



VMware 파트너 라이선스 안내

2022-12-29 | SDI사업부



VMware 파트너에게 제공되는 라이선스 종류

IUL/NFR/EVAL License Programs Summary



- IUL
- (파트너 내부 IT 활용
용도)



- NFR
- (HOL/DEMO 및 교육
용도)



- EVAL
- (고객사 PoC 용도)

Partner Connect 접속

VMware Partner Connect » Resources » Partner Connect Portal 접속

<https://www.vmware.com/partners/work-with-vmware/partner-connect.html>

RESOURCES

Guides & Documentation

- 🔗 Invest in Master Services Competencies
- 📄 Partner Connect Program Preview
- 📄 Partner Connect FAQ

LEARN MORE

- 🔗 About Principal Partners
- 🔗 Power of Partnership Blog

Partner Tools

- 🔗 Partner Connect Portal
- 🔗 MyVMware
- 🔗 Partner Demand Center
- 🔗 Opportunity Registration
- 🔗 Incentives & Promotions
- 🔗 Partner Learning Paths & Competencies

Partner Connect Portal 접속

VMware Partner Connect » Sales » Entitlement Licenses

The screenshot displays the VMware Partner Connect portal interface. At the top left is the VMware logo and the text "Partner Connect". On the right side of the header, there is a search icon, a language dropdown set to "English", and navigation links for "My Company", "My Profile", and "Partner ID". Below the header is a horizontal navigation bar with tabs for "Partner Programs", "Training", "Sales", "Incentives", "Marketing", "Products", and "Solutions". The "Sales" tab is highlighted with a red box and a small green upward-pointing triangle. A left-hand sidebar menu is visible, listing various sales-related options: "Sales", "Selling with VMware Overview", "Entitlement Licenses", "Renewals", "Pricing Resources", "Selling Tools", "VMware Delivered Services", "Selling Training Credits", and "Leads". The "Entitlement Licenses" option in the sidebar is currently selected. The main content area is titled "Entitlement Licenses" and includes a sub-header stating "Licenses are available for partners for varying uses." Below this, there are four distinct sections: "Not for Resale Licenses (NFR)" with a description about testing and demonstrations, "Evaluation License (EVAL)" for demoing VMware products, "Internal Use License (IUL)" for internal testing in a partner's environment, and "MyVMware Portal" for managing trials and license keys.

vmware® Partner Connect

Q English | My Company > | My Profile > | Partner ID

Partner Programs Training **Sales** Incentives Marketing Products Solutions

Sales

- Selling with VMware Overview
- Entitlement Licenses
- Renewals
- Pricing Resources
- Selling Tools
- VMware Delivered Services
- Selling Training Credits
- Leads

Entitlement Licenses

Licenses are available for partners for varying uses.

Not for Resale Licenses (NFR)

Use Not for Resale (NFR) licenses for hands-on testing and demonstrations.

Evaluation License (EVAL)

Help customers demo key VMware products and solutions.

Internal Use License (IUL)

Use Internal User Licenses keys to experience the power of VMware in your own environment.

MyVMware Portal

Manage fee trials, product license keys, downloads, and support online.

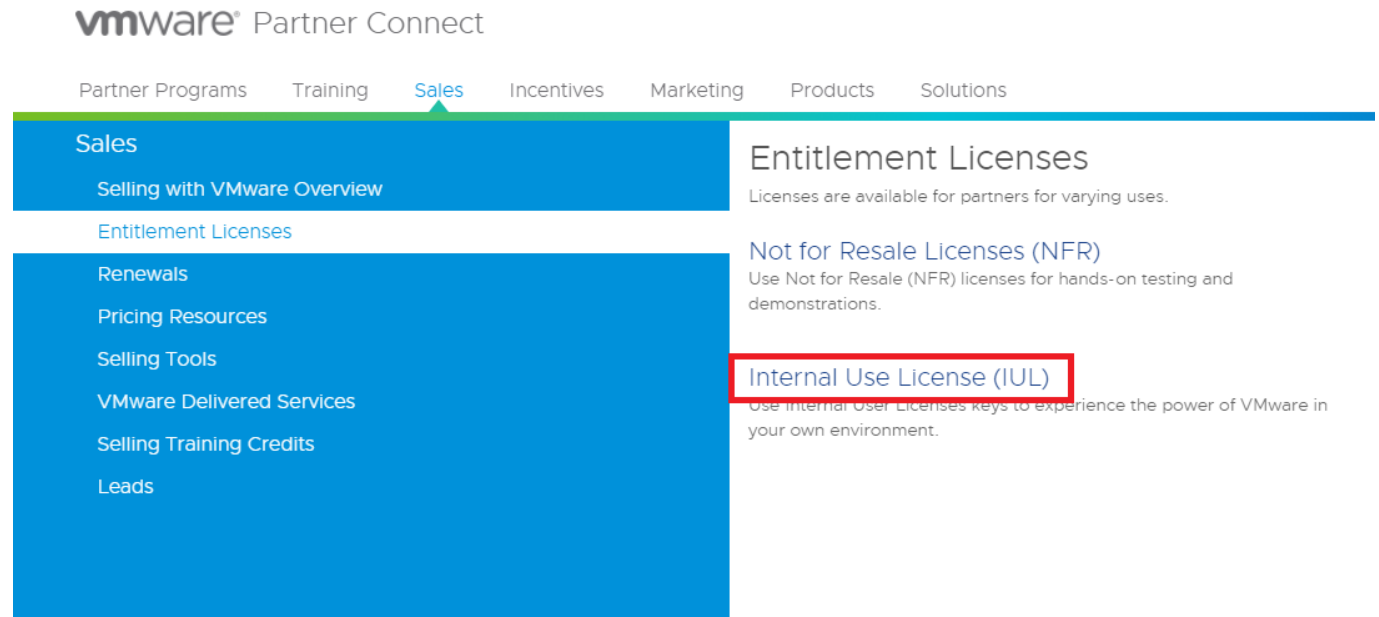
VMware 파트너 라이선스 - IUL (Internal Use License)

