



# VMware from HP: VMware ISS Software Support Matrix



VMware Infrastructure 3		HP ISS SKU	VMware Equivalent SKU	Processors (Additive License)	Description	Must sell w/ Server	Cdn\$ List	1-yr 9x5 SnS included	1-yr 24x7 SnS Uplift	3-yr 9x5 SnS Uplift	3-yr 24x7 SnS Uplift
<b>Foundation</b>	<ul style="list-style-type: none"> <li>- ESX 3i or 3.x</li> <li>- VirtualCenter Agent</li> <li>- Update Manager</li> <li>- Consolidated Backup</li> <li>- Virtual Machine File System</li> <li>- Virtual SMP</li> </ul>	430339-B21	VI-FND-C + VI-FND-G-SSS-C	2	VMware ESX Starter 2P Lic SW + 1-year 9x5 SnS	YES	\$1,910	YES	UE820E \$149	UE821E \$1,378	UE822E \$1,778
		430342-B21	VI-FND-C + VI-FND-G-SSS-C	2	VMware ESX Starter 2P Lic + PEVMS SW + 1-year 9x5 SnS <sup>2</sup>	YES	\$2,567	YES	UF610E \$176	UF611E \$1,561	UF612E \$2,036
Foundation Acceleration Kit	<ul style="list-style-type: none"> <li>- 3 VI 3 Foundation 2P licenses</li> <li>- VirtualCenter 2.5 Foundation</li> </ul>	460941-B21	VI-FND-AK-C + VI-FND-G-SSS-C	2	1 VirtualCenter 2.5 Foundation + 3 VI 3 Foundation 2P licenses + 1-year 9x5 SnS	YES	\$4,006	YES	UH722E \$144	UH723E \$1,376	UH724E \$1,782
<b>Standard</b>	<ul style="list-style-type: none"> <li>- VirtualCenter Agent</li> <li>- Update Manager</li> <li>- Consolidated Backup</li> <li>- Virtual Machine File System</li> <li>- Virtual SMP</li> <li>- VMware HA (High Availability)</li> </ul>	430340-B21	VI-STD-C + VI-STD-G-SSS-C	2	VMware ESX Standard 2P Lic + 1-year 9x5 SnS	YES	\$4,930	YES	UE823E \$180	UE824E \$1,606	UE825E \$2,092
		430343-B21	VI-STD-C + VI-STD-G-SSS-C	2	VMware ESX Standard 2P Lic + PEVMS + 1-year 9x5 SnS <sup>2</sup>	YES	\$5,587	YES	UE832E \$208	UE833E \$1,789	UE834E \$2,350
Standard HA Bundle	<ul style="list-style-type: none"> <li>- 2 VI 3 Standard 2P licenses</li> <li>- VirtualCenter 2.5 Foundation</li> </ul>	460942-B21	VI-STD-AK-C + VI-STD-G-SSS-C	2	1 VirtualCenter 2.5 Foundation + 2 VI 3 Standard 2P licenses + 1-year 9x5 SnS	YES	\$8,011	YES	UH725E \$288	UH994E \$2,752	UH995E \$3,564
<b>Enterprise</b>	<ul style="list-style-type: none"> <li>- VirtualCenter Agent</li> <li>- Update Manager</li> <li>- Consolidated Backup</li> <li>- Virtual Machine File System</li> <li>- Virtual SMP</li> <li>- VMware HA (High Availability)</li> <li>- VMware DRS (Distrib'd Resource Scheduler)</li> <li>- DPM (Distrib'd Power Mgmt)</li> <li>- VMotion</li> <li>- Storage VMotion</li> </ul>	430341-B21	VI-ENT-C + VI-ENT-G-SSS-C	2	VMware ESX Enterprise 2P Lic + 1-year 9x5 SnS	YES	\$7,773	YES	UE826E \$276	UE827E \$2,462	UE828E \$3,208
		430344-B21	VI-ENT-C + VI-ENT-G-SSS-C	2	VMware ESX Enterprise 2P Lic + PEVMS + 1-year 9x5 SnS <sup>2</sup>	YES	\$8,430	YES	UE835E \$304	UE836E \$2,646	UE837E \$3,466
