

# City of Columbus Department of Technology

VMware Hardware, Software and Parts

RFQ012824

July 10, 2019

Original



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*CDW Government LLC  
230 N. Milwaukee Ave.  
Vernon Hills, IL 60061*





One CDW Way  
230 N. Milwaukee Ave  
Vernon Hills, IL 60061  
P: 847.371.5800  
F: 847.465.6800  
Toll-Free: 800.808.4239  
www.cdwg.com/PeopleWhoGetIT

City of Columbus Department of Technology

July 10, 2019

**RE: VMware Hardware, Software and Parts RFQ012824**

Dear Mr. H. Samuel Orth III,

The City of Columbus (the City) is seeking a qualified firm to provide the Department of Technology (DoT) with a Purchase Agreement to obtain VMware hardware, software and parts and align to the City's goals and objectives as described in this RFP. CDW Government LLC (CDW•G) is fully committed to the success of the City in delivering a strategy and execution, all the while improving the service to the communities you serve.

Unique advantages of CDW•G's proposed solution is our strong partnership with VMware:

- **Leveraging a Powerful Partnership.** CDW•G is one of VMware's top partner, holding the highest level of accreditation under the VMWare solution provider program. As a Premier Solution Partner, a top tier reseller, CDW•G has more dedicated VMware resources than any other partner available to the City. Our recent awards with VMware are: **2016 Regional VMware Partner Innovation Award, 2018 VMware Partner Innovation Awards. VMware awarded CDW a Global Award for its Empower Digital Workspace and a Regional Award – Americas in the Hyperconverged Infrastructure Solution category.**
- **Experienced and Knowledgeable Team.** CDW•G will be an extension of your IT team. Your dedicated Account Team is led by **local to Columbus, OH**, Advanced Technology Account Executive, Nick Geiser, Account Manager, Ryan Marron, and Regional Sales Manager, Paul Somers. Your Account Team is backed by a group of well-versed VMware CDW•G badged personnel, and strategic VMware resources ready to support and meet your needs.
- **Ohio Familiarity.** CDW•G is fully committed to the success of the City and Ohio. **Having two (2) offices in Cleveland and Cincinnati and over 134 coworkers contributing to the local economy**, CDW•G has various active contracts with State and Local, Education, Healthcare and Corporate organizations.

Our goal is to provide the City with expert resources at the best value. CDW•G has a longstanding relationship with the City of Columbus and DoT and understands the needs of your stakeholders and existing technology footprint.

Should you have questions regarding this RFP, please contact Nick Geiser, at [nickgei@cdwg.com](mailto:nickgei@cdwg.com) or by phone at (614) 318-9058.

*CDW Government LLC request that except for specifications of the products and pricing, the parties agree to the same terms and conditions that they have agreed to in other service opportunities or negotiate in good faith upon award.*

Sincerely,

Anup Sreedharan  
Manager, Proposal Teams

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# CDW•G and VMware

CDW•G is one of VMware's top Corporate Resellers and a Premier Partner, which is the highest level of accreditation under the VMware Solution Provider program. CDW•G is also a vCloud Air Network partner, certified to deliver cloud-based services based on VMware technology. CDW•G was one of the first VMware partners in the world to achieve all VMware technical competencies.



CDW•G enables its customers like the City to achieve their business objectives through the adoption of new technology. Our expertise in VMware's NSX, EUC, Mobility and SDDC portfolios, academic specialization and status as one of the US' top VMware partners mean we can confidently advise the City's DoT on the most appropriate solution for your business.

We offer design, implementation, and support engineering capabilities. As part of our engagement, we offer the City assessments to help you decide on the right solution. Among the services we provide: vSphere Plan and Design, vSphere Upgrades, Horizon Implementation, NSX Accelerator, vRealize Automation.

## Solution Competencies

VMware technologies are fully embedded within CDW•G's solutions, consulting, engineering, and sales operations. Our VMware competencies are:

- Business continuity
- Cloud provider
- Desktop virtualization
- Hybrid cloud
- Management automation
- Management operations
- Mobility management
- Network virtualization
- Server virtualization
- Software-defined storage

This range of expertise means CDW•G can design, implement, and support holistic VMware solutions, led by staff from our Workspace, Datacenter, and Networking technical practices.

## Purchasing Programs

- Volume purchasing program
- Enterprise purchasing program
- Subscription enabled
- Hybrid purchasing program
- Subscription purchasing program – monthly
- Subscription purchasing program – prepaid

# VMware Capabilities and Certifications

CDW•G offers two comprehensive VMware assessments — vSphere Optimization Assessment and Virtual SAN (VSAN) Assessment. The vSphere Optimization Assessment provides a free comprehensive analysis of the optimization opportunities in your virtualized environment. This easy and powerful 30-day program leverages the operations analytics and automation capabilities of VMware vRealize Operations. This assessment delivers immediate value starting day one with a vSphere configuration audit report and provides additional benefits by identifying performance improvement and capacity optimization recommendations. At the end of the trial, we will present you with your consolidated vSphere Optimization Assessment Report, to clearly illustrate how you can improve your virtual environment’s Health, manage Risk and increase Efficiency.



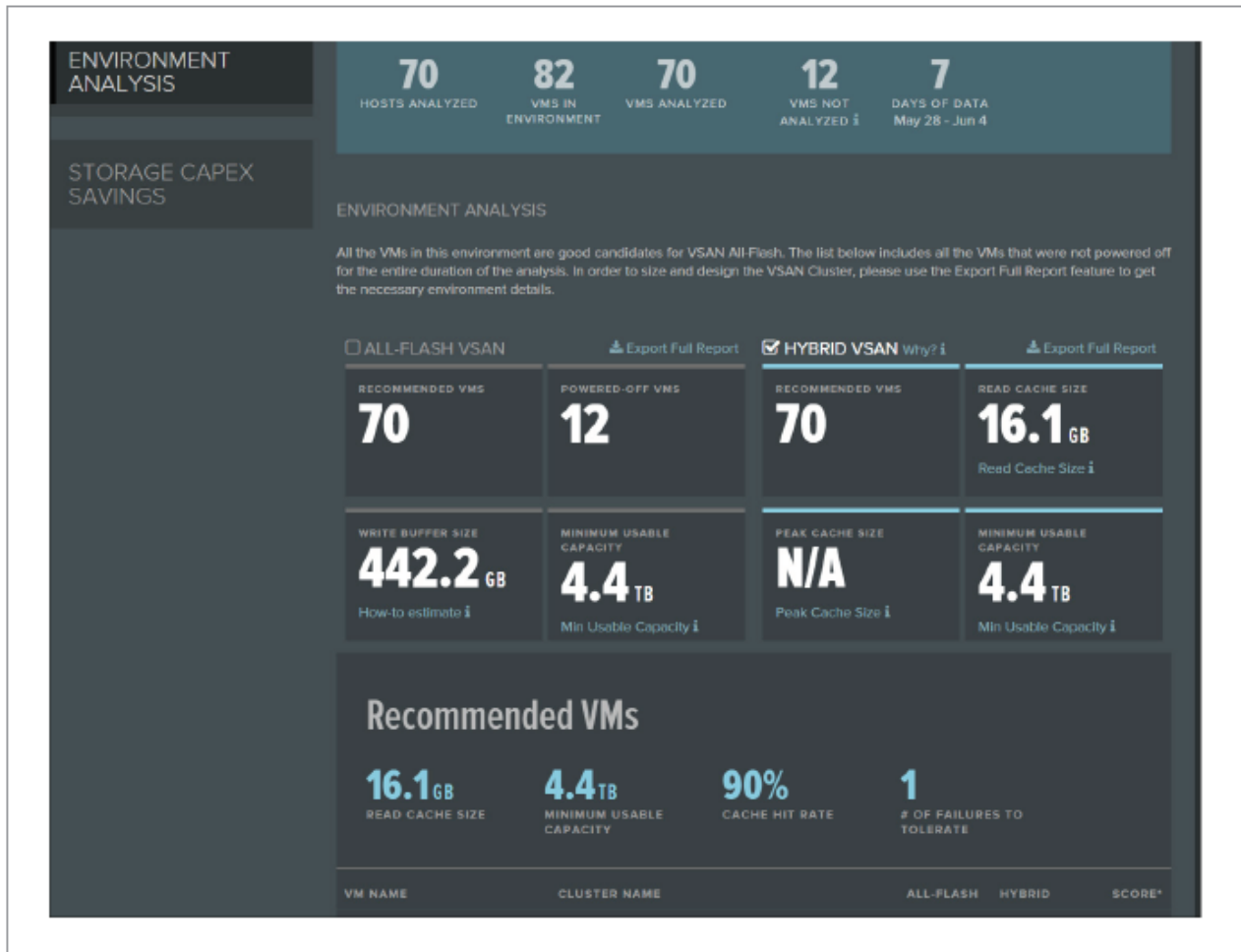
**IMPROVE HEALTH**

OPPORTUNITY	INCREASE EFFICIENCY	MANAGE RISK	IMPROVE HEALTH
FEATURE	<p><b>89</b> Efficiency Monitoring</p>	<p><b>96</b> Risk Management</p>	<p><b>75</b> Health Reporting</p>
BENEFIT	<p>Optimize VM capacity and save on hardware costs</p>	<p>Solve problems before they become critical</p>	<p>Proactively manage physical, virtual and cloud environments</p>

The Virtual SAN (VSAN) Assessment allows you to collect data from your existing vSphere storage environment in just one week, and get the technical and business recommendations you need including:

- Which VMs are a suitable candidate for Virtual SAN – Hybrid or All Flash
- Sizing and hardware recommendations (i.e., number of servers, SSD, HDD)
- Estimated storage CAPEX & OPEX savings with a TCO analysis and comparison





CDW•G is serious about our partnership with VMware. Our 1500+ dedicated VMware-certified experts receive regular training from VMware, so they're up to speed on the latest optimization technologies and challenges.

In addition to your dedicated Account Team of Advanced Technology Account Executive, Nick Geiser and Account Manager, Ryan Marron, you'll receive assistance from our certified resources.

CDW•G's certifications include:

- 2,000+ VMware Sales Professional accreditations (VSP)
- 160+ VMware Technical Sales Professional accreditations (VTSP)
- 30+ VMware Certified Professional accreditations (VCP)
- VCP (VMware Certified Professional): 31
- VSP (VMware Sales Professional): 2,298
- VTSP (VMware Technical Sales Professional): 168
- VLE (VMware License Expert): 11
- VSP-CP (VMware Sales Professional – Cloud Provider): 8
- VOP-CP (VMware Operations Professional – Cloud Provider): 1
- VCDX (VMware Certified Design Expert): 2

### Our VMware capabilities include:

#### Services

- vRealize Automation
- Cloud Foundation

#### Implementation

- Workspace ONE

#### Health Check

- Infrastructure Design Review
- Infrastructure Remote Health Check

#### Upgrade

- vSphere 6.5 Upgrade Workshop
- vSphere 6.5 Upgrade Workshop and Operational Review

#### VMware SRM

- SRM Enhanced Plan, Design and Implementation for Large Environments
- SRM Implementation

#### Horizon View

- Jumpstarts
- Horizon Plan and Design Workshops

#### NSX

- NSX Workshops
- Proof of Concept (POC)
- Jumpstarts
- Microsegmentation

#### VMware vSphere

- vSphere 6.5 Implementation
- vSphere 6.5 Plan and Design Workshop

#### vRealize

- vRealize Operations

#### vSAN

- Install and configure



# Local Presence

CDW•G is fully committed to the success of the City and Ohio. Having a local presence, CDW•G has two (2) office locations in Cleveland and Cincinnati with over 134 coworkers contributing to the local economy. CDW•G's experience and familiarity with Ohio is extensive. Your Account Team collectively has over 10 years of experience with various state and local agencies.

## Office Address:

### Cleveland



Corporate Plaza 1  
6450 Rockside Woods Blvd., S. Suite 120  
Independence, OH 44131

### Cincinnati



9349 Waterstone Blvd. Suite 150  
Cincinnati, OH 45249

# References

CITY OF COLUMBUS / DEPARTMENT OF TECHNOLOGY  
VMWARE  
SPECIFICATIONS

**REFERENCES**

The bidder must briefly document its capabilities and submit an outline of its experience and work history in VMware hardware, software, and parts for the past five years by submitting the contact information of Professional References from five (4) separate implementation projects. References should consist of projects of a similar scope, complexity, and cost.

Business Name: Louisville Metro Government, Department of Information Technology Tel #. 502-574 - 6804

Address: 410 S 5th ST, STE 200, Louisville, KY 40202

E-mail Address: Matthew.Crady@louisvilleky.gov Fax #.                   -                  

    Matt Crady - Client Services Supervisor

Contact: Asset Management and Procurement Work performed from 2014 to Present

Work Performed: The City of Louisville has a large server storage environment that employs VMware. CDW-G and VMware have assisted the City on several large scale projects needed to help ensure cost efficiencies.

    The City frequently relies on internal CDW-G resources to drive solutions.

Business Name: City of Detroit, Department of Innovation and Technology(DoIT) Tel #. 313-224 - 9715

Address: 2 Woodward Ave. Ste 1212, Detroit, MI 48226

E-mail Address: Monique.Ellis@detroitmi.gov Fax #.                   -                  

Contact: Monique L. Ellis Work performed from 2014 to Present

Work Performed: The City of Detroit utilizes CDW-G to help scope proper VMware solutions.

    The City is always upgrading and trying to drive better performance throughout the IT department. Being VMware's top partner, CDW-G provides a plethora of resources that the city can consume free of charge.

CITY OF COLUMBUS / DEPARTMENT OF TECHNOLOGY  
VMWARE  
SPECIFICATIONS

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Business Name: MUSKEGON COUNTY INFO SYSTEMS Tel #. 231-724 - 3321

Address: 141 E APPLE AVE FL 1, MUSKEGON, MI

E-mail Address: phillipsiv@co.muskegon.mi.us Fax #. -

Contact: Ivan Phillips Work performed from 2018 to Present

Work Performed: Muskegon County recently finished a large server and storage acquisition to replace old equipment. VMware was a very large part of this solution and is needed by the county for server virtualization and VMware networking tools.

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Due to the multi-vendor environment needed, they turned to CDW-G to help orchestrate the project and deployment.

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Business Name: VIA Metropolitan Transit Tel #. 210-362 - 2404

Address: 800 W. Myrtle Street, Suite # 203, San Antonio, TX 78212

E-mail Address: sharon.guerrero@viainfo.net Fax #. -

Contact: Sharon Guerrero Work performed from 2016 to Present

Work Performed: VIA Metropolitan Transit has had a few major VMware upgrades that they used CDW-G technical architects help optimize value and keep their datacenter as modernized as possible.

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# Letter of Authorization (LOA)



April 1, 2019

To Whom It May Concern:

This letter is to certify that CDW Government LLC (CDW•G) is a VMware authorized Corporate Reseller-Premier Partner and reseller.

As a result, CDW•G is authorized to resell VMware products and services to education, healthcare, state/local, and federal customers throughout the United States. Under this designation, CDW•G is also authorized to manage VMware licensing agreements.

