



To Whom It May Concern:

The policy for anyone renewing software purchased under the Ohio State University VMware contract can only be renewed through OARnet. These license(s) are technically the property of OARnet until such time as *the* VMware contract expires, at which time the license(s) would be transferred to *the End User*. This aggregate purchasing program has enabled the State of Ohio to offer the best possible fees. Partners under this program are restricted to new sales only. This has been a standard practice since the initial VMware contract in 2008.

OARnet is the sole source in any circumstance that the purchased software (license) is under the OARnet ELA agreement with VMware, as all licensing is under said ELA, and is therefore non-transferable to another VMware account for renewal.

Sincerely,

A handwritten signature in black ink, appearing to read "John Bourjaily", is positioned to the left of the typed name and contact information.

John Bourjaily  
Account Executive  
VMware  
440-552-3499  
jbourjaily@vmware.com