

VMWARE CONVENIENCE PRICING PROGRAM

Through OSHEAN's membership in The Quilt, a national coalition of regional non-profit research and education networks, we are able to offer our members access to a new discount program for VMware products and services.

A POWERFUL
NETWORK OF
150+
ORGANIZATIONS

LIBRARIES

COMM. ORGS.

GOVERNMENT

HEALTHCARE

HIGHER ED

K-12

This latest offering reflects OSHEAN's commitment to seeking out innovative technology solutions that best align with its members' objectives. Working collaboratively, OSHEAN continuously drives economic advantage and operational efficiency to improve the agility and responsiveness of member organizations.

FAST FACTS

- The program will provide additional discounts of between 3% and 22% on VMware software licenses, support subscriptions (SnS), managed services including Airwatch, VMware Cloud Subscription Services, training, and professional services.
- These discounts are provided off VMware list pricing that applies to the Member making the purchase. For example, education Members will receive the discounts off the VMware educational list price.
- This program is a convenience contract, meaning there are no minimum purchase requirements or different discount rates depending on the volume.
- The program is administered for The Quilt by Carahsoft, who can provide pre and post-sales support and authorize VMware resellers to participate in the program, allowing Members to obtain the Quilt discounts directly from their own preferred reseller.

OSHEAN is committed to creating an environment that encourages collaboration and learning through shared experiences and resources to continually develop expertise within its member organizations. As such, OSHEAN regularly offers a number of cost-savings programs for members such as pre-negotiated license pricing, nationally negotiated ISP pricing, member to member infrastructure and colocation environment sharing and multi-tenant virtual private [cloud services](#). For more information on the VMware Convenience Pricing Program, contact Rob Gay, manager of technical programs and services, via rob@oshean.org or (401) 398-7506, or visit the OSHEAN website: <http://www.oshean.org/>