Please contact me directly if there is any additional information required to support CDW•G's response to your RFP.

Sincerely,

A handwritten signature in blue ink that reads "David Goldfarb". The signature is stylized and includes a long horizontal line extending to the right.

David Goldfarb  
Sr. PBM  
VMware  
773-315-3346  
DGoldfarb@vmware.com

# Pricing

CITY OF COLUMBUS / DEPARTMENT OF TECHNOLOGY  
VMWARE  
SPECIFICATIONS

**To the Technology Director of the City of Columbus, Ohio:** We (I), the below signed hereby propose to furnish the following article(s) and/or service(s) at the price(s) and terms stated subject to all instructions, conditions, specifications, and all attachments hereto. We (I) have read all attachments including the specifications and fully understand what is required.

The bidder hereby states that the inserted discounts shall apply to all VMware hardware, software, and parts purchases made by the City of Columbus so long as OarNet's contract with VMware in effect, as indicated in Attachment A attached hereto.

ADDITIONAL PAGES MAY BE ADDED AS NECCESARY TO COMPLY WITH SECTION 6.5

PLEASE COMPLETE THE EXCEL SPREADSHEET INCLUDED AS AN ADDITIONAL ATTACHMENT

A handwritten signature in blue ink, consisting of several loops and a horizontal line at the bottom, positioned above a horizontal line.

\*\*subject to exceptions provided in the cover page.



**City of Columbus, RFP for VMWare Pricing  
Attachment A**

Available Products & Pricing Subject to Change

Description	SKU	Vmware Suggested List Price	Offeror Price
VMware App Volumes Advanced 100 Pack (CCU)	AV-ADVC-100-C	\$ 15,450.00	\$ 5,550.00
Production Support/Subscription for VMware App Volumes Advanced 100 Pack (CCU) for 1 year	AV-ADVC-100-P-SSS-C	\$ 3,863.00	\$ 1,852.50
VMware App Volumes Advanced 10 Pack (CCU)	AV-ADVC-10-C	\$ 1,545.00	\$ 555.00
Production Support/Subscription for VMware App Volumes Advanced 10 Pack (CCU) for 1 year	AV-ADVC-10-P-SSS-C	\$ 386.00	\$ 185.25
Upgrade: VMware App Volumes Advanced to App Volumes Enterprise: 100 Pack (CCU)	AV-ADV-ENTC100-UG-C	\$ 3,410.00	\$ 1,221.00
Upgrade: VMware App Volumes Advanced to App Volumes Enterprise: 10 Pack (CCU)	AV-ADV-ENTC10-UG-C	\$ 341.00	\$ 122.10
Upgrade: VMware App Volumes Advanced to App Volumes Enterprise: 100 Pack (Named Users)	AV-ADV-ENTN100-UG-C	\$ 2,310.00	\$ 814.00
Upgrade: VMware App Volumes Advanced to App Volumes Enterprise: 10 Pack (Named Users)	AV-ADV-ENTN10-UG-C	\$ 231.00	\$ 81.40
VMware App Volumes Advanced 100 Pack (Named Users)	AV-ADVN-100-C	\$ 10,250.00	\$ 3,700.00
Production Support/Subscription for VMware App Volumes Advanced 100 Pack (Named Users) for 1 year	AV-ADVN-100-P-SSS-C	\$ 2,563.00	\$ 1,235.00
VMware App Volumes Advanced 10 Pack (Named Users)	AV-ADVN-10-C	\$ 1,025.00	\$ 370.00
Production Support/Subscription for VMware App Volumes Advanced 10 Pack (Named Users) for 1 year	AV-ADVN-10-P-SSS-C	\$ 256.00	\$ 123.50
VMware App Volumes Enterprise 100 Pack (CCU)	AV-ENTC-100-C	\$ 18,550.00	\$ 6,660.00
Production Support/Subscription for VMware App Volumes Enterprise 100 Pack (CCU) for 1 year	AV-ENTC-100-P-SSS-C	\$ 4,638.00	\$ 2,223.00
VMware App Volumes Enterprise 10 Pack (CCU)	AV-ENTC-10-C	\$ 1,855.00	\$ 666.00
Production Support/Subscription for VMware App Volumes Enterprise 10 Pack (CCU) for 1 year	AV-ENTC-10-P-SSS-C	\$ 464.00	\$ 222.30
VMware App Volumes Enterprise 100 Pack (Named Users)	AV-ENTN-100-C	\$ 12,350.00	\$ 4,440.00
Production Support/Subscription for VMware App Volumes Enterprise 100 Pack (Named Users) for 1 year	AV-ENTN-100-P-SSS-C	\$ 3,088.00	\$ 1,482.00
VMware App Volumes Enterprise 10 Pack (Named Users)	AV-ENTN-10-C	\$ 1,235.00	\$ 444.00
Production Support/Subscription for VMware App Volumes Enterprise 10 Pack (Named Users) for 1 year	AV-ENTN-10-P-SSS-C	\$ 309.00	\$ 148.20
Upgrade: VMware App Volumes Standard to App Volumes Advanced: 100 Pack (CCU)	AV-STD-ADVC100-UG-C	\$ 6,765.00	\$ 2,442.00
Upgrade: VMware App Volumes Standard to App Volumes Advanced: 10 Pack (CCU)	AV-STD-ADVC10-UG-C	\$ 677.00	\$ 244.20
Upgrade: VMware App Volumes Standard to App Volumes Advanced: 100 Pack (Named Users)	AV-STD-ADVN100-UG-C	\$ 4,455.00	\$ 1,628.00
Upgrade: VMware App Volumes Standard to App Volumes Advanced: 10 Pack (Named Users)	AV-STD-ADVN10-UG-C	\$ 446.00	\$ 162.80
VMware App Volumes Standard 100 Pack (CCU)	AV-STDC-100-C	\$ 9,300.00	\$ 3,330.00
Production Support/Subscription for VMware App Volumes Standard 100 Pack (CCU) for 1 year	AV-STDC-100-P-SSS-C	\$ 2,325.00	\$ 1,111.50
VMware App Volumes Standard 10 Pack (CCU)	AV-STDC-10-C	\$ 930.00	\$ 333.00
Production Support/Subscription for VMware App Volumes Standard 10 Pack (CCU) for 1 year	AV-STDC-10-P-SSS-C	\$ 233.00	\$ 111.15
Upgrade: VMware App Volumes Standard to App Volumes Enterprise: 100 Pack (CCU)	AV-STD-ENTC100-UG-C	\$ 10,175.00	\$ 3,663.00
Upgrade: VMware App Volumes Standard to App Volumes Enterprise: 10 Pack (CCU)	AV-STD-ENTC10-UG-C	\$ 1,018.00	\$ 366.30
Upgrade: VMware App Volumes Standard to App Volumes Enterprise: 100 Pack (Named Users)	AV-STD-ENTN100-UG-C	\$ 6,765.00	\$ 2,442.00
Upgrade: VMware App Volumes Standard to App Volumes Enterprise: 10 Pack (Named Users)	AV-STD-ENTN10-UG-C	\$ 677.00	\$ 244.20
VMware App Volumes Standard 100 Pack (Named Users)	AV-STDN-100-C	\$ 6,200.00	\$ 2,220.00
Production Support/Subscription for VMware App Volumes Standard 100 Pack (Named Users) for 1 year	AV-STDN-100-P-SSS-C	\$ 1,550.00	\$ 741.00
VMware App Volumes Standard 10 Pack (Named Users)	AV-STDN-10-C	\$ 620.00	\$ 222.00
Production Support/Subscription for VMware App Volumes Standard 10 Pack (Named Users) for 1 year	AV-STDN-10-P-SSS-C	\$ 155.00	\$ 74.10
VMware Business Critical Support Option - non-ELA, 1 Year	BCS-SUP-C	\$ 60,000.00	\$ 60,000.00
VMware vRealize Automation 6 Development Kit - per Instance	CA6-DEVK-C	\$ 20,550.00	\$ 7,400.00
Production Support/Subscription VMware vRealize Automation 6 Development Kit - per Instance for 1 year	CA6-DEVK-P-SSS-C	\$ 5,138.00	\$ 2,470.00
VMware Cloud Foundation Advanced (Per CPU)	CF-ADV-C	\$ 20,895.00	\$ 7,398.15
Production Support/Subscription for VMware Cloud Foundation Advanced (Per CPU) for 1 year	CF-ADV-P-SSS-C	\$ 5,995.00	\$ 2,469.35
Add on to VMware vSphere 6 to VMware Private Cloud for External Storage Advanced Stack (Per CPU)	CF-B1-PCES-ADV-C	\$ 13,625.00	\$ 4,717.50
Production Support/Subscription for Add on to VMware vSphere 6 to VMware Private Cloud for External Storage Advanced Stack (Per CPU)	CF-B1-PCES-ADV-P-SSS-C	\$ 3,683.75	\$ 1,913.60
Add on to VMware vSphere 6 to VMware Private Cloud for External Storage Enterprise Stack (Per CPU)	CF-B1-PCES-ENT-C	\$ 15,585.00	\$ 5,746.10
Production Support/Subscription for Add on to VMware vSphere 6 to VMware Private Cloud for External Storage Enterprise Stack (Per CPU)	CF-B1-PCES-ENT-P-SSS-C	\$ 4,347.50	\$ 2,222.35
Add on to VMware vSphere 6 to VMware Private Cloud for External Storage Standard Stack (Per CPU)	CF-B1-PCES-STD-C	\$ 10,625.00	\$ 3,564.95
Production Support/Subscription for Add on to VMware vSphere 6 to VMware Private Cloud for External Storage Standard Stack (Per CPU)	CF-B1-PCES-STD-P-SSS-C	\$ 2,658.75	\$ 1,621.10
Add on to VMware vSphere 6 to complete VMware Cloud Foundation Advanced Stack (Per CPU)	CF-B1-VS6-ADV-C	\$ 18,405.00	\$ 6,495.35
Production Support/Subscription for Add on to VMware vSphere 6 to complete VMware Cloud Foundation Advanced Stack (Per CPU)	CF-B1-VS6-ADV-P-SSS-C	\$ 5,096.25	\$ 2,469.35
Add on to VMware vSphere 6 to complete VMware Cloud Foundation Enterprise Stack (Per CPU)	CF-B1-VS6-ENT-C	\$ 21,895.00	\$ 8,084.50
Production Support/Subscription for Add on to VMware vSphere 6 to complete VMware Cloud Foundation Enterprise Stack (Per CPU)	CF-B1-VS6-ENT-P-SSS-C	\$ 6,145.00	\$ 2,963.35
Add on to VMware vSphere 6 to complete VMware Cloud Foundation Standard Stack (Per CPU)	CF-B1-VS6-STD-C	\$ 15,055.00	\$ 5,252.15
Production Support/Subscription for Add on to VMware vSphere 6 to complete VMware Cloud Foundation Standard Stack (Per CPU)	CF-B1-VS6-STD-P-SSS-C	\$ 4,071.25	\$ 2,098.85
Add on to (VMware vSphere 6 and VMware vSAN 6) to complete VMware Cloud Foundation Advanced Stack (Per CPU)	CF-B2-VS6-ADV-C	\$ 14,695.00	\$ 5,118.95
Production Support/Subscription for Add on to (VMware vSphere 6 and VMware vSAN 6) to complete VMware Cloud Foundation Advanced Stack (Per CPU)	CF-B2-VS6-ADV-P-SSS-C	\$ 4,067.50	\$ 2,469.35

