



Buyers' Guide

VMware Enterprise Licence Agreement

A guide for forces on how to procure licenses using this agreement

Who can use this Agreement?

This Agreement is available to UK policing and Fire and Rescue Services.

How long is the contract for?

The VMware Enterprise License Agreement (ELA) is available until 18th December 2021.

What is available through this Agreement?

Access to this Agreement is available through a commercial collaboration between Police Digital Service (PDS) and VMware, on behalf of UK policing. This provides a unique commercial deal structure that consolidates VMWare contract term durations and volumes across forces. It provides UK policing with the opportunity to engage with VMware in a compliant manner with the rapid deployment of software, licence compliance and increased scalable discounts. The collaboration is designed to support the national UK policing landscape to identify the outcomes that will help transform UK policing to deliver the National Policing Digital Strategy 2020-2030.

The scope of the ELA covers the contracting Police Force on three core VMware elements.

1. Current Install Base

Continuation of production (24x7) SnS (support & subscriptions) for the supplementary VMware install base as detailed in this document until the end of the enterprise agreement in December 2021.

2. New Tokens/Licenses

The agreement also includes TIF (Technology Infrastructure Fund) tokens. These can be redeemed against new VMware licenses and the SnS that is required until the end of the ELA in December 2021:

- The number of tokens applied is proportionally based on the size of your existing install base and converted into an Advance Product Purchase Allocation Cost;
- Each token has a redemption value of £100 against the list price of license and support;
- Based on this financial commitment, each token with a list value of £100 is costing the Authority £54.00. This represents a saving of 46% off the list prices;
- All tokens are placed in a common aggregated pool for use by any force on a first come-first served basis. This pool is price protected against inflation over the life of the ELA;
- If you require additional tokens after the aggregate number of tokens in the common aggregated pool as been used then these are available to purchase at a discount of 43% off of list, a cost of £57. Such additional tokens are not price protected and discounts will be based on the prevailing license cost prices at the time of purchase;
- Regular quarterly updates shall be issued by Computacenter VMWare's appointed Delivery Partner for the ELA, to keep all member organisations apprised of the value remaining in the common aggregated pool;

3. VMware Technical Account Management

A Technical Account Manager (TAM) is a long-term, post-sales VMware-badged Professional Service to help customers realise business value from their IT transformation. They act as primary focal point for technical questions, ideas and hurdles and provide an inroad to VMware product experts to try and identify the best way of using VMware's Cloud technologies to improve your companies VMware projects.

The Agreement gives UK policing access to a wide range of VMware licenses, helping to meet the changing needs of UK policing and law enforcement. Common licenses that can be purchased through the Agreement are as follows:

VMware vSphere

VMware vSphere is the industry leading compute virtualization platform. vSphere 7 has been rearchitected with native Kubernetes for application modernization. Developers can't afford infrastructure that slows them down – businesses rely on developers to rapidly develop and deploy applications to accelerate digital transformation. And IT teams are challenged to deliver modern infrastructure that supports modern container-based application development, including the services and tools to build new applications.

Using vSphere 7, customers and partners can now deliver a developer-ready infrastructure, scale without compromise and simplify operations. VMware delivers a simple Kubernetes implementation so that customers can run existing enterprise applications alongside containerized applications in a unified manner, while maintaining application portability.

vSphere with Tanzu helps customers modernize the 70M+ workloads running on vSphere and is the fastest way to get started with Kubernetes workloads on developer-ready infrastructure.

vSAN

VMware vSAN is for storage integrated with vSphere. It has native services with six of the top cloud providers: Amazon, Microsoft, Google, IBM, Alibaba and Oracle. vSAN enables a Force to prime their service for growth through:

Seamless evolution

vSAN is integrated with vSphere and requires no new tools.

Industry-leading flexibility

The vSAN ecosystem empowers forces to run HCI on certified solutions with their preferred vendor.

Multi-cloud capabilities

vSAN provides forces with consistent operations from edge to core to cloud, with intrinsic security throughout.