		435185-B21	VI-ENT-B-16U-C +Gold support	16	VMware VI3 Ent 8x2P BL Bundle 2P Lic SW + 1-year 9x5 SnS	YES – BL Only	\$55,973	YES	UF125E \$1,987	UF592E \$17,736	UF593E \$23,101
		441596-B21	VI-ENT-B-16U-C + gold support	16	VMware VI3 Ent 8x2P BL Bundle 2P Lic + PEVMS SW + 1-year 9x5 SnS	Yes – BL only	\$61,165	YES	UF613E \$2,015	UG707E \$17,920	UG708E \$23,359
<b>Upgrades</b> For use with VMware software currently supported Support and Subscription (SnS) Services includes:	<ul style="list-style-type: none"> <li>• Prorated (lower) software costs</li> <li>• Full priced SnS</li> </ul>	430347-B21	VI-STR-STD-UG-C + VI-STR-STD-G-SSS-UG-C	2	VMware Starter to Standard 2P Upgrade Lic + 1-year 9x5 SnS	NO	\$3,719	YES	UE843E \$132	UE844E \$1,180	UE845E \$1,536
		430348-B21	VI-STR-ENT-UG-C + VI-STR-ENT-G-SSS-UG-C	2	VMware Starter to Enterprise 2P Upgrade Lic + 1-year 9x5 SnS	NO	\$6,423	YES	UE846E \$248	UE847E \$2,036	UE848E \$2,652
		430349-B21	VI-STD-ENT-UG-C + VI-STD-ENT-G-SSS-UG-C	2	VMware Standard to Enterprise 2P Upgrade Lic + 1-year 9x5 SnS	NO	\$4,056	YES	UE849E \$144	UE850E \$1,285	UE851E \$1,674
<b>Upgrades</b> For use with VMware software NOT currently supported with Support and Subscription (SnS) Services includes:	<ul style="list-style-type: none"> <li>• Prorated (lower) software costs</li> <li>• Software version upgrade</li> <li>• SnS renewal</li> </ul>	441490-B21	VI-ESX-STD-UG-C	2	VMware ESX2 to VI3 Std Upg 2P Lic SW + 1-year 9x5 SnS	NO	\$1,914	YES	UG897E \$180	UG898E \$1,608	UG899E \$2,092
		441491-B21	VI-VMOT-UG-C	2	VMware Vmtn1 to Vmtn2 2PUpg Lic SW + 1-year 9x5 SnS	NO	\$595	YES	UG900E \$67	UG901E \$600	UF600E \$781
		441492-B21	VI-VIN-STD-UG-C	2	VMware VIN to VI3 Std+VMtn 2P Upg Lic SW + 1-year 9x5 SnS	NO	\$2,508	YES	UF601E \$247	UF602E \$2,207	UF603E \$2,873
		441597-B21	VI-VIN-ENT-UG-C	2	VMware VIN to VI3 Ent 2P Upgrade Lic SW + 1-year 9x5 SnS	NO	\$5,719	YES	UF604E \$275	UF605E \$2,466	UF606E \$3,206
		441598-B21	VI-VCMS-UG-C	2	VMware VCMS 1 to VCMS 2 2P Upg Lic SW + 1-year 9x5 SnS	NO	\$2,470	YES	UF607E \$240	UF608E \$2,142	UF609E \$2,790
<b>ALA CARTE - VMware VI 3 Software</b>		430345-B21	VI-VCMS-C + VI-VCMS-G-SSS-C	Per Server	VMware VirtualCenter Management Server Lic + 1-year 9x5 SnS	NO	\$6,760	YES	UE838E \$240	UE839E \$2,142	UE840E \$2,790
		430504-B21	VI-VMOT-C + VI-VMOT-G-SSS-C	2	VMware Vmotion 2P Lic + 1-year 9x5 SnS	NO	\$1,893	YES	UE855E \$67	UE856E \$600	UE857E \$781
		441489-B21	VI-VCB-C + VI-VCB-G-SSS-C	2	VMware Consolidated Backup 2P Lic SW	NO	\$676	YES	UG894E \$24	UG895E \$215	UG896E \$280
<b>VMware Virtual Desktop Infrastructure</b>	<ul style="list-style-type: none"> <li>• Supports up to 100 virtual clients</li> <li>• Includes support for up to 16P</li> </ul>	438856-B21	VDI-ENT-100-C + VDI-ENT-100-P-SSS-C	16	VMware VDI 100 Ent 16P Lic + 1-year 9x5 SnS	YES	\$37,180	YES	UF594E \$1,320	UF595E \$11,782	UF596E \$15,346