**City of Columbus, RFP for VMWare Pricing  
Attachment A**

Available Products & Pricing Subject to Change

Description	SKU	Vmware Suggested List Price	Offeror Price
Add on to (VMware vSphere 6 and VMware vSAN 6) to complete VMware Cloud Foundation Enterprise	CF-B2-VS6-ENT-C	\$ 16,865.00	\$ 6,212.67
Production Support/Subscription for Add on to (VMware vSphere 6 and VMware vSAN 6) to complete	CF-B2-VS6-ENT-P-SSS-C	\$ 4,731.25	\$ 2,963.35
Add on to (VMware vSphere 6 and VMware vSAN 6) to complete VMware Cloud Foundation Standard	CF-B2-VS6-STD-C	\$ 11,255.00	\$ 3,838.75
Production Support/Subscription for Add on to (VMware vSphere 6 and VMware vSAN 6) to complete	CF-B2-VS6-STD-P-SSS-C	\$ 3,042.50	\$ 2,098.85
Add on to (VMware vSphere 6 and VMware NSX) to complete VMware Cloud Foundation Advanced St	CF-B3-VS6-ADV-C	\$ 13,445.00	\$ 4,991.67
Production Support/Subscription for Add on to (VMware vSphere 6 and VMware NSX) to complete VM	CF-B3-VS6-ADV-P-SSS-C	\$ 3,722.50	\$ 2,469.35
Add on to (VMware vSphere 6 and VMware NSX) to complete VMware Cloud Foundation Enterprise St	CF-B3-VS6-ENT-C	\$ 14,335.00	\$ 5,769.04
Production Support/Subscription for Add on to (VMware vSphere 6 and VMware NSX) to complete VM	CF-B3-VS6-ENT-P-SSS-C	\$ 4,021.25	\$ 2,963.35
Add on to (VMware vSphere 6 and VMware NSX) to complete VMware Cloud Foundation Standard Sta	CF-B3-VS6-STD-C	\$ 9,975.00	\$ 3,707.77
Production Support/Subscription for Add on to (VMware vSphere 6 and VMware NSX) to complete VM	CF-B3-VS6-STD-P-SSS-C	\$ 2,697.50	\$ 2,098.85
Add on to (VMware vSphere 6 and vRealize Suite 2017) to complete VMware Cloud Foundation Advan	CF-B4-VS6-ADV-C	\$ 11,235.00	\$ 3,826.91
Production Support/Subscription for Add on to (VMware vSphere 6 and vRealize Suite 2017) to comple	CF-B4-VS6-ADV-P-SSS-C	\$ 3,110.00	\$ 2,469.35
Add on to (VMware vSphere 6 and vRealize Suite 2017) to complete VMware Cloud Foundation Enterp	CF-B4-VS6-ENT-C	\$ 14,825.00	\$ 5,444.92
Production Support/Subscription for Add on to (VMware vSphere 6 and vRealize Suite 2017) to comple	CF-B4-VS6-ENT-P-SSS-C	\$ 4,158.75	\$ 2,963.35
Add on to (VMware vSphere 6 and vRealize Suite 2017) to complete VMware Cloud Foundation Standd	CF-B4-VS6-STD-C	\$ 11,235.00	\$ 3,826.91
Production Support/Subscription for Add on to (VMware vSphere 6 and vRealize Suite 2017) to comple	CF-B4-VS6-STD-P-SSS-C	\$ 3,110.00	\$ 2,098.85
VMware Cloud Foundation Basic (Per CPU)	CF-CPU-B1-C	\$ 13,235.00	\$ 4,987.60
Production Support/Subscription for VMware Cloud Foundation Basic (Per CPU) for 1 year	CF-CPU-B1-P-SSS-C	\$ 3,310.00	\$ 1,664.65
Add on to VMware vSphere 6 to complete VMware Cloud Foundation Basic Stack (Per CPU)	CF-CPU-B2-C	\$ 9,645.00	\$ 3,694.45
Production Support/Subscription for Add on to VMware vSphere 6 to complete VMware Cloud Founda	CF-CPU-B2-P-SSS-C	\$ 2,411.25	\$ 1,233.05
VMware Cloud Foundation Enterprise (Per CPU)	CF-ENT-C	\$ 23,995.00	\$ 8,878.15
Production Support/Subscription for VMware Cloud Foundation Enterprise (Per CPU) for 1 year	CF-ENT-P-SSS-C	\$ 7,043.75	\$ 2,963.35
VMware Private Cloud for External Storage Advanced (Per CPU)	CF-PCES-ADV-C	\$ 16,495.00	\$ 5,733.15
Production Support/Subscription for VMware Private Cloud for External Storage Advanced (Per CPU) f	CF-PCES-ADV-P-SSS-C	\$ 4,582.50	\$ 1,913.60
VMware Private Cloud for External Storage Enterprise (Per CPU)	CF-PCES-ENT-C	\$ 17,995.00	\$ 6,658.15
Production Support/Subscription for VMware Private Cloud for External Storage Enterprise (Per CPU) f	CF-PCES-ENT-P-SSS-C	\$ 5,246.25	\$ 2,222.35
VMware Private Cloud for External Storage Standard (Per CPU)	CF-PCES-STD-C	\$ 14,225.00	\$ 4,856.25
Production Support/Subscription for VMware Private Cloud for External Storage Standard (Per CPU) fo	CF-PCES-STD-P-SSS-C	\$ 3,557.50	\$ 1,621.10
VMware SDDC Manager 3 for Desktop 100 pack (Per CCU)	CF-SDDC3-M100-C	\$ 3,085.00	\$ 1,110.00
Production Support/Subscription for VMware SDDC Manager 3 for Desktop 100 pack (Per CCU) for 1 y	CF-SDDC3-M100-P-SSS-C	\$ 771.00	\$ 370.50
VMware SDDC Manager 3 for Desktop 10 pack (Per CCU)	CF-SDDC3-M10-C	\$ 309.00	\$ 111.00
Production Support/Subscription for VMware SDDC Manager 3 for Desktop 10 pack (Per CCU) for 1 ye	CF-SDDC3-M10-P-SSS-C	\$ 77.00	\$ 37.05
VMware SDDC Manager 3 (Per CPU)	CF-SDDC3-MAC-C	\$ 1,535.00	\$ 553.15
Production Support/Subscription for VMware SDDC Manager 3 (Per CPU) for 1 year	CF-SDDC3-MAC-P-SSS-C	\$ 384.00	\$ 184.60
VMware Cloud Foundation Standard (Per CPU)	CF-STD-C	\$ 17,895.00	\$ 6,288.15
Production Support/Subscription for VMware Cloud Foundation Standard (Per CPU) for 1 year	CF-STD-P-SSS-C	\$ 4,970.00	\$ 2,098.85
VMware Cloud Foundation for VDI: SDDC Manager, NSX DC ADV, and Horizon ENT 100 pack (Per CCU)	CF-VD-B1-100-C	\$ 73,340.00	\$ 25,715.00
Production Support/Subscription for VMware Cloud Foundation for VDI: SDDC Manager, NSX DC ADV,	CF-VD-B1-100-P-SSS-C	\$ 18,333.75	\$ 8,583.25
VMware Cloud Foundation for VDI: SDDC Manager, NSX DC ADV, and Horizon ENT 10 pack (Per CCU)	CF-VD-B1-10-C	\$ 7,334.00	\$ 2,571.50
Production Support/Subscription for VMware Cloud Foundation for VDI: SDDC Manager, NSX DC ADV,	CF-VD-B1-10-P-SSS-C	\$ 1,833.50	\$ 858.33
VMware Cloud Foundation for VDI: SDDC Manager and NSX DC ADV w/o Horizon ENT 100 pack (per CCU)	CF-VD-B2-100-C	\$ 14,090.00	\$ 4,440.00
Production Support/Subscription for VMware Cloud Foundation for VDI: SDDC Manager and NSX DC A	CF-VD-B2-100-P-SSS-C	\$ 3,521.25	\$ 1,482.00
VMware Cloud Foundation for VDI: SDDC Manager and NSX DC ADV w/o Horizon ENT 10 pack (per CCU)	CF-VD-B2-10-C	\$ 1,409.00	\$ 444.00
Production Support/Subscription for VMware Cloud Foundation for VDI: SDDC Manager and NSX DC A	CF-VD-B2-10-P-SSS-C	\$ 352.25	\$ 148.20
VMware Cloud Foundation for VDI: SDDC Manager and NSX DC ENT+ w/o Horizon ENT 100 pack (Per CCU)	CF-VD-B3-100-C	\$ 20,090.00	\$ 6,290.00
Production Support/Subscription for VMware Cloud Foundation for VDI: SDDC Manager and NSX DC E	CF-VD-B3-100-P-SSS-C	\$ 5,021.25	\$ 2,099.50
VMware Cloud Foundation for VDI: SDDC Manager and NSX DC ENT+ w/o Horizon ENT 10 pack (Per CCU)	CF-VD-B3-10-C	\$ 2,009.00	\$ 629.00
Production Support/Subscription for VMware Cloud Foundation for VDI: SDDC Manager and NSX DC E	CF-VD-B3-10-P-SSS-C	\$ 502.25	\$ 209.95
VMware vCloud Suite 2018 Advanced	CL18-ADV-C	\$ 8,495.00	\$ 2,958.15
Production Support/Subscription for VMware vCloud Suite 2018 Advanced for 1 year	CL18-ADV-P-SSS-C	\$ 2,124.00	\$ 987.35
Upgrade: VMware vSphere 6 Enterprise to vCloud Suite 2018 Advanced	CL18-ENT-ADV-UG-C	\$ 7,138.00	\$ 2,636.25
VMware vCloud Suite 2018 Enterprise	CL18-ENT-C	\$ 9,995.00	\$ 3,513.15
Upgrade: VMware vSphere 6 Enterprise to vCloud Suite 2018 Enterprise	CL18-ENT-ENT-UG-C	\$ 8,638.00	\$ 3,191.25
Production Support/Subscription for VMware vCloud Suite 2018 Enterprise for 1 year	CL18-ENT-P-SSS-C	\$ 2,499.00	\$ 1,172.60
Upgrade: VMware vSphere 6 Enterprise to vCloud Suite 2018 Standard	CL18-ENT-STD-UG-C	\$ 4,538.00	\$ 1,674.25

**City of Columbus, RFP for VMWare Pricing  
Attachment A**

Available Products & Pricing Subject to Change

Description	SKU	Vmware Suggested List Price	Offeror Price
Upgrade: VMware vSphere 6 Enterprise Plus to vCloud Suite 2018 Advanced	CL18-EPL-ADV-UG-C	\$ 6,445.00	\$ 2,384.65
Upgrade: VMware vSphere 6 Enterprise Plus to vCloud Suite 2018 Enterprise	CL18-EPL-ENT-UG-C	\$ 7,945.00	\$ 2,939.65
Upgrade: VMware vSphere 6 Enterprise Plus to vCloud Suite 2018 Standard	CL18-EPL-STD-UG-C	\$ 3,845.00	\$ 1,422.65
Upgrade: VMware vSphere 6 Standard to vCloud Suite 2018 Advanced	CL18-STD-ADV-UG-C	\$ 8,250.00	\$ 2,971.10
VMware vCloud Suite 2018 Standard	CL18-STD-C	\$ 5,895.00	\$ 2,033.15
Upgrade: VMware vSphere 6 Standard to vCloud Suite 2018 Enterprise	CL18-STD-ENT-UG-C	\$ 9,900.00	\$ 3,581.60
Production Support/Subscription for VMware vCloud Suite 2018 Standard for 1 year	CL18-STD-P-SSS-C	\$ 1,474.00	\$ 678.60
Upgrade: VMware vSphere 6 Standard to vCloud Suite 2018 Standard	CL18-STD-STD-UG-C	\$ 5,390.00	\$ 1,912.90
Production Support/Subscription for vCloud Networking and Security Advanced (25 VM Pack) for 1 year	CL5-NSADV25-P-SSS-C	\$ 1,610.00	\$ 772.20
Production Support/Subscription for vCloud Networking and Security Standard (25 VM Pack) for 1 year	CL5-NSSTD25-P-SSS-C	\$ 966.00	\$ 463.45
Production Support/Subscription for VMware App Volumes 100 Pack (CCU) for 1 year	CV-CCU-100-P-SSS-C	\$ 3,863.00	\$ 1,852.50
Production Support/Subscription for VMware App Volumes 10 Pack (CCU) for 1 year	CV-CCU-10-P-SSS-C	\$ 386.00	\$ 185.25
VMware Fusion 11 Pro, ESD	FUS11-PRO-C	\$ 159.99	\$ 59.20
Upgrade: VMware Fusion 8.x, Fusion 8.x Pro, Fusion 10.x, Fusion 10x Pro to Fusion 11 Pro, ESD	FUS11-PRO-UG-C	\$ 119.99	\$ 44.40
VMware HCI Kit 6 Advanced (Per CPU)	HCI-ADV-CPU-C	\$ 7,710.00	\$ 2,771.30
Production Support/Subscription for VMware HCI Kit 6 Advanced (Per CPU) for 1 year	HCI-ADV-CPU-P-SSS-C	\$ 1,928.00	\$ 924.95
VMware HCI Acceleration Kit 6 (Per CPU)	HCI-AK-CPU-C	\$ 8,085.00	\$ 2,905.43
Production Support/Subscription for VMware HCI Acceleration Kit 6 (Per CPU) for 1 year	HCI-AK-CPU-P-SSS-C	\$ 2,892.00	\$ 969.78
Production Support/Subscription for VMware HCI Kit 6 Enterprise (Per CPU) for 1 year	HCI-ENT-CPU-P-SSS-C	\$ 2,313.00	\$ 1,221.35
VMware HCI Kit 6 for Remote Office Branch Office Advanced (25 VM pack)	HCI-RBAD-25VM-C	\$ 25,185.00	\$ 9,065.00
Production Support/Subscription for VMware HCI Kit 6 for Remote Office Branch Office Advanced (25 VM pack)	HCI-RBAD-25VM-P-SSS-C	\$ 6,296.00	\$ 3,025.75
VMware HCI Kit 6 for Remote Office Branch Office Standard (25 VM pack)	HCI-RBST-25VM-C	\$ 15,935.00	\$ 5,735.00
Production Support/Subscription for VMware HCI Kit 6 for Remote Office Branch Office Standard (25 VM pack)	HCI-RBST-25VM-P-SSS-C	\$ 3,984.00	\$ 1,914.25
VMware HCI Kit 6 Standard (Per CPU)	HCI-STD-CPU-C	\$ 3,560.00	\$ 1,291.30
Production Support/Subscription for VMware HCI Kit 6 Standard (Per CPU) for 1 year	HCI-STD-CPU-P-SSS-C	\$ 964.00	\$ 431.02
VMware Healthcare Critical Support - non ELA, 1 year	HCS-SUP-C	\$ 80,000.00	\$ 80,000.00
VMware Horizon 7 Advanced Add-on: 100 Pack (CCU). Does not include vSphere, vCenter and vSAN	HZ7-A100-AERC-C	\$ 30,850.00	\$ 11,100.00
Production Support/Subscription VMware Horizon 7 Advanced Add-on: 100 Pack (CCU). Does not include vSphere, vCenter and vSAN	HZ7-A100-AERC-P-SSS-C	\$ 7,713.00	\$ 3,705.00
VMware Horizon 7 Advanced Add-on: 10 Pack (CCU). Does not include vSphere, vCenter and vSAN	HZ7-A10-AERC-C	\$ 3,085.00	\$ 1,110.00
Production Support/Subscription VMware Horizon 7 Advanced Add-on: 10 Pack (CCU). Does not include vSphere, vCenter and vSAN	HZ7-A10-AERC-P-SSS-C	\$ 771.00	\$ 370.50
Upgrade: VMware Horizon Advanced Add-on: 100 pack (CCU) to VMware Horizon 7 Advanced Edition: 100 Pack (CCU)	HZ7-ADA-ADC100-UG-C	\$ 11,330.00	\$ 4,070.00
Upgrade: VMware Horizon Advanced Add-on: 10 pack (CCU) to VMware Horizon 7 Advanced Edition: 10 Pack (CCU)	HZ7-ADA-ADC10-UG-C	\$ 1,133.00	\$ 407.00
Upgrade: VMware Horizon Advanced Add-on: 100 pack (Named Users) to VMware Horizon 7 Advanced Edition: 100 Pack (Named Users)	HZ7-ADA-ADN100-UG-C	\$ 5,720.00	\$ 2,035.00
Upgrade: VMware Horizon Advanced Add-on: 10 pack (Named Users) to VMware Horizon 7 Advanced Edition: 10 Pack (Named Users)	HZ7-ADA-ADN10-UG-C	\$ 572.00	\$ 203.50
Upgrade: VMware Horizon Advanced Add-on: 100 pack (CCU) to VMware Horizon 7 Enterprise Edition: 100 Pack (CCU)	HZ7-ADA-ENC100-UG-C	\$ 31,240.00	\$ 11,192.50
Upgrade: VMware Horizon Advanced Add-on: 10 pack (CCU) to VMware Horizon 7 Enterprise Edition: 10 Pack (CCU)	HZ7-ADA-ENC10-UG-C	\$ 3,124.00	\$ 1,119.25
Upgrade: VMware Horizon Advanced Add-on: 100 pack (Named Users) to VMware Horizon 7 Enterprise Edition: 100 Pack (Named Users)	HZ7-ADA-ENN100-UG-C	\$ 17,050.00	\$ 6,105.00
Upgrade: VMware Horizon Advanced Add-on: 10 pack (Named Users) to VMware Horizon 7 Enterprise Edition: 10 Pack (Named Users)	HZ7-ADA-ENN10-UG-C	\$ 1,705.00	\$ 610.50
VMware Horizon 7 Advanced : 100 Pack (CCU)	HZ7-ADC-100-C	\$ 41,150.00	\$ 14,800.00
Production Support/Subscription for VMware Horizon 7 Advanced : 100 Pack (CCU) for 1 year	HZ7-ADC-100-P-SSS-C	\$ 10,288.00	\$ 4,940.00
VMware Horizon 7 Advanced : 10 Pack (CCU)	HZ7-ADC-10-C	\$ 4,115.00	\$ 1,480.00
Production Support/Subscription for VMware Horizon 7 Advanced : 10 Pack (CCU) for 1 year	HZ7-ADC-10-P-SSS-C	\$ 1,029.00	\$ 494.00
Upgrade: VMware Horizon Advanced (100 Pack CCU) to Horizon Enterprise (100 Pack CCU)	HZ7-ADC-ENC-100-UG-C	\$ 19,853.00	\$ 4,070.00
Upgrade: VMware Horizon Advanced (10 Pack CCU) to Horizon Enterprise (10 Pack CCU)	HZ7-ADC-ENC-10-UG-C	\$ 1,984.00	\$ 407.00
VMware Horizon 7 Advanced : 100 Pack (Named Users)	HZ7-ADN-100-C	\$ 25,750.00	\$ 9,250.00
Production Support/Subscription for VMware Horizon 7 Advanced : 100 Pack (Named Users) for 1 year	HZ7-ADN-100-P-SSS-C	\$ 6,438.00	\$ 3,087.50
VMware Horizon 7 Advanced : 10 Pack (Named Users)	HZ7-ADN-10-C	\$ 2,575.00	\$ 925.00
Production Support/Subscription for VMware Horizon 7 Advanced : 10 Pack (Named Users) for 1 year	HZ7-ADN-10-P-SSS-C	\$ 644.00	\$ 308.75
VMware Horizon 7 Advanced Add-on: 100 Pack (Named Users). Does not include vSphere, vCenter and vSAN	HZ7-ADN-A100-C	\$ 20,550.00	\$ 7,400.00
Production Support/Subscription VMware Horizon 7 Advanced Add-on: 100 Pack (Named Users). Does not include vSphere, vCenter and vSAN	HZ7-ADN-A100-P-SSS-C	\$ 5,138.00	\$ 2,470.00
VMware Horizon 7 Advanced Add-on: 10 Pack (Named Users). Does not include vSphere, vCenter and vSAN	HZ7-ADN-A10-C	\$ 2,055.00	\$ 740.00
Production Support/Subscription VMware Horizon 7 Advanced Add-on: 10 Pack (Named Users). Does not include vSphere, vCenter and vSAN	HZ7-ADN-A10-P-SSS-C	\$ 514.00	\$ 247.00
Upgrade: VMware Horizon Advanced (100 Pack Named Users) to Horizon 7 Enterprise (100 Pack Named Users)	HZ7-ADN-ENN-100-UG-C	\$ 11,352.00	\$ 2,035.00
Upgrade: VMware Horizon Advanced (10 Pack Named Users) to Horizon 7 Enterprise (10 Pack Named Users)	HZ7-ADN-ENN-10-UG-C	\$ 1,135.00	\$ 203.50
VMware Horizon Apps Advanced, v7 : 100 Pack (CCU)	HZ7-AP-ADC100-C	\$ 33,450.00	\$ 12,025.00