Key Benefits

Benefit	Description
Seamless evolution	<p>Extend virtualisation to storage with a secure, integrated hyperconverged solution that simply works with your VMware environment:</p> <ul style="list-style-type: none"> - Is integrated with your hypervisor and leading public clouds; - Use existing tools for compute and storage; and - Protect and optimize current investments.
Leading flexibility	<p>Deploy software-defined infrastructure across your data centre with the industry's largest HCI ecosystem:</p> <ul style="list-style-type: none"> - Extend to full-stack HCI and build a digital foundation; - Use certified solutions with your preferred vendor; and - Unify resources under policy-based management.
Multi-cloud ready	<p>Evolve to a common control plane, from your core data centre to public cloud and the edge, built on HCI:</p> <ul style="list-style-type: none"> - Consistent operations across your environment; - Intrinsic security for data at rest and in flight; and - Hundreds of public cloud providers.

VMware Cloud Foundation

VMware Cloud Foundation with Tanzu is a Hybrid Cloud Platform that includes an embedded Kubernetes runtime environment that accelerates development of modern applications. VMware Cloud Foundation with Tanzu automates infrastructure deployment and lifecycle management of complex Kubernetes clusters alongside mission critical enterprise applications.

Available with integrated container orchestration and VMware Tanzu management tools, VMware Cloud Foundation with Tanzu provides a comprehensive developer environment that bridges the gap between app developers and IT administrators.

VMware Cloud Foundation can be deployed on-premises through a broad range of vSAN ReadyNode servers or consumed as a service from a number of public cloud providers, including VMware Cloud on AWS, Azure VMware Solutions, Google Cloud Platform VMware Solutions and many VMware Cloud Provider Partners.

VMware vRealize Suite

VMware vRealize Suite is a multi-cloud management solution that provides IT organizations with a modern platform for infrastructure automation, consistent operations and governance based on DevOps and machine learning (ML) principles. It provides native integration with hybrid cloud environments such as VMware Cloud™ on AWS; leading public clouds, including AWS, Azure and Google Cloud Platform; as well as popular third-party tools, such as ServiceNow IT Service Management (ITSM), Terraform and Ansible Tower.

vRealize Suite includes the following products:

vRealize Automation

Enables self-service catalog, governance, provisioning, orchestration and DevOps-based service delivery from a modern infrastructure automation platform

vRealize Operations

Delivers continuous performance optimization, efficient capacity management, proactive planning, intelligent remediation and integrated compliance - powered by artificial intelligence (AI) and predictive analytics

vRealize Log Insight

Delivers centralised log management, deep operational visibility and intelligent analytics

vRealize Suite Lifecycle Manager

Delivers a comprehensive application lifecycle and content management solution for vRealize Suite.

Key Benefits

Benefit	Description
Agility	Accelerate the speed of the IT organization's responsiveness to the rapidly changing business and competitive requirements of the lines of business (LOBs).
Control	Increase the consistency of security, governance and compliance.
Efficiency	Increase the efficiency of IT staff and the utilisation of private and public cloud resources, reducing OpEx and CapEx.
Choice	Empower developers to consume resources through APIs, CLI and catalogues, and use the tools of their choice for application development.

VMware NSX Data Center

VMware NSX Data Center is the network virtualisation and security platform that enables the virtual cloud network, a software-defined approach to networking that extends across data centers, clouds, and application frameworks.

With NSX Data Center, networking and security are brought closer to the application wherever it's running, from virtual machines (VMs) to containers to bare metal. Like the operational model of VMs, networks can be provisioned and managed independent of underlying hardware. NSX Data Center reproduces the entire network model in software, enabling any network topology - from simple to complex multitier networks - to be created and provisioned in seconds. Users can create multiple virtual networks with diverse requirements, leveraging a combination of the services offered via NSX or from a broad ecosystem of third-party integrations ranging from next-generation firewalls to performance management solutions to build inherently more agile and secure environments. These services can then be extended to a variety of endpoints within and across clouds.

