

Not for Resale License (NFR) Policy Guide



THE POWER OF PARTNERSHIP

VMware provides partners with access to a number of VMware software products to enable a successful VMware virtualization practice. Not for Resale (NFR) software is available to partners in good standing for product demonstration and training purposes only. One year of subscription services is included with NFR software as long as the partner remains in good standing within the parameters of the VMware Partner Program. Under no circumstances can these NFR software copies be copied, resold, hosted or distributed to any third party or used for partner information processing or computing needs.

Partner Eligibility

The following partners of the VMware Partner Network are eligible for NFR licenses:

- Corporate Resellers
- Distributors
- OEMs
- Global System Integrators and Outsourcers
- Service Providers
- Solution Providers
- System Builders
- Technology Providers
- Technology Alliance Partners (TAP)
- Training Centers

Product Eligibility

The table below lists NFR entitlements across all VMware products by Partner type and Program Level. The entitlements listed are the maximum entitlements by location.

License Delivery

Licenses provided as part of the NFR offering will be delivered to the License Administrator (as identified by the company in Partner Central) via ESD (Electronic Software Distribution) only.

NFR licenses are proactively delivered by VMware to the headquarter location through an automated system upon attainment of the below:

1. Membership Progression (Registered to Professional or Professional to Enterprise): NFR software will be automatically sent to partners at their headquarter location as they progress to the next level (for example Registered to Professional or Professional to Enterprise). All other locations for Professional and Enterprise partners can request their NFR entitlements through Partner Central.
2. Premier status attainment: NFR software will be automatically sent to Premier partners at headquarter location where maximum entitlements were not received (at the Enterprise level). This will apply to the following VMware partner programs: Corporate Reseller; Service Provider; Solution Provider; System Builder; Technology Provider.
3. New Product Release: NFR software for eligible new products (as defined by VMware) will be pushed to partners upon product release to the headquarter location. All other locations can request NFRs through Partner Central.

| | NFR Delivery at Headquarter Location | NFR delivery to Secondary Locations |
|---|--|---|
| Registered | None | None |
| Professional, Enterprise and Premier | Automated NFR delivery to primary license administrator upon progression | Request through 'Contact Us' page on Partner Central. Partners must specify the following in their request : <ul style="list-style-type: none"> - Partner Program - License admin name and email address - Location where NFR will be used - Products requested |

Updating NFR License Administrator

Licenses provided as part of the NFR offering are delivered to the License Administrator as identified in Partner Central.

License Administrator contact information can be updated or modified in Partner Central through the following:

- Go to the 'Contact us' page in Partner Central
- Provide the NFR contract or order number
- Provide the modified or updated email address
- Submit the completed form

New Product Release: vSphere

vSphere was made available as NFR upon general availability (GA) of the vSphere product on May 21, 2009. Partners are entitled to the maximum NFR entitlements listed below for vSphere.

Partners who hold VI3 NFRs with an active subscription were automatically sent a free upgrade for vSphere Enterprise between May-June 2009. Two (2) one-processor vSphere Enterprise licenses were sent for every two-processor VI3 license with an active subscription. If a partner chooses, they may upgrade to vSphere Enterprise Plus through the 'Contact Us' page on Partner Central. Partners must provide the existing FAC code (file activation code) of the vSphere Enterprise license upgrade.

In the case where partners have not received their maximum entitlement to vSphere NFRs, VMware will send out NFRs per the standard delivery process outlined above. VI3 is no longer available as NFR. Partners will however be able to downgrade to VI3 if they so chose at NFR license activation. Please also review the vSphere NFR FAQ on Partner Central for more information.

New Product Release: vCenter Chargeback and vCenter AppSpeed

vCenter Chargeback and AppSpeed will be available as NFR upon general availability (GA) of these products on July 13, 2009. Partners are entitled to the maximum NFR entitlements listed below. It may take up-to 4 weeks (from the date requested) for the NFRs to be delivered

NFR Product Eligibility by Program and Level

The following table lists the maximum NFR entitlements by partner type and program level.

| | vSphere Enterprise Plus | Site Recovery Manager | Lab Manager 4 | Life Cycle Manager | vCenter Chargeback | vCenter AppSpeed | vCenter Server 4 Standard | Heart beat | VMware View (Premier 100 pk) | Ace | Fusion | Workstation for Linux | Workstation for Windows |
|--|-------------------------|-----------------------|---------------|--------------------|--------------------|------------------|---------------------------|------------|------------------------------|-----|--------|-----------------------|-------------------------|
| Corporate Reseller | 20 | 6 | 6 | 6 | 6 | 6 | 2 | 1 | 1 | 5 | 3 | 2 | 2 |
| Distributor | 20 | 6 | 6 | 6 | 6 | 6 | 2 | 1 | 1 | 5 | 3 | 2 | 2 |
| Service Provider - Professional | 10 | 2 | 2 | 2 | 2 | 2 | 2 | 1 | 1 | 2 | 1 | 1 | 1 |
| Service Provider - Enterprise | 20 | 6 | 6 | 6 | 6 | 6 | 2 | 1 | 1 | 5 | 3 | 2 | 2 |
| Service Provider - Premier | 20 | 6 | 6 | 6 | 6 | 6 | 2 | 1 | 1 | 5 | 3 | 2 | 2 |
| Solution Provider - Professional | 10 | 2 | 2 | 2 | 2 | 2 | 2 | 1 | 1 | 2 | 1 | 1 | 1 |
| Solution Provider - Enterprise | 20 | 6 | 6 | 6 | 6 | 6 | 2 | 1 | 1 | 5 | 3 | 2 | 2 |
| Solution Provider - Premier | 20 | 6 | 6 | 6 | 6 | 6 | 2 | 1 | 1 | 5 | 3 | 2 | 2 |
| System Builder - Professional | 10 | 2 | 2 | 2 | 2 | 2 | 2 | 1 | 1 | 2 | 1 | 1 | 1 |
| System Builder - Enterprise | 20 | 6 | 6 | 6 | 6 | 6 | 2 | 1 | 1 | 5 | 3 | 2 | 2 |
| System Builder - Premier | 20 | 6 | 6 | 6 | 6 | 6 | 2 | 1 | 1 | 5 | 3 | 2 | 2 |
| Technology Provider - Professional | 10 | 2 | 2 | 2 | 2 | 2 | 2 | 1 | 1 | 2 | 1 | 1 | 1 |
| Technology Provider - Enterprise | 20 | 6 | 6 | 6 | 6 | 6 | 2 | 1 | 1 | 5 | 3 | 2 | 2 |
| Technology Provider - Premier | 20 | 6 | 6 | 6 | 6 | 6 | 2 | 1 | 1 | 5 | 3 | 2 | 2 |
| Training Centers (Independent VATCs only) | 20 | 6 | 6 | 6 | 6 | 6 | 2 | 1 | 1 | 5 | 3 | 2 | 2 |

Note 1: Technology Alliance Partners - Please refer to the TAP Partner Program Guide on Partner Central for TAP specific NFR entitlements.

Note 2: OEMs and Global System Integrators & Outsourcers (GSI&SO) can obtain NFRs by directly contacting their VMware Account Manager.

Renewal of NFR Contracts

Partners will be automatically extended their NFR subscription contract for one year subject to full compliance of the 'then current' program and tier level requirements at the time of membership renewal. This would include being compliant across all of the following program requirements (as applicable by partner program and level):

- Accreditations and Certification (VSP, VTSP, VCP)
- Solution Competency attainment
- Minimum Revenue requirement
- Payment of program fees