**City of Columbus, RFP for VMWare Pricing  
Attachment A**

Available Products & Pricing Subject to Change

Description	SKU	Vmware Suggested List Price	Offeror Price
Production Support/Subscription for VMware Horizon Apps Advanced, v7 : 100 Pack (CCU) for 1 year	HZ7-AP-ADC100-P-SSS-C	\$ 8,363.00	\$ 5,281.25
VMware Horizon Apps Advanced, v7 : 10 Pack (CCU)	HZ7-AP-ADC10-C	\$ 3,345.00	\$ 1,202.50
Production Support/Subscription for VMware Horizon Apps Advanced, v7 : 10 Pack (CCU) for 1 year	HZ7-AP-ADC10-P-SSS-C	\$ 836.00	\$ 401.38
VMware Horizon Apps Advanced, v7 : 100 Pack (Named User)	HZ7-AP-ADN100-C	\$ 20,550.00	\$ 7,400.00
Production Support/Subscription for VMware Horizon Apps Advanced, v7 : 100 Pack (Named User) for 1	HZ7-AP-ADN100-P-SSS-C	\$ 5,138.00	\$ 2,470.00
VMware Horizon Apps Advanced, v7 : 10 Pack (Named User)	HZ7-AP-ADN10-C	\$ 2,055.00	\$ 740.00
Production Support/Subscription for VMware Horizon Apps Advanced, v7 : 10 Pack (Named User) for 1	HZ7-AP-ADN10-P-SSS-C	\$ 514.00	\$ 247.00
Upgrade: VMware Horizon Apps Advanced, v7 to Horizon 7 Enterprise : 100 Pack (CCU)	HZ7-APA-ENC100-UG-C	\$ 28,365.00	\$ 10,175.00
Upgrade: VMware Horizon Apps Advanced, v7 to Horizon 7 Enterprise : 10 Pack (CCU)	HZ7-APA-ENC10-UG-C	\$ 2,837.00	\$ 1,017.50
Upgrade: VMware Horizon Apps Advanced, v7 to Horizon 7 Enterprise : 100 Pack (Named Users)	HZ7-APA-ENN100-UG-C	\$ 16,998.00	\$ 6,105.00
Upgrade: VMware Horizon Apps Advanced, v7 to Horizon 7 Enterprise : 10 Pack (Named Users)	HZ7-APA-ENN10-UG-C	\$ 1,699.00	\$ 610.50
Upgrade: VMware Horizon Apps Standard, v7 to Horizon 7 Enterprise : 100 Pack (CCU)	HZ7-APS-ENC100-UG-C	\$ 42,570.00	\$ 15,262.50
Upgrade: VMware Horizon Apps Standard, v7 to Horizon 7 Enterprise : 10 Pack (CCU)	HZ7-APS-ENC10-UG-C	\$ 4,257.00	\$ 1,526.25
Upgrade: VMware Horizon Apps Standard, v7 to Horizon 7 Enterprise : 100 Pack (Named Users)	HZ7-APS-ENN100-UG-C	\$ 25,520.00	\$ 9,157.50
Upgrade: VMware Horizon Apps Standard, v7 to Horizon 7 Enterprise : 10 Pack (Named Users)	HZ7-APS-ENN10-UG-C	\$ 2,552.00	\$ 915.75
VMware Horizon Apps Standard, v7 : 100 Pack (CCU)	HZ7-AP-STC100-C	\$ 20,550.00	\$ 7,400.00
Production Support/Subscription for VMware Horizon Apps Standard, v7 : 100 Pack (CCU) for 1 year	HZ7-AP-STC100-P-SSS-C	\$ 5,138.00	\$ 3,250.00
VMware Horizon Apps Standard, v7 : 10 Pack (CCU)	HZ7-AP-STC10-C	\$ 2,055.00	\$ 740.00
Production Support/Subscription for VMware Horizon Apps Standard, v7 : 10 Pack (CCU) for 1 year	HZ7-AP-STC10-P-SSS-C	\$ 514.00	\$ 247.00
Upgrade: VMware Horizon Apps Standard, v7 : 100 Pack (CCU) to VMware Horizon Apps Advanced, v7	HZ7-AP-STC-ADC100-UG-C	\$ 14,190.00	\$ 5,087.50
Upgrade: VMware Horizon Apps Standard, v7 : 10 Pack (CCU) to VMware Horizon Apps Advanced, v7	HZ7-AP-STC-ADC10-UG-C	\$ 1,419.00	\$ 508.75
VMware Horizon Apps Standard, v7 : 100 Pack (Named User)	HZ7-AP-STN100-C	\$ 12,850.00	\$ 4,625.00
Production Support/Subscription for VMware Horizon Apps Standard, v7 : 100 Pack (Named User) for 1	HZ7-AP-STN100-P-SSS-C	\$ 3,213.00	\$ 1,543.75
VMware Horizon Apps Standard, v7 : 10 Pack (Named User)	HZ7-AP-STN10-C	\$ 1,285.00	\$ 462.50
Production Support/Subscription for VMware Horizon Apps Standard, v7 : 10 Pack (Named User) for 1	HZ7-AP-STN10-P-SSS-C	\$ 321.00	\$ 154.70
Upgrade: VMware Horizon Apps Standard, v7 : 100 Pack (Named User) to VMware Horizon Apps Adv	HZ7-AP-STN-ADN100-UG-C	\$ 8,470.00	\$ 3,052.50
Upgrade: VMware Horizon Apps Standard, v7 : 10 Pack (Named User) to VMware Horizon Apps Advan	HZ7-AP-STN-ADN10-UG-C	\$ 847.00	\$ 305.25
Upgrade: VMware App Volumes Advanced to Horizon Apps Advanced, v7 : 100 Pack (CCU)	HZ7-AVA-APADC100-UG-C	\$ 19,800.00	\$ 7,122.50
Upgrade: VMware App Volumes Advanced to Horizon Apps Advanced, v7 : 10 Pack (CCU)	HZ7-AVA-APADC10-UG-C	\$ 1,980.00	\$ 712.25
Upgrade: VMware App Volumes Advanced to Horizon Apps Advanced, v7 : 100 Pack (Named Users)	HZ7-AVA-APADN100-UG-C	\$ 11,330.00	\$ 4,070.00
Upgrade: VMware App Volumes Advanced to Horizon Apps Advanced, v7 : 10 Pack (Named Users)	HZ7-AVA-APADN10-UG-C	\$ 1,133.00	\$ 407.00
Upgrade: VMware App Volumes Advanced to Horizon 7 Enterprise Edition: 100 Pack (CCU)	HZ7-AVA-ENC100-UG-C	\$ 48,180.00	\$ 17,297.50
Upgrade: VMware App Volumes Advanced to Horizon 7 Enterprise Edition: 10 Pack (CCU)	HZ7-AVA-ENC10-UG-C	\$ 4,818.00	\$ 1,729.75
Upgrade: VMware App Volumes Advanced to Horizon 7 Enterprise Edition: 100 Pack (Named Users)	HZ7-AVA-ENN100-UG-C	\$ 28,380.00	\$ 10,175.00
Upgrade: VMware App Volumes Advanced to Horizon 7 Enterprise Edition: 10 Pack (Named Users)	HZ7-AVA-ENN10-UG-C	\$ 2,838.00	\$ 1,017.50
Upgrade: VMware App Volumes Enterprise to Horizon 7 Enterprise Edition: 100 Pack (CCU)	HZ7-AVE-ENC100-UG-C	\$ 44,770.00	\$ 16,076.50
Upgrade: VMware App Volumes Enterprise to Horizon 7 Enterprise Edition: 10 Pack (CCU)	HZ7-AVE-ENC10-UG-C	\$ 4,477.00	\$ 1,607.65
Upgrade: VMware App Volumes Enterprise to Horizon 7 Enterprise Edition: 100 Pack (Named Users)	HZ7-AVE-ENN100-UG-C	\$ 26,070.00	\$ 9,361.00
Upgrade: VMware App Volumes Enterprise to Horizon 7 Enterprise Edition: 10 Pack (Named Users)	HZ7-AVE-ENN10-UG-C	\$ 2,607.00	\$ 936.10
Upgrade: VMware App Volumes Standard to Horizon Apps Advanced, v7 : 100 Pack (CCU)	HZ7-AVS-APADC100-UG-C	\$ 26,565.00	\$ 9,564.50
Upgrade: VMware App Volumes Standard to Horizon Apps Advanced, v7 : 10 Pack (CCU)	HZ7-AVS-APADC10-UG-C	\$ 2,657.00	\$ 956.45
Upgrade: VMware App Volumes Standard to Horizon Apps Advanced, v7 : 100 Pack (Named Users)	HZ7-AVS-APADN100-UG-C	\$ 15,785.00	\$ 5,698.00
Upgrade: VMware App Volumes Standard to Horizon Apps Advanced, v7 : 10 Pack (Named Users)	HZ7-AVS-APADN10-UG-C	\$ 1,579.00	\$ 569.80
Upgrade: VMware App Volumes Standard to Horizon 7 Enterprise Edition: 100 Pack (CCU)	HZ7-AVS-ENC100-UG-C	\$ 54,945.00	\$ 11,803.00
Upgrade: VMware App Volumes Standard to Horizon 7 Enterprise Edition: 10 Pack (CCU)	HZ7-AVS-ENC10-UG-C	\$ 5,495.00	\$ 1,180.30
Upgrade: VMware App Volumes Standard to Horizon 7 Enterprise Edition: 100 Pack (Named Users)	HZ7-AVS-ENN100-UG-C	\$ 32,835.00	\$ 11,803.00
Upgrade: VMware App Volumes Standard to Horizon 7 Enterprise Edition: 10 Pack (Named Users)	HZ7-AVS-ENN10-UG-C	\$ 3,284.00	\$ 1,180.30
VMware Horizon 7 Enterprise Add-on: 100 Pack (CCU). Does not include vSphere, vCenter and vSAN	HZ7-E100-AERC-C	\$ 43,750.00	\$ 15,725.00
Production Support/Subscription VMware Horizon 7 Enterprise Add-on: 100 Pack (CCU). Does not incl	HZ7-E100-AERC-P-SSS-C	\$ 10,938.00	\$ 5,248.75
Upgrade: VMware Horizon 7 Advanced Add-on to Horizon 7 Enterprise Add-on: 100 Pack (CCU). Does	HZ7-E100-AERC-UG-C	\$ 14,190.00	\$ 5,087.50
VMware Horizon 7 Enterprise Add-on: 10 Pack (CCU). Does not include vSphere, vCenter and vSAN	HZ7-E10-AERC-C	\$ 4,375.00	\$ 1,572.50
Production Support/Subscription VMware Horizon 7 Enterprise Add-on: 10 Pack (CCU). Does not inclu	HZ7-E10-AERC-P-SSS-C	\$ 1,094.00	\$ 525.20
Upgrade: VMware Horizon 7 Advanced Add-on to Horizon 7 Enterprise Add-on: 10 Pack (CCU). Does n	HZ7-E10-AERC-UG-C	\$ 1,419.00	\$ 508.75
Upgrade: VMware View Enterprise Add-On to Horizon 7 Standard (100 Pack CCU)	HZ7-EAD-STD100-UG-C	\$ 18,029.00	\$ 6,475.00
Upgrade: VMware View Enterprise Add-On to Horizon 7 Standard (10 Pack CCU)	HZ7-EAD-STD10-UG-C	\$ 1,803.00	\$ 647.50