Key Benefits

Benefit
Protect applications with microsegmentation at the workload level and granular security.
Reduce network provisioning time from days to seconds, improving operational efficiency through automation.
Gain consistent management of networking and security policies independent of physical network topology within and across data centers and native public clouds.
Obtain detailed application topology visualisation, automated security policy recommendations and continuous flow monitoring.
Enable advanced, lateral threat prevention on east-west traffic using the built-in, fully distributed threat prevention engine.

VMware NSX Cloud

VMware NSX Cloud delivers consistent networking and security for applications running natively in the public cloud. NSX Cloud uses the same management plane and control plane as VMware NSX Data Center, enabling a single networking and security solution from the private data center to the public cloud.

Key Benefits

Common networking and security, across public clouds such as AWS and Azure, significantly improves scalability, control and visibility - with lower OpEx:

Benefit
Deployment flexibility using NSX constructs or native public cloud constructs.
Simple scalability across virtual networks, availability zones, regions and public clouds.
Precise control of security and networking services brings protection and standardisation to applications.
End-to-end visibility of networking and security ensures the health and compliance of applications in public clouds.

Benefits

The following table summarizes additional benefits outside of the licenses themselves, available under this ELA:

Benefit	Description
Innovation	Provides UK policing with an innovative route to market for a wide range of VMware licences.
Rapid Procurement	Enables policing to procure from VMware efficiently on commercially favourable terms, whilst having the assurance that the procurement is technically assured and offers value for money.
Value for Money	The VMware ELA represents excellent value for money, with significant discounts, for UK Policing. These are long-term reductions in costs compared with ad-hoc purchasing of the same licences outside of the ELA.
Innovative Technology	Through the ELA Forces are provided with the latest product versions of all applicable licences.
Education	VMware run technology and outcome driven workshops with keynote delivery from industry leading representatives and subject matter experts. Focused on Police Force customer use cases and around event themes such as Digital transformation, Mobility, Collaboration and Digital Identity.
Set-up	Forces have access to a day with a Computacenter VMware Technology specialist, designed to help gain both a baseline on current Force VMware estate and guidance on how to best leverage and utilise the tokens included in the ELA, to achieve the Force's objectives.
Transparent commercial visibility	Commercial pricing and costs are available for scrutiny. Annual costs provide predictable budgeting.
Detailed management information to enable strategic planning across UK policing	All procurement data is provided to the PDS to enable creation of Management Information to support strategic planning across UK policing.
Engagement	Customer Briefing Centre Workshops, hosted by the ELA reseller Computacenter, give each Force an opportunity to discuss how they would like to shape their IT strategy. They can help Forces understand what outcomes they want to deliver, in combination with the ability to see in action the technologies that will help Forces deliver on strategic goals.
Supporting best practice	Each force has included within the agreement a single free of charge VMware Assessment Service delivered by Computacenter. Currently available are both the

	vSphere Optimisation Assessment and the Hyper-Converged Infrastructure Assessment.
Contract management	The VMware ELA is contract managed by Police Digital Services on behalf of Forces, providing Forces with one common point of contact for issues and escalations.

Other information

Police Digital Services Knowledge Hub

This Buyers Guide, FAQs on how to transact business and details of existing commercial deals available to UK policing can be accessed via the PDS Knowledge Hub at <https://knowledgehub.group/>. If you are not yet registered with the Knowledge Hub, you will need to complete the simple registration process first and ask to join the **VMWare ELA** group.

Contacting Us

If you have any further questions regarding this Guide please contact the PDS Contract Manager, Steve Williams – steve.williams@pds.police.uk

Public Procurement references

This agreement was established through Crown Commercial Services Technology Products 2 Agreement RM3733. A 3 Year Enterprise License Agreement (ELA) Price Plan for UK Blue Light Services was established through this Framework. Set out below is reference and a link to the underlying procurement documentation.

OJEU Reference Number:	2016/S 099-177221
Framework Name:	RM3733 Technology Products 2
Contract Award Notice:	2016/S 220-401822
Start Date:	31/10/2016
End Date:	31/10/2021