
1-year Subscription	£44,786.16 / year	£5.10 / hour	£100,090.09 / year	£11.42 / hour
3-year Subscription	£94,217.82 / 3 years	£3.57 / hour	£216,090.40 / 3 years	£8.22 / hour

Pricing Considerations

Please refer to the below key points when considering buying VMware offerings:

- Price includes VMware software, AWS infrastructure and support costs
- The minimum required configuration for the production environment is 2 hosts per cluster for i3 and i3en. metal host type. Above the minimum, hosts can be added or removed in 1-unit increments.
- Available payment option: SPP credits for on-demand, 1 year or 3-year subscription

Additional Charges

Bandwidth and public IP charges are not included in the above tables and will be added separately to the VMware Cloud on AWS bill as per below:

	Price
Network Egress Traffic Charges	
Data Transfer IN to VMware Cloud on AWS from Internet	\$0.05 per GB
Data Transfer IN to VMware cloud on AWS from another region	\$0.02 per GB
Data Transfer IN/OUT/BETWEEN same Availability Zone	Free
Data Transfer IN/OUT/BETWEEN different Availability Zones or using elastic IP or ELB	\$0.02 per GB
Data transfer OUT from VMware Cloud on AWS to the internet	\$0.05 per GB
Data transfer OUT from VMware Cloud on AWS to another AWS region	\$0.02 per GB
IP Address Charges*	
Elastic IP address associated with a running instance	Free
Elastic IP address not associated with a running instance	\$0.005 per hour on a pro-rata basis
Elastic IP address remap	\$0.10 is incurred for each re-map after the one hundred limit is reached.
VMware Transit Connect Pricing	
Price per VMware Transit Connect attachment	\$0.06
Price per GB of data processed by VMware Transit Connect	\$0.02

*VMware has introduced a new policy for EIP charges where you will be charged only for the IPs unattached to a running instance. This means additional cost savings that we pass on to you for these charges.

Add-ons

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

1. VMware Site Recovery

VMware Site Recovery is delivered as an add-on service to VMware Cloud on AWS. The service is available On-Demand, a 1-year subscription, and a 3-year subscription. Subscriptions are charged upfront for the duration of the commitment term; On-Demand usage is charged hourly and billed monthly.

VMware Cloud on AWS host charges are not included. You have the option to purchase new host subscriptions, use existing host subscriptions, or pay for hosts on-demand.

	Price / VM	Effective Hourly / VM
On-Demand	£0.03338 / hour	£0.03338 / hour
1-year Subscription	£250.65 / 1 year	£0.0286 / hour
3-year Subscription	£676.75 / 3 years	£0.0256 / hour

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 Information

VMware Cloud on AWS Pricing Calculator

Configure and estimate the costs for VMware Cloud on AWS Production SDDC quickly for on-demand, 1-year subscription or 3-year subscription options. This tool is for cost estimation purpose only and does not provision any resources, nor does it sign you up for any services. The final price is subject to change.

VMware Cloud on AWS Pricing Calculator: [VMware Cloud on AWS](#) | [VMC on AWS](#) | [Hybrid Cloud Service](#)

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