**City of Columbus, RFP for VMWare Pricing  
Attachment A**

Available Products & Pricing Subject to Change

Description	SKU	Vmware Suggested List Price	Offeror Price
Upgrade: VMware Horizon Enterprise Add-on: 100 pack (CCU) to VMware Horizon 7 Enterprise Edition:	HZ7-ENA-ENC100-UG-C	\$ 17,050.00	\$ 6,105.00
Upgrade: VMware Horizon Enterprise Add-on: 10 pack (CCU) to VMware Horizon 7 Enterprise Edition:	HZ7-ENA-ENC10-UG-C	\$ 1,705.00	\$ 610.50
Upgrade: VMware Horizon Enterprise Add-on: 100 pack (Named Users) to VMware Horizon 7 Enterprise Edition:	HZ7-ENA-ENN100-UG-C	\$ 7,370.00	\$ 2,645.50
Upgrade: VMware Horizon Enterprise Add-on: 10 pack (Named Users) to VMware Horizon 7 Enterprise Edition:	HZ7-ENA-ENN10-UG-C	\$ 737.00	\$ 264.55
VMware Horizon 7 Enterprise : 100 Pack (CCU)	HZ7-ENC-100-C	\$ 59,250.00	\$ 18,500.00
Production Support/Subscription for VMware Horizon 7 Enterprise : 100 Pack (CCU) for 1 year	HZ7-ENC-100-P-SSS-C	\$ 14,813.00	\$ 6,175.00
VMware Horizon 7 Enterprise : 10 Pack (CCU)	HZ7-ENC-10-C	\$ 5,925.00	\$ 1,850.00
Production Support/Subscription for VMware Horizon 7 Enterprise : 10 Pack (CCU) for 1 year	HZ7-ENC-10-P-SSS-C	\$ 1,481.00	\$ 617.50
VMware Horizon 7 Enterprise : 100 Pack (Named Users)	HZ7-ENN-100-C	\$ 36,050.00	\$ 11,100.00
Production Support/Subscription for VMware Horizon 7 Enterprise : 100 Pack (Named Users) for 1 year	HZ7-ENN-100-P-SSS-C	\$ 9,013.00	\$ 3,705.00
VMware Horizon 7 Enterprise : 10 Pack (Named Users)	HZ7-ENN-10-C	\$ 3,605.00	\$ 1,110.00
Production Support/Subscription for VMware Horizon 7 Enterprise : 10 Pack (Named Users) for 1 year	HZ7-ENN-10-P-SSS-C	\$ 901.00	\$ 370.50
VMware Horizon 7 Enterprise Add-on: 100 Pack (Named Users). Does not include vSphere, vCenter and ESX/ESXi	HZ7-ENN-A100-C	\$ 29,350.00	\$ 10,545.00
Production Support/Subscription VMware Horizon 7 Enterprise Add-on: 100 Pack (Named Users). Does not include vSphere, vCenter and ESX/ESXi	HZ7-ENN-A100-P-SSS-C	\$ 7,338.00	\$ 3,519.75
Upgrade: VMware Horizon 7 Advanced Add-on to Horizon 7 Enterprise Add-on: 100 Pack (Named Users)	HZ7-ENN-A100-UG-C	\$ 9,680.00	\$ 3,459.50
VMware Horizon 7 Enterprise Add-on: 10 Pack (Named Users). Does not include vSphere, vCenter and ESX/ESXi	HZ7-ENN-A10-C	\$ 2,935.00	\$ 1,054.50
Production Support/Subscription VMware Horizon 7 Enterprise Add-on: 10 Pack (Named Users). Does not include vSphere, vCenter and ESX/ESXi	HZ7-ENN-A10-P-SSS-C	\$ 734.00	\$ 352.30
Upgrade: VMware Horizon 7 Advanced Add-on to Horizon 7 Enterprise Add-on: 10 Pack (Named Users)	HZ7-ENN-A10-UG-C	\$ 968.00	\$ 345.95
Upgrade: VMware Horizon Enterprise (100 Pack Named Users) to Horizon 7 Enterprise (100 Pack CCU)	HZ7-ENN-ENC-100-UG-C	\$ 25,493.00	\$ 9,157.50
Upgrade: VMware Horizon Enterprise (10 Pack Named Users) to Horizon 7 Enterprise (10 Pack CCU)	HZ7-ENN-ENC-10-UG-C	\$ 2,549.00	\$ 915.75
Upgrade: VMware View Enterprise Add-on to Horizon 7 Standard Add-On (100 Pack CCU)	HZ7-ENTA-STDA100-UG-C	\$ 10,300.00	\$ 3,700.00
Upgrade: VMware View Enterprise Add-on to Horizon 7 Standard Add-On (10 Pack CCU)	HZ7-ENTA-STDA10-UG-C	\$ 1,029.00	\$ 370.00
VMware Horizon 7 for Linux: 100 Pack (CCU)	HZ7-LXC-100-C	\$ 15,450.00	\$ 5,550.00
Production Support/Subscription for VMware Horizon 7 for Linux: 100 Pack (CCU) - 1 year	HZ7-LXC-100-P-SSS-C	\$ 3,863.00	\$ 1,852.50
VMware Horizon 7 for Linux: 10 Pack (CCU)	HZ7-LXC-10-C	\$ 1,545.00	\$ 555.00
Production Support/Subscription for VMware Horizon 7 for Linux: 10 Pack (CCU) - 1 year	HZ7-LXC-10-P-SSS-C	\$ 386.00	\$ 185.25
Upgrade: VMware Horizon for Linux to Horizon 7 Enterprise (100 Pack CCU)	HZ7-LXC-ENC-100-UG-C	\$ 48,180.00	\$ 17,297.50
Upgrade: VMware Horizon for Linux to Horizon 7 Enterprise (10 Pack CCU)	HZ7-LXC-ENC-10-UG-C	\$ 4,818.00	\$ 1,729.75
Upgrade: VMware Mirage for Physical to Horizon 7 Advanced (100 Pack CCU)	HZ7-MGP-ADC-100-UG-C	\$ 28,270.00	\$ 10,175.00
Upgrade: VMware Mirage for Physical to Horizon 7 Advanced (10 Pack CCU)	HZ7-MGP-ADC-10-UG-C	\$ 2,827.00	\$ 1,017.50
Upgrade: VMware Mirage for Physical to Horizon 7 Advanced (100 Pack Named Users)	HZ7-MGP-ADN-100-UG-C	\$ 11,330.00	\$ 4,070.00
Upgrade: VMware Mirage for Physical to Horizon 7 Advanced (10 Pack Named Users)	HZ7-MGP-ADN-10-UG-C	\$ 1,133.00	\$ 407.00
Upgrade: VMware Mirage 5 to Horizon 7 Advanced (100 Pack CCU)	HZ7-MRG-ADC-100-UG-C	\$ 28,270.00	\$ 10,175.00
Upgrade: VMware Mirage 5 to Horizon 7 Advanced (10 Pack CCU)	HZ7-MRG-ADC-10-UG-C	\$ 2,827.00	\$ 1,017.50
Upgrade: VMware Mirage 5 to Horizon 7 Advanced (100 Pack Named Users)	HZ7-MRG-ADN-100-UG-C	\$ 11,330.00	\$ 4,070.00
Upgrade: VMware Mirage 5 to Horizon 7 Advanced (10 Pack Named Users)	HZ7-MRG-ADN-10-UG-C	\$ 1,133.00	\$ 407.00
Upgrade: VMware Horizon Standard Add-on: 100 pack (CCU) to VMware Horizon 7 Advanced Edition:	HZ7-STA-ADC100-UG-C	\$ 23,760.00	\$ 8,547.00
Upgrade: VMware Horizon Standard Add-on: 10 pack (CCU) to VMware Horizon 7 Advanced Edition:	HZ7-STA-ADC10-UG-C	\$ 2,376.00	\$ 854.70
Upgrade: VMware Horizon Standard Add-on: 100 pack (CCU) to VMware Horizon 7 Advanced Add-on:	HZ7-STA-ADCA100-UG-C	\$ 12,430.00	\$ 4,477.00
Upgrade: VMware Horizon Standard Add-on: 10 pack (CCU) to VMware Horizon 7 Advanced Add-on:	HZ7-STA-ADCA10-UG-C	\$ 1,243.00	\$ 447.70
Upgrade: VMware Horizon Standard (100 Pack CCU) to Horizon 7 Advanced (100 Pack CCU)	HZ7-ST-ADC-100-UG-C	\$ 16,940.00	\$ 6,105.00
Upgrade: VMware Horizon Standard (10 Pack CCU) to Horizon 7 Advanced (10 Pack CCU)	HZ7-ST-ADC-10-UG-C	\$ 1,694.00	\$ 610.50
Upgrade: VMware Horizon Standard Add-on: 100 pack (CCU) to VMware Horizon 7 Enterprise Add-on:	HZ7-STA-ENCA100-UG-C	\$ 26,626.00	\$ 9,564.50
Upgrade: VMware Horizon Standard Add-on: 10 pack (CCU) to VMware Horizon 7 Enterprise Add-on:	HZ7-STA-ENCA10-UG-C	\$ 2,662.00	\$ 956.45
VMware Horizon 7 Standard : 100 Pack (CCU)	HZ7-STD-100-C	\$ 25,750.00	\$ 9,250.00
Production Support/Subscription for VMware Horizon 7 Standard : 100 Pack (CCU) for 1 year	HZ7-STD-100-P-SSS-C	\$ 6,438.00	\$ 3,087.50
VMware Horizon 7 Standard : 10 Pack (CCU)	HZ7-STD-10-C	\$ 2,575.00	\$ 925.00
Production Support/Subscription for VMware Horizon 7 Standard : 10 Pack (CCU) for 1 year	HZ7-STD-10-P-SSS-C	\$ 644.00	\$ 308.75
VMware Horizon 7 Standard Add-On: 100 Pack (CCU)	HZ7-STD-A100-C	\$ 19,550.00	\$ 7,030.00
Production Support/Subscription for VMware Horizon 7 Standard Add-On: 100 Pack (CCU) for 1 year	HZ7-STD-A100-P-SSS-C	\$ 4,888.00	\$ 2,346.50
VMware Horizon 7 Standard Add-On: 10 Pack (CCU)	HZ7-STD-A10-C	\$ 1,955.00	\$ 703.00
Production Support/Subscription for VMware Horizon 7 Standard Add-On: 10 Pack (CCU) for 1 year	HZ7-STD-A10-P-SSS-C	\$ 489.00	\$ 234.65
Upgrade: VMware Horizon Standard Add-On: 100 pack to VMware Horizon 7 Standard Edition: 100 Pack	HZ7-STDA-STD100-UG-C	\$ 7,233.00	\$ 2,590.00
Upgrade: VMware Horizon Standard Add-On: 10 pack to VMware Horizon 7 Standard Edition: 10 Pack	HZ7-STDA-STD10-UG-C	\$ 723.00	\$ 259.00
Upgrade: VMware Horizon Standard (100 Pack CCU) to Horizon 7 Enterprise (100 Pack CCU)	HZ7-ST-ENC-100-UG-C	\$ 36,842.00	\$ 10,175.00