		438857-B21	VDI-STD-100-C + VDI-STD-100-P-SSS-C	16	VMware VDI 100 Std 16P Lic + 1-year 9x5 SnS	YES	\$23,660	YES	UF597E \$840	UF598E \$7,498	UF599E \$9,766
<b>VMware Lab Manager</b>	<ul style="list-style-type: none"> <li>• Foundation and Expansion bundles</li> <li>• Lab Manager Server</li> <li>• Lab Manager Agent</li> </ul>	454884-B21	VLM-ENT-FND-C gold support	N/A	VMware Lab Manager Enterprise Foundation Bundle + 1-year 9x5 SnS	YES	\$60,840	YES	UH700E \$2,160	UH701E \$19,278	UH702E \$25,110
		454885-B21	VLM-STD-FND-C gold support	N/A	VMware Lab Manager Standard Foundation Bundle + 1-year 9x5 SnS	YES	\$47,320	YES	UH703E \$1,680	UH704E \$14,994	UH705E \$19,530
		454886-B21	VLM-ENT-EXP-C gold support	N/A	VMware Lab Manager Enterprise Extension Bundle + 1-year 9x5 SnS	YES	\$40,560	YES	UH706E \$1,440	UH707E \$12,852	UH708E \$16,740
		454887-B21	VLM-STD-EXP-C gold support	N/A	VMware Lab Manager Standard Extension Bundle + 1-year 9x5 SnS	YES	\$27,040	YES	UH709E \$960	UH710E \$8,568	UH711E \$11,160
		454888-B21	VLM-SVR-C gold support	N/A	VMware Lab Manager Server + 1-year 9x5 SnS	YES	\$20,280	YES	UH712E \$720	UH713E \$6,426	UH714E \$8,370
		454889-B21	VLM-NODE2-C gold support	N/A	VMware Lab Manager Agent + 1-year 9x5 SnS	YES	\$1,352	YES	UH715E \$48	UH716E \$428	UH717E \$558
<b>HP VMware Startup Services</b> Includes software installation and startup services only; software is sold separately		UF370E	VI STARTER Installation & Startup: Install VirtualCenter server Install 1 ESX server Create and configure 1 Virtual Machine		NO	\$2,640	N/A	N/A	N/A	N/A	
		UF366E	VI STANDARD Installation & Startup: Install VirtualCenter server Install 2 ESX servers with VMFS and virtual SMP Create and configure 1 virtual machine Create a copy of the VM on the first ESX server Create 2 copies of the VM on the second ESX server		NO	\$5,280	N/A	N/A	N/A	N/A	
		UF367E	VI ENTERPRISE Installation & Startup: Install VirtualCenter Install up to 4 ESX servers with VMFS and virtual SMP Create and configure up to 2 different virtual machines Create up to 2 copies of one of the configured virtual machines on each ESX server Install VMware HA and DRS Install VMware Consolidated Backup		NO	\$13,200	N/A	N/A	N/A	N/A	
<b>VMware Capacity Planner Assessment Service</b>		UF811E	HP VMware Capacity Planner Assessment 50-Server Care Pack Service		NO	\$10,794	N/A	N/A	N/A	N/A	
		UF812E	HP VMware Capacity Planner Assessment 200-Server Care Pack Service		NO	\$23,994	N/A	N/A	N/A	N/A	
		UF813E	HP VMware Capacity Planner Assessment 1000-Server Care Pack Service		NO	\$35,994	N/A	N/A	N/A	N/A	

