

VMware Consulting and Training Credits

Overview

VMware® Consulting and Training Credits provide a cost-effective and flexible way to purchase services and education classes. If you are planning to implement VMware products but have not yet finalized your strategy, VMware credits enable you to budget for consulting services and education up front and redeem the credits as needed.

How Credits Work

- You must activate your credits account before credits can be used. Credits expire one calendar year from date of purchase even if your credits account has not been activated.
- When ready to redeem credits, go to www.vmware.com and access the MyLearn portal.
 - For education classes, follow the registration procedures and select “Professional Services Organization (PSO) credits” when asked for payment option.
 - For consulting services, complete and submit the Consulting Engagement Request Form, and a VMware Professional Services Solution Architect will contact you.

Key Benefits

- Greater flexibility: leverage budget cycles and apply credits as needed towards education and consulting services.
- Built-in value: credits include volume discounts for packaged consulting and training.
- Less administrative effort: accelerate the order fulfillment process by purchasing credits in bulk.

Availability

- Credits are available for purchase globally and can be used towards any available packaged consulting, custom consulting or training service, and VMware Certified Professional (VCP) exams.
- Purchase of credits is available to VMware end-user customers only.
- Credits can be purchased directly from VMware or from VMware authorized distribution and reseller partners. You can also purchase credits from the VMware store at vmware.com (limit 150 credits per transaction).

VMware List Price Discount Schedule

# Credits	Discount *	SKU
1-150	0%	SVC-CR-0
151-600	10%	SVC-CR-10
601-1200	15%	SVC-CR-15
1201-2000	20%	SVC-CR-20

* VMware list price discount only. If you want to purchase from a VMware authorized reseller or distributor contact them for applicable pricing.

Credits Terms and Conditions

- You must activate your credits account before credits can be used. Credits expire one calendar year from date of purchase even if your credits account has not been activated.
- Credits may be redeemed for VMware consulting services and VMware delivered education courses, and for training delivered through the VMware Authorized Training Center (VATC) program.
- For packaged consulting and education offerings, one (1) credit may be redeemed for \$100 USD of VMware list price services.
- For custom consulting engagements credits are applied according to the list price based on volume of purchase.
- For custom consulting engagements a SOW is not required at the time of purchase; however, a signed SOW is required prior to the engagement.
- The Technical Account Manager (TAM) program is delivered as an at-cost service and credits are applied according to list price by volume.
- Credits may be used towards Travel and Expense (T&E) and are applied at list price by volume.

For More Information

For more information about credits see the [VMware Consulting and Training Credits FAQ](#).

More information about VMware software and services is available from <http://www.vmware.com> and from your local VMware representative.

About VMware Professional Services

VMware Professional Services helps IT departments in companies of all sizes accelerate time to market, reduce deployment risk and maximize ROI as they adopt virtualization. VMware Professional Services and its extensive partner ecosystem comprises experienced IT professionals who provide consulting, technical account management, integration and deployment services, and education services for VMware products and solutions. As the largest services organization focused solely on virtualization, our consultants have in-depth expertise and use proven, repeatable delivery methodologies that have helped thousands of customers energize IT while saving energy—financial, human and the earth's—through virtualization.

Terms and Conditions

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If you are located in the United States, the VMware contracting entity for the service will be VMware, Inc., and if outside of the United States, the VMware contracting entity will be VMware International Limited30