**City of Columbus, RFP for VMWare Pricing  
Attachment A**

Available Products & Pricing Subject to Change

Description	SKU	Vmware Suggested List Price	Offeror Price
Upgrade: VMware Horizon Standard (10 Pack CCU) to Horizon 7 Enterprise (10 Pack CCU)	HZ7-ST-ENC-10-UG-C	\$ 3,684.00	\$ 1,017.50
Upgrade: VMware ThinApp Clients (100 Pack) to Horizon 7 Standard Add-On (100 Pack CCU)	HZ7-TAC-STA100-UG-C	\$ 17,595.00	\$ 6,327.00
Upgrade: VMware ThinApp Client License to Horizon 7 Standard Add-On (10 Pack CCU)	HZ7-TCL-STA10-UG-C	\$ 1,749.00	\$ 629.00
Upgrade: VMware ThinApp 5 Suite to Horizon 7 Standard (100 Pack CCU)	HZ7-THIN-ST100-UG-C	\$ 20,605.00	\$ 7,400.00
Upgrade: VMware ThinApp New Year Bundle to Horizon 7 Standard (10 Pack CCU)	HZ7-TPRO-ST10-UG-C	\$ 2,163.00	\$ 777.00
Upgrade: VMware User Environment Manager to Horizon 7 Enterprise: 100 Pack (CCU)	HZ7-UEM-ENC-100-UG-C	\$ 54,100.00	\$ 19,425.00
Upgrade: VMware User Environment Manager to Horizon 7 Enterprise: 10 Pack (CCU)	HZ7-UEM-ENC-10-UG-C	\$ 5,410.00	\$ 1,942.50
Upgrade: VMware User Environment Manager to Horizon 7 Enterprise: 100 Pack (Named Users)	HZ7-UEM-ENN-100-UG-C	\$ 32,960.00	\$ 11,840.00
Upgrade: VMware User Environment Manager to Horizon 7 Enterprise: 10 Pack (Named Users)	HZ7-UEM-ENN-10-UG-C	\$ 3,296.00	\$ 1,184.00
Upgrade: VMware View Add-on to Horizon 7 Advanced (100 Pack CCU)	HZ7-VAD-ADC-100-UG-C	\$ 23,760.00	\$ 8,510.00
Upgrade: VMware View Add-on to Horizon 7 Advanced (10 Pack CCU)	HZ7-VAD-ADC-10-UG-C	\$ 2,376.00	\$ 851.00
Upgrade: VMware View Add-on to Horizon 7 Enterprise (100 Pack CCU)	HZ7-VAD-ENC-100-UG-C	\$ 43,670.00	\$ 12,580.00
Upgrade: VMware View Add-on to Horizon 7 Enterprise (10 Pack CCU)	HZ7-VAD-ENC-10-UG-C	\$ 4,367.00	\$ 1,258.00
Upgrade: VMware View 5 Enterprise 100 pack to Horizon 7 Standard (100 Pack CCU)	HZ7-VENT-ST100-UG-C	\$ 10,300.00	\$ 3,700.00
Upgrade: VMware View 5 Enterprise 10 Pack to Horizon 7 Standard (10 Pack CCU)	HZ7-VENT-ST10-UG-C	\$ 1,030.00	\$ 370.00
Production Support/Subscription for VMware Horizon Application Management Bundle: 100 Pack (CCU)	HZ-APMC-100-P-SSS-C	\$ 4,635.00	\$ 2,223.00
Production Support/Subscription for VMware Horizon Application Management Bundle: 10 Pack (CCU)	HZ-APMC-10-P-SSS-C	\$ 464.00	\$ 222.30
Production Support/Subscription for VMware Horizon Application Management Bundle: 100 Pack (Named Users)	HZ-APMN-100-P-SSS-C	\$ 3,090.00	\$ 1,482.00
Production Support/Subscription for VMware Horizon Application Management Bundle: 10 Pack (Named Users)	HZ-APMN-10-P-SSS-C	\$ 309.00	\$ 148.20
Production Support/Subscription for VMware Horizon DaaS On Premise Platform: 100-Pack for 1 year	HZ-DS-100-P-SSS-C	\$ 7,088.00	\$ 3,396.25
Production Support/Subscription for VMware Horizon DaaS On Premise Platform: 500-Pack for 1 year	HZ-DS-500-P-SSS-C	\$ 35,406.00	\$ 16,981.25
Production Support/Subscription for VMware Horizon Suite (100-Pack Named Users) for 1 year	HZ-STE-100-P-SSS-C	\$ 7,725.00	\$ 3,705.00
Production Support/Subscription for VMware Horizon Suite (10-Pack Named Users) for 1 year	HZ-STE-10-P-SSS-C	\$ 773.00	\$ 370.50
Production Support/Subscription VMware NSX Advanced for Desktop : 100 Pack (CCU) for 1 year	NX-ADVC-100-P-SSS-C	\$ 2,250.00	\$ 1,111.50
Production Support/Subscription for VMware NSX Advanced for Desktop: 10 Pack (CCU) for 1 year	NX-ADVC-10-P-SSS-C	\$ 225.00	\$ 111.15
Production Support/Subscription for VMware NSX Advanced per Processor for 1 year	NX-ADV-P-SSS-C	\$ 1,124.00	\$ 555.10
Production Support/Subscription VMware NSX for vSphere - vCloud Suite Add-on per Processor for 1 year	NX-CLAD-P-SSS-C	\$ 1,249.00	\$ 431.60
Upgrade: VMware NSX Data Center Advanced for Desktop to NSX Data Center Enterprise Plus for Desktop	NX-DC-ADEPLC-100-UG-C	\$ 6,600.00	\$ 2,442.00
Upgrade: VMware NSX Data Center Advanced for Desktop to NSX Data Center Enterprise Plus for Desktop	NX-DC-ADEPLC-10-UG-C	\$ 660.00	\$ 244.20
Upgrade: VMware NSX Data Center Advanced to NSX Data Center Enterprise Plus per Processor	NX-DC-ADEPL-UG-C	\$ 3,300.00	\$ 1,221.00
VMware NSX Data Center Advanced per Processor	NX-DC-ADV-C	\$ 5,495.00	\$ 2,033.15
VMware NSX Data Center Advanced for Desktop: 100 Pack (CCU)	NX-DC-ADVC-100-C	\$ 11,000.00	\$ 4,070.00
Production Support/Subscription for VMware NSX Data Center Advanced for Desktop: 100 Pack (CCU)	NX-DC-ADVC-100-P-SSS-C	\$ 2,750.00	\$ 1,358.50
VMware NSX Data Center Advanced for Desktop: 10 Pack (CCU)	NX-DC-ADVC-10-C	\$ 1,100.00	\$ 407.00
Production Support/Subscription for VMware NSX Data Center Advanced for Desktop: 10 Pack (CCU)	NX-DC-ADVC-10-P-SSS-C	\$ 275.00	\$ 135.85
VMware NSX Data Center Advanced per Processor (Limited Export)	NX-DCADV-LE-C	\$ 5,495.00	\$ 2,033.15
Production Support/Subscription for VMware NSX Data Center Advanced per Processor (Limited Export)	NX-DCADV-LE-P-SSS-C	\$ 1,374.00	\$ 678.60
Production Support/Subscription for VMware NSX Data Center Advanced per Processor for 1 year	NX-DC-ADV-P-SSS-C	\$ 1,374.00	\$ 678.60
Upgrade: VMware NSX Enterprise per Processor to NSX Data Center Enterprise Plus per Processor	NX-DC-ENEPL-UG-C	\$ 1,295.00	\$ 479.15
VMware vRealize Network Insight Enterprise Add-on to VMware NSX Data Center Enterprise Plus (Per Processor)	NX-DC-EPL-AD-C	\$ 950.00	\$ 351.50
Production Support/Subscription for VMware vRealize Network Insight Enterprise Add-on to VMware NSX Data Center Enterprise Plus (Per Processor)	NX-DC-EPL-AD-P-SSS-C	\$ 238.00	\$ 117.65
VMware NSX Data Center Enterprise Plus per Processor	NX-DC-EPL-C	\$ 8,495.00	\$ 3,143.15
VMware NSX Data Center Enterprise Plus for Desktop: 100 Pack (CCU)	NX-DC-EPLC-100-C	\$ 17,000.00	\$ 6,290.00
Production Support/Subscription for VMware NSX Data Center Enterprise Plus for Desktop: 100 Pack (CCU)	NX-DC-EPLC-100-P-SSS-C	\$ 4,250.00	\$ 2,099.50
VMware NSX Data Center Enterprise Plus for Desktop: 10 Pack (CCU)	NX-DC-EPLC-10-C	\$ 1,700.00	\$ 629.00
Production Support/Subscription for VMware NSX Data Center Enterprise Plus for Desktop: 10 Pack (CCU)	NX-DC-EPLC-10-P-SSS-C	\$ 425.00	\$ 209.95
Production Support/Subscription for VMware NSX Data Center Enterprise Plus per Processor for 1 year	NX-DC-EPL-P-SSS-C	\$ 2,124.00	\$ 1,049.10
Upgrade: VMware NSX Data Center Professional to NSX Data Center Advanced per Processor	NX-DC-PFADV-UG-C	\$ 1,650.00	\$ 610.50
VMware NSX Data Center Professional per Processor	NX-DC-PF-C	\$ 3,995.00	\$ 1,478.15
Upgrade: VMware NSX Data Center Professional to NSX Data Center Enterprise Plus per Processor	NX-DC-PFEPL-UG-C	\$ 4,950.00	\$ 1,831.50
Production Support/Subscription for VMware NSX Data Center Professional per Processor for 1 year	NX-DC-PF-P-SSS-C	\$ 999.00	\$ 493.35
VMware NSX Data Center for Remote Office Branch Office (25 VM)	NX-DCRB-25VM-C	\$ 15,250.00	\$ 5,642.50
Production Support/Subscription for VMware NSX Data Center for Remote Office Branch Office (25 VM)	NX-DCRB-25VM-P-SSS-C	\$ 3,813.00	\$ 1,883.70
Upgrade: VMware NSX Data Center Standard to NSX Data Center Advanced per Processor	NX-DC-STADV-UG-C	\$ 3,850.00	\$ 1,424.50
VMware NSX Data Center Standard per Processor	NX-DC-STD-C	\$ 1,995.00	\$ 738.15

**City of Columbus, RFP for VMWare Pricing  
Attachment A**

Available Products & Pricing Subject to Change

Description	SKU	Vmware Suggested List Price	Offeror Price
Upgrade: VMware NSX Data Center Standard to NSX Data Center Professional per Processor	NX-DC-STDPF-UG-C	\$ 2,200.00	\$ 814.00
Production Support/Subscription for VMware NSX Data Center Standard per Processor for 1 year	NX-DC-STD-P-SSS-C	\$ 499.00	\$ 246.35
Upgrade: VMware NSX Data Center Standard to NSX Data Center Enterprise Plus per Processor	NX-DC-STEPL-UG-C	\$ 7,150.00	\$ 2,645.50
VMware NSX Enterprise - 1 Year Production Support Subscription (25 VM)	NX-ENT-25VM-P-SSS-C	\$ 3,000.00	\$ 1,482.00
Production Support/Subscription VMware NSX Enterprise for Desktop : 100 Pack (CCU) for 1 year	NX-ENTC-100-P-SSS-C	\$ 3,500.00	\$ 1,729.00
Production Support/Subscription for VMware NSX Enterprise for Desktop: 10 Pack (CCU) for 1 year	NX-ENTC-10-P-SSS-C	\$ 350.00	\$ 172.90
Production Support/Subscription for VMware NSX Enterprise per Processor for 1 year	NX-ENT-P-SSS-C	\$ 1,749.00	\$ 863.85
Production Support/Subscription VMware NSX for Multi-Hypervisor per Processor for 1 year	NX-MHV-P-SSS-C	\$ 1,749.00	\$ 863.85
Production Support/Subscription for VMware NSX for Remote Office Branch Office (25 VM) for 1 year	NX-RB-25VM-P-SSS-C	\$ 3,125.00	\$ 1,543.75
Production Support/Subscription for VMware NSX Standard per Processor for 1 year	NX-STD-P-SSS-C	\$ 499.00	\$ 246.35
Production Support/Subscription VMware NSX for vSphere per Processor for 1 year	NX-VS-P-SSS-C	\$ 1,499.00	\$ 740.35
VMware vSAN 6 Advanced for 1 processor	ST6-AD-C	\$ 4,115.00	\$ 1,478.15
VMware vSAN 6 Advanced for Desktop 100 Pack (CCU)	ST6-AD-D100-C	\$ 10,250.00	\$ 3,700.00
Production Support/Subscription VMware vSAN 6 Advanced for Desktop 100 Pack (CCU) for 1 year	ST6-AD-D100-P-SSS-C	\$ 2,563.00	\$ 1,235.00
VMware vSAN 6 Advanced for Desktop 10 Pack (CCU)	ST6-AD-D10-C	\$ 1,025.00	\$ 370.00
Production Support/Subscription VMware vSAN 6 Advanced for Desktop 10 Pack (CCU) for 1 year	ST6-AD-D10-P-SSS-C	\$ 256.00	\$ 123.50
Upgrade: VMware vSAN 6 Advanced for Desktop to vSAN 6 Enterprise for Desktop : 100 Pack (CCU)	ST6-ADEN-D100-UG-C	\$ 3,436.00	\$ 814.00
Upgrade: VMware vSAN 6 Advanced for Desktop to vSAN 6 Enterprise for Desktop : 10 Pack (CCU)	ST6-ADEN-D10-UG-C	\$ 344.00	\$ 81.40
Upgrade: VMware vSAN 6 Advanced for 1 processor to vSAN 6 Enterprise for 1 processor	ST6-AD-EN-UG-C	\$ 1,700.00	\$ 610.50
Production Support/Subscription for VMware vSAN 6 Advanced for 1 processor for 1 year	ST6-AD-P-SSS-C	\$ 1,029.00	\$ 493.35
VMware vSAN 6 Enterprise for Desktop - Horizon Add-on 100 Pack (CCU)	ST6-ED-HA100-C	\$ 3,400.00	\$ 1,221.00
Production Support/Subscription for VMware vSAN 6 Enterprise for Desktop - Horizon Add-on 100 Pack (CCU)	ST6-ED-HA100-P-SSS-C	\$ 850.00	\$ 407.55
VMware vSAN 6 Enterprise for Desktop - Horizon Add-on 10 Pack (CCU)	ST6-ED-HA10-C	\$ 340.00	\$ 122.10
Production Support/Subscription for VMware vSAN 6 Enterprise for Desktop - Horizon Add-on 10 Pack (CCU)	ST6-ED-HA10-P-SSS-C	\$ 85.00	\$ 40.95
VMware vSAN 6 Enterprise for 1 processor	ST6-EN-C	\$ 5,655.00	\$ 2,033.15
VMware vSAN 6 Enterprise for Desktop 100 Pack (CCU)	ST6-EN-D100-C	\$ 13,000.00	\$ 4,440.00
Production Support/Subscription VMware vSAN 6 Enterprise for Desktop 100 Pack (CCU) for 1 year	ST6-EN-D100-P-SSS-C	\$ 3,250.00	\$ 1,482.00
VMware vSAN 6 Enterprise for Desktop 10 Pack (CCU)	ST6-EN-D10-C	\$ 1,300.00	\$ 444.00
Production Support/Subscription VMware vSAN 6 Enterprise for Desktop 10 Pack (CCU) for 1 year	ST6-EN-D10-P-SSS-C	\$ 325.00	\$ 148.20
Production Support/Subscription for VMware vSAN 6 Enterprise for 1 processor for 1 year	ST6-EN-P-SSS-C	\$ 1,414.00	\$ 678.60
VMware vSAN 6 Standard for Remote Office Branch Office (25 VM pack)	ST6-RB-25VM-C	\$ 12,850.00	\$ 4,625.00
Production Support/Subscription VMware vSAN 6 Standard for Remote Office Branch Office (25 VM pack)	ST6-RB-25VM-P-SSS-C	\$ 3,213.00	\$ 1,543.75
VMware vSAN 6 Advanced for Remote Office Branch Office (25 VM pack)	ST6-RBAD-25-C	\$ 20,550.00	\$ 7,400.00
Production Support/Subscription for VMware vSAN 6 Advanced for Remote Office Branch Office (25 VM pack)	ST6-RBAD-25-P-SSS-C	\$ 5,138.00	\$ 2,470.00
Upgrade: VMware vSAN 6 Advanced for Remote Office Branch Office (25 VM pack) to VMware vSAN 6 Enterprise for Remote Office Branch Office (25 VM pack)	ST6-RB-ADEN-25-UG-C	\$ 8,580.00	\$ 3,052.50
Upgrade: VMware vSAN 6 Standard for Remote Office Branch Office (25 VM pack) to VMware vSAN 6 Enterprise for Remote Office Branch Office (25 VM pack)	ST6-RB-ADV-25-UG-C	\$ 8,470.00	\$ 3,052.50
VMware vSAN 6 Enterprise for Remote Office Branch Office (25 VM pack)	ST6-RBEN-25-C	\$ 28,350.00	\$ 10,175.00
Production Support/Subscription for VMware vSAN 6 Enterprise for Remote Office Branch Office (25 VM pack)	ST6-RBEN-25-P-SSS-C	\$ 7,088.00	\$ 3,396.25
Upgrade: VMware vSAN 6 Standard for Remote Office Branch Office (25 VM pack) to VMware vSAN 6 Enterprise for Remote Office Branch Office (25 VM pack)	ST6-RBEN-25-UG-C	\$ 17,050.00	\$ 6,105.00
Upgrade: VMware vSAN 6 Standard for Desktop to vSAN 6 Advanced for Desktop : 100 Pack (CCU)	ST6-STAD-D100-UG-C	\$ 5,195.00	\$ 2,035.00
Upgrade: VMware vSAN 6 Standard for Desktop to vSAN 6 Advanced for Desktop : 10 Pack (CCU)	ST6-STAD-D10-UG-C	\$ 525.00	\$ 203.50
Upgrade: VMware vSAN 6 Standard for 1 processor to vSAN 6 Advanced for 1 processor	ST6-ST-AD-UG-C	\$ 1,704.00	\$ 610.50
Upgrade: VMware vSAN 6 Standard for Desktop to vSAN 6 Enterprise for Desktop : 100 Pack (CCU)	ST6-STEN-D100-UG-C	\$ 8,250.00	\$ 2,849.00
Upgrade: VMware vSAN 6 Standard for Desktop to vSAN 6 Enterprise for Desktop : 10 Pack (CCU)	ST6-STEN-D10-UG-C	\$ 825.00	\$ 284.90
Upgrade: VMware vSAN 6 Standard for 1 processor to vSAN 6 Enterprise for 1 processor	ST6-ST-EN-UG-C	\$ 3,399.00	\$ 1,221.00
Production Support/Subscription VMware vSAN 6 Standard Bundle for 1 year	ST6-VSAN-BN-P-SSS-C	\$ 3,863.00	\$ 1,417.00
VMware vSAN 6 Standard for 1 processor	ST6-VSAN-C	\$ 2,565.00	\$ 923.15
Production Support/Subscription for VMware vSAN 6 Standard for 1 processor for 1 year	ST6-VSAN-P-SSS-C	\$ 641.00	\$ 308.10
Upgrade: VMware vSphere Storage Appliance to VMware vSAN 6 Standard Bundle	ST6-VSA-VSAN-UG-C	\$ 11,715.00	\$ 4,245.75
VMware vSAN 6 Standard for Desktop 100 Pack (CCU)	ST6-VSDT100-C	\$ 5,500.00	\$ 1,850.00
Production Support/Subscription VMware vSAN 6 Standard for Desktop 100 Pack (CCU) for 1 year	ST6-VSDT100-P-SSS-C	\$ 1,375.00	\$ 617.50
VMware vSAN 6 Standard for Desktop 10 Pack (CCU)	ST6-VSDT10-C	\$ 550.00	\$ 185.00
Production Support/Subscription VMware vSAN 6 Standard for Desktop 10 Pack (CCU) for 1 year	ST6-VSDT10-P-SSS-C	\$ 138.00	\$ 61.75
OARnet PSO	SVC-20-CR80	\$ 100.00	\$ 80.00
VMware ThinApp 5 Client Licenses 100 Pack	THIN5-100PK-C	\$ 1,955.00	\$ 703.00