NOTES: <sup>1</sup>Yes= Server must be sold within +/- 30 days of VMware sale  
<sup>2</sup>These SKUs include PEVMS. PEVMS includes the following licenses per VMware license: (1) ProLiant Essentials Virtual Machine Management Pack, and (1–Starter/Standard or 3–Enterprise) ProLiant Essentials Server Migration Pack



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## Virtualization Value to Customers

HP gives customers an end-to-end virtualization solution integrated with VMware to save, simplify, and scale across the ProLiant environment. The three top reason customers give for investing in virtualization are:

- **Reduce costs** – an open, comprehensive approach to x86 virtualization that accelerates any implementation, reliably, and cost-effectively
- **Simplify the environment** – a virtualized automated environment simplifies installation, integration and change to reduce staff time and reprioritize effort
- **Respond to business change** – intelligent, flexible virtualization that prepares you for the future and lets you capitalize on changing business opportunities

## Why Choose HP for Virtualization?

- **More certified servers** and StorageWorks products than the competitors
- **BladeSystem solutions** using Intel or AMD processors
- **Comprehensive support** with 2-hour response times
- **Support for all components** of the virtualization solution: VMware, hardware, and guest/host OS
- **Best-in-class management tools:** integrated, physical and virtual machine management
- **Unparalleled VMware expertise**
- **Single point of contact** for expertise, management, and support of a virtualized environment

## Competitive Overview

- **HP tools, sizers, and solution configurations** offer more than other platform vendors
- **Leading management capabilities** for servers in the virtualization environment.
- **HP Consulting and Integration (C&I)** offers complete consulting and startup services
- **HP/ VMware integrated product development** and certification
- **Product family certifications** across all lines
- **Integrated management tools** that complement VMware's advanced management features

## Reference Web Sites

Primary customer site: <http://www.hp.com/go/vmware>

Go here for product details, solutions information, and purchasing information.

- Solutions knowledge
- Internal papers for sharing best practices
- Technology white papers on virtualization
- Broad range of VMware planning, deploying and operating papers
- Sizers – HP, partners and customers
- HP sizer to assist in identifying the right servers for virtualization
- Configurator
- Identify the right ordering information

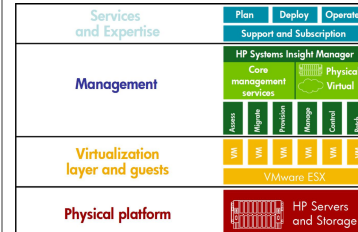
Primary customer VDI site: <http://www.hp.com/go/vdi>

VMware: <http://www.vmware.com>

## HP Solutions Components

- ProLiant Servers and BladeSystem
- StorageWorks SANs
- ProLiant Essentials Virtualization Management Software (see below)
- OpenView (optional Smart Plug-In for VMware available)
- HP Systems Insight Manager
- HP Services

### HP & VMWARE SOLUTION BUILDING BLOCKS



### PEVMS INCLUDES VIRTUAL MACHINE MANAGEMENT PACK - KEY FEATURES

- Unified physical and virtual server management: From HP Systems Insight Manager
- Heterogeneous VM Management: VMware VI3, ESX, GSX, VMware Server and MSVS
- Simplified management of virtual machines: Start, stop, pause, reset, move, copy, backup, create template and restore functions for VMs
- Flexible VM move capabilities: Initiate VMotion technology for high availability situations, SAN-based fast moves to move VMs between dissimilar host hardware, and File-copy move when VM Host is not connected to a SAN
- Failed Host Recovery: If VM host fails, quickly restart VM on new host
- Performance monitoring: At-a-glance single view of virtual machine and associated host server performance. Set CPU usage threshold and proactively receive alerts in SIM

### PEMVS INCLUDES SERVER MIGRATION PACK – KEY FEATURES

- Automated P2V, V2V and V2P migrations
- Networked VM in P2V migrations
- Partition dropping and resizing during migrations
- Peer to Peer Migrations: Enables the ability to perform multiple migrations concurrently