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Description	SKU	Vmware Suggested List Price	Offeror Price
Production Support/Subscription VMware ThinApp 5 Client Licenses 100 Pack for 1 year	THIN5-100PK-P-SSS-C	\$ 489.00	\$ 234.65
VMware ThinApp 5 Suite	THIN5-STE-C	\$ 5,145.00	\$ 1,850.00
Production Support/Subscription VMware ThinApp 5 Suite for 1 year	THIN5-STE-P-SSS-C	\$ 1,286.00	\$ 617.50
VMware User Environment Manager: 100 Pack (CCU)	UEM-CCU-100-C	\$ 5,150.00	\$ 1,850.00
Production Support/Subscription for VMware User Environment Manager: 100 Pack (CCU) for 1 year	UEM-CCU-100-P-SSS-C	\$ 1,288.00	\$ 617.50
VMware User Environment Manager: 10 Pack (CCU)	UEM-CCU-10-C	\$ 515.00	\$ 185.00
Production Support/Subscription for VMware User Environment Manager: 10 Pack (CCU) for 1 year	UEM-CCU-10-P-SSS-C	\$ 129.00	\$ 61.75
VMware User Environment Manager: 100 Pack (Named Users)	UEM-NU-100-C	\$ 3,090.00	\$ 1,110.00
Production Support/Subscription for VMware User Environment Manager: 100 Pack (Named Users) fo	UEM-NU-100-P-SSS-C	\$ 773.00	\$ 370.50
VMware User Environment Manager: 10 Pack (Named Users)	UEM-NU-10-C	\$ 309.00	\$ 111.00
Production Support/Subscription for VMware User Environment Manager: 10 Pack (Named Users) for	UEM-NU-10-P-SSS-C	\$ 77.00	\$ 37.05
Production Support/Subscription for VMware vCenter Chargeback Manager 2.0 (25 VM Pack) for 1 Ye	VC-CB-25VM-P-SSS-C	\$ 322.00	\$ 154.70
Production Support/Subscription VMware vCenter Configuration Manager Instance for 1 year	VC-CMI-P-SSS-C	\$ 5,150.00	\$ 2,470.00
Production Support/Subscription VMware vCenter Configuration Manager Server (one unit) for Linux,	VC-CMS-P-SSS-C	\$ 205.00	\$ 98.15
Production Support/Subscription for vCenter Operations Enterprise Standalone License per Managed	VC-ELMS-P-SSS-C	\$ 129.00	\$ 61.75
Production Support/Subscription VMware vCenter Operations Management Pack for EPIC for 1 year	VC-EPIC-P-SSS-C	\$ 15,438.00	\$ 7,410.00
Production Support/Subscription VMware vCenter Operations Manager for Horizon: 100 Concurrent	VC-O5-VU100-P-SSS-C	\$ 1,931.00	\$ 926.25
Production Support/Subscription VMware vCenter Operations Manager for Horizon: 10 Concurrent U	VC-O5-VU10-P-SSS-C	\$ 194.00	\$ 92.95
VMware vCenter Server 6 Foundation for vSphere up to 4 hosts (Per Instance)	VCS6-FND-C	\$ 1,535.00	\$ 553.15
Production Support/Subscription VMware vCenter Server 6 Foundation for vSphere up to 4 hosts (Per	VCS6-FND-P-SSS-C	\$ 662.00	\$ 184.60
Upgrade: VMware vCenter Server 6 Foundation to vCenter Server 6 Standard	VCS6-FND-STD-UG-C	\$ 5,104.00	\$ 1,424.50
VMware vCenter Server 6 Standard for vSphere 6 (Per Instance)	VCS6-STD-C	\$ 6,175.00	\$ 1,835.66
Production Support/Subscription VMware vCenter Server 6 Standard for vSphere 6 (Per Instance) for	VCS6-STD-P-SSS-C	\$ 1,544.00	\$ 811.85
VMware Site Recovery Manager 8 Enterprise (25 VM Pack)	VC-SRM8-25E-C	\$ 12,750.00	\$ 4,717.50
Production Support/Subscription for VMware Site Recovery Manager 8 Enterprise (25 VM Pack) for 1	VC-SRM8-25E-PSSS-C	\$ 3,188.00	\$ 1,574.95
VMware Site Recovery Manager 8 Standard (25 VM Pack)	VC-SRM8-25S-C	\$ 5,025.00	\$ 1,859.25
Upgrade: VMware Site Recovery Manager 8 Standard to Site Recovery Manager Enterprise (25 VM Pac	VC-SRM8-25SE-UG-C	\$ 8,498.00	\$ 3,144.26
Production Support/Subscription for VMware Site Recovery Manager 8 Standard (25 VM Pack) for 1 ye	VC-SRM8-25S-PSSS-C	\$ 1,256.00	\$ 620.75
VMware vRealize Hyperic 5 Perpetual License (Per Machine)	VF-HYPM5-C	\$ 371.00	\$ 133.20
Production Support/Subscription VMware vRealize Hyperic 5 Perpetual License (Per Machine) for 1 ye	VF-HYPM5-P-SSS-C	\$ 93.00	\$ 44.20
VMware VirtualCenter Server 1 for VMware Server	VMS-VCMS-C	\$ 1,025.00	\$ 370.00
Production Support/Subscription VirtualCenter Server for VMware Server for 1 Year	VMS-VCMS-P-SSS-C	\$ 815.00	\$ 123.50
Upgrade: VMware vRealize Automation 7 Advanced (25 OSI) to VMware vRealize Suite 2018 Advanced	VR18-AADO-ADV2-UG-C	\$ 6,386.00	\$ 2,362.82
Upgrade: VMware vRealize Automation 7 Enterprise (25 OSI) to VMware vRealize Suite 2018 Enterpris	VR18-AADO-ENT2-UG-C	\$ 4,004.00	\$ 1,481.48
Upgrade: VMware vRealize Automation 7 Advanced (25 OSI) to VMware vRealize Suite 2018 Enterpris	VR18-AADO-ENT-UG-C	\$ 946.00	\$ 355.20
VMware vRealize Suite 2018 Advanced (Per PLU)	VR18-ADV-C	\$ 6,445.00	\$ 2,310.65
Upgrade: VMware vRealize Suite 2018 Advanced (Per PLU) to VMware vRealize Suite 2018 Enterprise	VR18-ADV-ENT-UG-C	\$ 1,700.00	\$ 610.50
Production Support/Subscription for VMware vRealize Suite 2018 Advanced (Per PLU) for 1 year	VR18-ADV-P-SSS-C	\$ 1,611.00	\$ 771.55
Upgrade: VMware vRealize Business for Cloud 7 Advanced (Per CPU) to VMware vRealize Suite 2018 A	VR18-BCLC-ADV-UG-C	\$ 3,696.00	\$ 1,320.90
Upgrade: VMware vRealize Business for Cloud 7 Advanced (Per CPU) to VMware vRealize Suite 2018 E	VR18-BCLC-ENT-UG-C	\$ 5,346.00	\$ 1,931.40
Upgrade: VMware vRealize Business for Cloud 7 Advanced (25 OSI) to VMware vRealize Suite 2018 Ad	VR18-BCLO-ADV-UG-C	\$ 1,430.00	\$ 506.90
Upgrade: VMware vRealize Business for Cloud 7 Advanced (25 OSI) to VMware vRealize Suite 2018 Ent	VR18-BCLO-ENT-UG-C	\$ 3,080.00	\$ 1,117.40
VMware vRealize Suite 2018 Enterprise (Per PLU)	VR18-ENT-C	\$ 7,945.00	\$ 2,865.65
Production Support/Subscription for VMware vRealize Suite 2018 Enterprise (Per PLU) for 1 year	VR18-ENT-P-SSS-C	\$ 1,986.00	\$ 956.80
Upgrade: VMware vRealize Log Insight 4 (25 OSI) to VMware vRealize Suite 2018 Standard (2 PLU)	VR18-LI40-STD2-UG-C	\$ 2,794.00	\$ 1,033.78
Upgrade: VMware vRealize Operations 7 Advanced (Per CPU) to VMware vRealize Suite 2018 Advance	VR18-OADC-ADV-UG-C	\$ 3,971.00	\$ 1,422.65
Upgrade: VMware vRealize Operations 7 Advanced (Per CPU) to VMware vRealize Suite 2018 Enterpris	VR18-OADC-ENT-UG-C	\$ 5,621.00	\$ 2,033.15
Upgrade: VMware vRealize Operations 7 Advanced (Per CPU) to VMware vRealize Suite 2018 Standard	VR18-OADC-STD-UG-C	\$ 1,111.00	\$ 405.15
Upgrade: VMware vRealize Operations 7 Advanced (25 OSI) to VMware vRealize Suite 2018 Advanced	VR18-OADO-ADV2-UG-C	\$ 6,386.00	\$ 2,362.82
Upgrade: VMware vRealize Operations 7 Advanced (25 OSI) to VMware vRealize Suite 2018 Standard	VR18-OADO-STD2-UG-C	\$ 666.00	\$ 246.42
Upgrade: VMware vRealize Operations 7 Enterprise (25 OSI) to VMware vRealize Suite 2018 Advanced	VR18-OENO-AAM3-UG-C	\$ 6,640.00	\$ 2,456.80
Upgrade: VMware vRealize Operations 7 Enterprise (25 OSI) to VMware vRealize Suite 2018 Enterprise	VR18-OENO-ENT3-UG-C	\$ 6,584.00	\$ 2,436.08
Upgrade: VMware vRealize Operations Insight 6 (Per CPU) to VMware vRealize Suite 2018 Advanced	VR18-OIC-ADV-UG-C	\$ 4,829.00	\$ 1,727.90
Upgrade: VMware vRealize Operations Insight 6 (Per CPU) to VMware vRealize Suite 2018 Enterprise	VR18-OIC-ENT-UG-C	\$ 6,479.00	\$ 2,338.40
Upgrade: VMware vRealize Operations Insight 6 (Per CPU) to VMware vRealize Suite 2018 Standard	VR18-OIC-STD-UG-C	\$ 1,969.00	\$ 710.40



**City of Columbus, RFP for VMWare Pricing  
Attachment A**

Available Products & Pricing Subject to Change

Description	SKU	Vmware Suggested List Price	Offeror Price
Upgrade: VMware vRealize Operations 7 Standard (Per CPU) to VMware vRealize Suite 2018 Advanced	VR18-OSTC-ADV-UG-C	\$ 5,676.00	\$ 2,033.15
Upgrade: VMware vRealize Operations 7 Standard (Per CPU) to VMware vRealize Suite 2018 Enterprise	VR18-OSTC-ENT-UG-C	\$ 7,326.00	\$ 2,643.65
Upgrade: VMware vRealize Operations 7 Standard (Per CPU) to VMware vRealize Suite 2018 Standard	VR18-OSTC-STD-UG-C	\$ 2,816.00	\$ 1,015.65
Upgrade: VMware vRealize Operations 7 Standard (25 VM Pack) to VMware vRealize Suite 2018 Advanced	VR18-OSTV-ADV-UG-C	\$ 3,553.00	\$ 1,270.95
Upgrade: VMware vRealize Operations 7 Standard - vSOM Entitlement (Per CPU) to VMware vRealize Suite 2018 Advanced	VR18-OSTVC-ADV-UG-C	\$ 6,226.00	\$ 2,236.65
Upgrade: VMware vRealize Operations 7 Standard - vSOM Entitlement (Per CPU) to VMware vRealize Suite 2018 Enterprise	VR18-OSTVC-ENT-UG-C	\$ 7,887.00	\$ 2,588.15
Upgrade: VMware vRealize Operations 7 Standard - vSOM Entitlement (Per CPU) to VMware vRealize Suite 2018 Standard	VR18-OSTVC-STD-UG-C	\$ 3,394.00	\$ 1,219.15
Upgrade: VMware vRealize Operations 7 Standard (25 VM Pack) to VMware vRealize Suite 2018 Enterprise	VR18-OSTV-ENT-UG-C	\$ 5,203.00	\$ 1,881.45
Upgrade: VMware vRealize Operations 7 Standard (25 VM Pack) to VMware vRealize Suite 2018 Standard	VR18-OSTV-STD-UG-C	\$ 693.00	\$ 253.45
Upgrade: VMware vRealize Suite 2018 Standard (Per PLU) to VMware vRealize Suite 2018 Advanced (Per PLU)	VR18-STD-ADV-UG-C	\$ 2,860.00	\$ 1,017.50
VMware vRealize Suite 2018 Standard (Per PLU)	VR18-STD-C	\$ 3,845.00	\$ 1,385.65
Upgrade: VMware vRealize Suite 2018 Standard (Per PLU) to VMware vRealize Suite 2018 Enterprise (Per PLU)	VR18-STD-ENT-UG-C	\$ 4,510.00	\$ 1,628.00
Production Support/Subscription for VMware vRealize Suite 2018 Standard (Per PLU) for 1 year	VR18-STD-P-SSS-C	\$ 961.00	\$ 462.80
Production Support/Subscription VMware vRealize Business 6 Standard (Per CPU) for 1 year	VR6-BSTD-P-SSS-C	\$ 386.00	\$ 185.25
Production Support/Subscription VMware vRealize Operations Management Pack for MEDITECH for 1 year	VR6-MEDI-P-SSS-C	\$ 15,438.00	\$ 7,410.00
Production Support/Subscription VMware vRealize Operations 6 Public Cloud Extension Advanced (25 VM Pack) for 1 year	VR6-PCADV25-P-SSS-C	\$ 1,288.00	\$ 617.50
Production Support/Subscription VMware vRealize Operations 6 Public Cloud Extension Enterprise (25 VM Pack) for 1 year	VR6-PCENT25-P-SSS-C	\$ 2,543.00	\$ 1,219.40
Production Support/Subscription VMware vRealize Operations for Horizon: 100 Concurrent User Pack for 1 year	VR6-VU100-P-SSS-C	\$ 1,931.00	\$ 926.25
Production Support/Subscription VMware vRealize Operations for Horizon: 10 Concurrent User Pack for 1 year	VR6-VU10-P-SSS-C	\$ 193.00	\$ 92.95
Production Support/Subscription VMware vRealize Business 7 Standard (25 OSI Pack) for 1 year	VR7-BSTD25-P-SSS-C	\$ 1,288.00	\$ 617.50
VMware vRealize Operations 7 Advanced (Per CPU)	VR7-OADC-C	\$ 2,835.00	\$ 1,017.50
Production Support/Subscription for VMware vRealize Operations 7 Advanced (Per CPU) for 1 year	VR7-OADC-P-SSS-C	\$ 709.00	\$ 339.95
VMware vRealize Operations 7 Advanced (25 OSI Pack)	VR7-OADO25-C	\$ 7,085.00	\$ 2,312.50
Production Support/Subscription for VMware vRealize Operations 7 Advanced (25 OSI Pack) for 1 year	VR7-OADO25-P-SSS-C	\$ 1,771.00	\$ 772.20
Upgrade: VMware vRealize Operations 7 Advanced (25 OSI Pack) to vRealize Operations 7 Enterprise (25 OSI Pack)	VR7-OADO-OENO-UG-C	\$ 11,842.00	\$ 4,273.50
VMware vRealize Operations 7 Enterprise (25 OSI Pack)	VR7-OENO25-C	\$ 17,850.00	\$ 5,550.00
Production Support/Subscription for VMware vRealize Operations 7 Enterprise (25 OSI Pack) for 1 year	VR7-OENO25-P-SSS-C	\$ 4,463.00	\$ 1,852.50
VMware vRealize Operations 7 Standard (Per CPU)	VR7-OSTC-C	\$ 1,285.00	\$ 462.50
Upgrade: VMware vRealize Operations 7 Standard (Per CPU) to VMware vRealize Operations 7 Advanced (Per CPU)	VR7-OSTC-OADC-UG-C	\$ 1,705.00	\$ 610.50
Production Support/Subscription for VMware vRealize Operations 7 Standard (Per CPU) for 1 year	VR7-OSTC-P-SSS-C	\$ 321.00	\$ 154.70
Upgrade: VMware vRealize Operations 7 Standard - vSOM Entitlement (Per CPU) to VMware vRealize Suite 2018 Advanced	VR7-OSTCVS-OADC-UG-C	\$ 2,266.00	\$ 814.00
VMware vRealize Operations 7 Standard (25 VM Pack)	VR7-OSTV25-C	\$ 3,215.00	\$ 1,156.25
Production Support/Subscription for VMware vRealize Operations 7 Standard (25 VM Pack) for 1 year	VR7-OSTV25-P-SSS-C	\$ 804.00	\$ 386.10
Upgrade: VMware vRealize Operations 7 Standard (25 VM Pack) to vRealize Operations 7 Advanced (25 VM Pack)	VR7-OSTV-OADO-UG-C	\$ 4,257.00	\$ 1,526.25
Upgrade: VMware vRealize Operations 7 Standard (25 VM Pack) to vRealize Operations 7 Enterprise (25 VM Pack)	VR7-OSTV-OENO-UG-C	\$ 16,099.00	\$ 5,799.75
VMware vRealize Business for Cloud 7 Advanced (Per CPU)	VR-BCLADV-C	\$ 3,085.00	\$ 1,110.00
Production Support/Subscription VMware vRealize Business for Cloud 7 Advanced (Per CPU) for 1 year	VR-BCLADV-P-SSS-C	\$ 771.00	\$ 370.50
VMware vRealize Business for Cloud 7 Advanced (25 OSI)	VR-BCLADV0-25-C	\$ 5,145.00	\$ 1,850.00
Production Support/Subscription vRealize Business for Cloud 7 Advanced (25 OSI) for 1 year	VR-BCLADV0-25-P-SSS-C	\$ 1,286.00	\$ 617.50
VMware vRealize Code Stream 2 (Per CPU)	VR-CODE2C-C	\$ 5,650.00	\$ 2,016.50
Production Support/Subscription VMware vRealize Code Stream 2 (Per CPU) for 1 year	VR-CODE2C-P-SSS-C	\$ 1,413.00	\$ 673.40
VMware vRealize Code Stream 2 (Per OSI)	VR-CODE2O-C	\$ 565.00	\$ 201.65
Production Support/Subscription VMware vRealize Code Stream 2 (Per OSI) for 1 year	VR-CODE2O-P-SSS-C	\$ 141.00	\$ 67.60
VMware vRealize Log Insight 4 per CPU	VR-LIS4-CPU-C	\$ 1,545.00	\$ 555.00
Production Support/Subscription for VMware vRealize Log Insight 4 per CPU for 1 year	VR-LIS4-CPU-P-SSS-C	\$ 386.00	\$ 185.25
VMware vRealize Log Insight 4 (25 OSI Pack)	VR-LIS4O-25-C	\$ 5,150.00	\$ 1,850.00
Production Support/Subscription for VMware vRealize Log Insight 4 (25 OSI Pack) for 1 year	VR-LIS4O-25-P-SSS-C	\$ 1,288.00	\$ 617.50
VMware vRealize Network Insight Advanced for Desktop (100 pack CCU)	VR-NI-ANX100-C	\$ 2,590.00	\$ 925.00
Production Support/Subscription for VMware vRealize Network Insight Advanced for Desktop (100 pack CCU) for 1 year	VR-NI-ANX100-P-SSS-C	\$ 648.00	\$ 308.75
VMware vRealize Network Insight Advanced for Desktop (10 pack CCU)	VR-NI-ANX10-C	\$ 259.00	\$ 92.50
Production Support/Subscription for VMware vRealize Network Insight Advanced for Desktop (10 pack CCU) for 1 year	VR-NI-ANX10-P-SSS-C	\$ 65.00	\$ 31.20
VMware vRealize Network Insight Advanced (per CPU)	VR-NI-ANXC-C	\$ 1,295.00	\$ 460.65
Production Support/Subscription for VMware vRealize Network Insight Advanced (per CPU) for 1 year	VR-NI-ANXC-P-SSS-C	\$ 324.00	\$ 154.05
VMware vRealize Network Insight Enterprise for Desktop (100 pack CCU)	VR-NI-ENX100-C	\$ 4,490.00	\$ 1,646.50
Production Support/Subscription for VMware vRealize Network Insight Enterprise for Desktop (100 pack CCU) for 1 year	VR-NI-ENX100-P-SSS-C	\$ 1,123.00	\$ 549.90

**City of Columbus, RFP for VMWare Pricing  
Attachment A**

Available Products & Pricing Subject to Change

Description	SKU	VMware Suggested List Price	Offeror Price
VMware vRealize Network Insight Enterprise for Desktop (10 pack CCU)	VR-NI-ENX10-C	\$ 449.00	\$ 164.65
Production Support/Subscription for VMware vRealize Network Insight Enterprise for Desktop (10 pack CCU)	VR-NI-ENX10-P-SSS-C	\$ 112.00	\$ 55.25
VMware vRealize Network Insight Enterprise (per CPU)	VR-NI-ENXC-C	\$ 2,245.00	\$ 812.15
Production Support/Subscription for VMware vRealize Network Insight Enterprise (per CPU) for 1 year	VR-NI-ENXC-P-SSS-C	\$ 561.00	\$ 271.05
Upgrade: VMware vRealize Network Insight Advanced for Desktop (100 pack CCU) to VMware vRealize Network Insight Enterprise for Desktop (10 pack CCU)	VR-NI-UG-AENX100-UG-C	\$ 2,090.00	\$ 793.65
Upgrade: VMware vRealize Network Insight Advanced for Desktop (10 pack CCU) to VMware vRealize Network Insight Enterprise (per CPU)	VR-NI-UG-AENX10-UG-C	\$ 209.00	\$ 79.55
Upgrade: VMware vRealize Network Insight Advanced (per CPU) to VMware vRealize Network Insight Enterprise (per CPU)	VR-NI-UG-AENXC-UG-C	\$ 1,045.00	\$ 386.65
Production Support/Subscription VMware vRealize Operations Insight 6 for 1 year	VR-OIST-BUN-P-SSS-C	\$ 515.00	\$ 247.00
Production Support/Subscription VMware vRealize Suite 6 Advanced (25 OSI Pack) for 1 year	VR-STE-ADV-P-SSS-C	\$ 4,346.00	\$ 2,083.90
Production Support/Subscription for VMware vSphere 5 Enterprise for 1 processor for 1 year	VS5-ENT-P-SSS-C	\$ 741.00	\$ 467.35
Production Support/Subscription for VMware vSphere 5 Essentials Kit for Retail and Branch Offices 10	VS5-RBES10-P-SSS-C	\$ 212.00	\$ 102.05
Production Support/Subscription for VMware vSphere 5 Essentials Plus Kit for Retail and Branch Offices 10	VS5-RBESP10-P-SSS-C	\$ 1,930.00	\$ 925.60
VMware vSphere 6 for Desktop (100 VM Pack)	VS6-DT100VM-C	\$ 8,235.00	\$ 2,405.00
Production Support/Subscription for VMware vSphere 6 for Desktop (100 VM Pack)	VS6-DT100VM-P-SSS-C	\$ 2,059.00	\$ 802.75
Upgrade: VMware vSphere 6 Enterprise to vSphere 6 Enterprise Plus for 1 Processor	VS6-ENT-EPL-UG-C	\$ 697.00	\$ 276.91
VMware vSphere 6 Enterprise Plus Acceleration Kit for 6 processors	VS6-EPL-AK-C	\$ 24,250.00	\$ 8,508.15
Production Support/Subscription VMware vSphere Enterprise Plus Acceleration Kit for 6 processors for 1 year	VS6-EPL-AK-P-SSS-C	\$ 6,938.00	\$ 2,839.85
VMware vSphere 6 Enterprise Plus for 1 processor	VS6-EPL-C	\$ 3,595.00	\$ 1,284.41
Production Support/Subscription VMware vSphere 6 Enterprise Plus for 1 processor for 1 year	VS6-EPL-P-SSS-C	\$ 899.00	\$ 568.10
Upgrade: VMware vSphere 6 Essentials Kit to vSphere 6 Enterprise Plus Acceleration Kit for 6 processors	VS6-ES-EPL-AK-UG-C	\$ 23,740.00	\$ 8,417.50
Upgrade: VMware vSphere 6 Essentials to vSphere 6 Essentials Plus Kit for 3 hosts (Max 2 processors per host)	VS6-ES-EPL-UG-C	\$ 4,527.00	\$ 1,628.00
Upgrade: VMware vSphere 6 Essentials plus Kit to vSphere 6 Enterprise Plus Acceleration Kit for 6 processors	VS6-ESP-EPL-AK-UG-C	\$ 21,582.00	\$ 7,529.50
VMware vSphere 6 Essentials Plus Kit for 3 hosts (Max 2 processors per host)	VS6-ESP-KIT-C	\$ 4,625.00	\$ 1,663.15
Production Support/Subscription VMware vSphere 6 Essentials Plus Kit for 1 year	VS6-ESP-KIT-P-SSS-C	\$ 1,156.00	\$ 555.10
Upgrade: VMware vSphere 6 Essentials plus Kit to vSphere 6 Standard Acceleration Kit for 6 processors	VS6-ESP-STD-AK-UG-C	\$ 7,398.00	\$ 2,645.50
Upgrade: VMware vSphere 6 Essentials Kit to vSphere 6 Standard Acceleration Kit for 6 processors	VS6-ES-STD-AK-UG-C	\$ 10,840.00	\$ 3,977.50
Upgrade: VMware vSphere 6 Hypervisor to vSphere 6 Enterprise Plus for 1 Processor	VS6-HYP-EPL-UG-C	\$ 3,595.00	\$ 1,293.15
Upgrade: VMware vSphere 6 Hypervisor to vSphere 6 Standard for 1 Processor	VS6-HYP-STD-UG-C	\$ 995.00	\$ 368.15
VMware vSphere 6 Remote Office Branch Office Advanced (25 VM pack)	VS6-RBADV25-C	\$ 4,635.00	\$ 1,665.00
Production Support/Subscription for VMware vSphere 6 Remote Office Branch Office Advanced (25 VM pack)	VS6-RBADV25-P-SSS-C	\$ 1,159.00	\$ 555.75
VMware vSphere 6 Remote Office Branch Office Standard (25 VM pack)	VS6-RBSTD25-C	\$ 3,085.00	\$ 1,110.00
Production Support/Subscription for VMware vSphere 6 Remote Office Branch Office Standard (25 VM pack)	VS6-RBSTD25-P-SSS-C	\$ 771.00	\$ 370.50
Upgrade: VMware vSphere 6 Remote Office Branch Office Standard (25 VM pack) to Advanced (25VM pack)	VS6-RBSTD-ADV25-UG-C	\$ 1,705.00	\$ 610.50
VMware vSphere 6 Standard Acceleration Kit for 6 processors	VS6-STD-AK-C	\$ 11,350.00	\$ 4,068.15
Production Support/Subscription VMware vSphere Acceleration Kit for 6 processors for 1 year	VS6-STD-AK-P-SSS-C	\$ 3,482.00	\$ 1,357.85
VMware vSphere 6 Standard for 1 processor	VS6-STD-C	\$ 995.00	\$ 368.15
Upgrade: VMware vSphere 6 Standard to vSphere 6 Enterprise Plus for 1 Processor	VS6-STD-EPL-UG-C	\$ 2,860.00	\$ 1,017.50
Production Support/Subscription VMware vSphere 6 Standard for 1 processor for 1 year	VS6-STD-P-SSS-C	\$ 323.00	\$ 122.85
VMware Workstation 15 Player for Linux and Windows, ESD	WS15-PLAY-C	\$ 149.99	\$ 55.50
Production Support/Subscription for VMware Workstation 15 Player for Linux and Windows, ESD for 1 year	WS15-PLAY-P-SSS-C	\$ 37.00	\$ 18.20
Upgrade: VMware Workstation 12 or Workstation 14 Player to Workstation 15 Player	WS15-PLAY-UG-C	\$ 79.99	\$ 29.60
VMware Workstation 15 Pro for Linux and Windows, ESD	WS15-PRO-C	\$ 249.99	\$ 92.50
Upgrade: VMware Workstation 15 Player to Workstation 15 Pro	WS15-PRO-PLAY-UG-C	\$ 99.99	\$ 37.00
Upgrade: VMware Workstation 12.x or 14.x (Pro or Player) to Workstation 15 Pro	WS15-PRO-UG-C	\$ 149.99	\$ 55.50
VMware Workstation Production Support/Subscription for 1 year	WS-P-SSS-C	\$ 62.00	\$ 30.55

CITY OF COLUMBUS / DEPARTMENT OF TECHNOLOGY  
VMWARE SOFTWARE AND EQUIPMENT  
PROPOSAL

**Experience/Certificates Required:** The bidder is required to provide a workforce with the experience and certified training required to complete this Project. Where the employees are not employed directly by the bidder but are being provided by subcontractors in order to provide any of the necessary experience/certificates to perform the work for this project, those subcontractors must be identified within this section of the bid at the date and time the bid is due.

<b>SUBCONTRACTOR COMPANY NAME</b> N/A
<b>SUBCONTRACTOR ADDRESS / PHONE</b> N/A
<b>SUBCONTRACTOR FEDERAL ID#</b> N/A
<b>DESCRIBE SUBCONTRACTOR PARTICIPATION</b> N/A

<b>SUBCONTRACTOR COMPANY NAME</b> N/A
<b>SUBCONTRACTOR ADDRESS / PHONE</b> N/A
<b>SUBCONTRACTOR FEDERAL ID#</b> N/A
<b>DESCRIBE SUBCONTRACTOR PARTICIPATION</b> N/A

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<b>SUBCONTRACTOR FEDERAL ID#</b> N/A
<b>DESCRIBE SUBCONTRACTOR PARTICIPATION</b> N/A