파트너 내부 IT 활용 용도 (유료)

IUL

- 대상 파트너 – Enrolled Authorized, Partner, Advanced, Principal, Aggregator/Distributors
- 파트너사 내부 IT 활용 용도로 제공되는 라이선스로 구입 시 **할인 혜택 제공**
- 어떠한 경우에도 내부 사용 소프트웨어를 제3 자 또는 최종 고객에게 **재판매** 사용하거나 **배포할 수 없음**

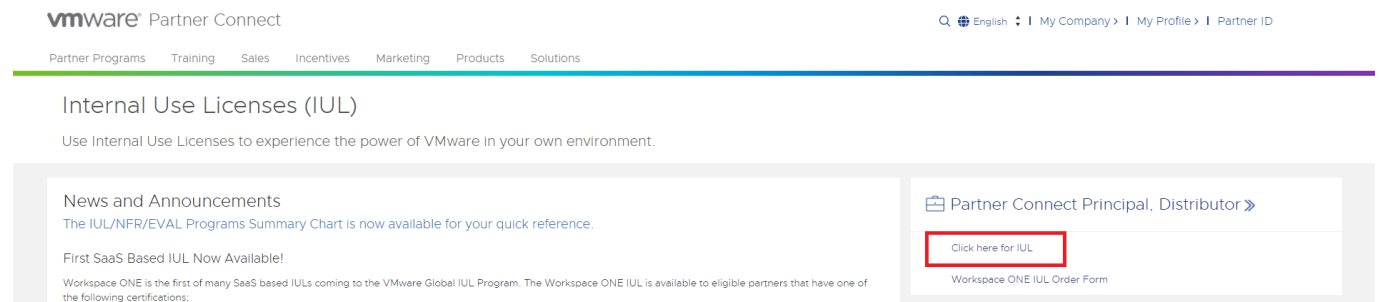
1



The screenshot shows the VMware Partner Connect website. The 'Sales' tab is selected in the top navigation bar. On the left, a blue sidebar lists various sales-related links: 'Selling with VMware Overview', 'Entitlement Licenses', 'Renewals', 'Pricing Resources', 'Selling Tools', 'VMware Delivered Services', 'Selling Training Credits', and 'Leads'. On the right, the 'Entitlement Licenses' section is visible, containing links for 'Not for Resale Licenses (NFR)' and 'Internal Use License (IUL)'. The 'Internal Use License (IUL)' link is highlighted with a red rectangular box.

“Click here for IUL”를 클릭

2



The screenshot shows the 'Internal Use Licenses (IUL)' page on the VMware Partner Connect website. The page title is 'Internal Use Licenses (IUL)' with the subtitle 'Use Internal Use Licenses to experience the power of VMware in your own environment.' Below this, there is a 'News and Announcements' section. On the right side of the page, there is a box for 'Partner Connect Principal, Distributor' which contains a link 'Click here for IUL' highlighted with a red rectangular box, and a link to the 'Workspace ONE IUL Order Form'.

IUL (Internal Use License)

Internal Use License Order Form

Partner Connect를 통해 구입을 할 경우, Partner Connect에 등록된 파트너사에 한해서 **50% 동일한 할인율** 파트너 아이디어에 제공되는 IUL 라이선스의 **최대 금액은 연간 120K**까지만 가능

Paid Licenses

Please select product and indicate quantity for each license being ordered.

Select	Offering Group	Type	License Name	Part Number	MSRP	Partner Discount	Quantity	Cost To Partner	IsFree?
<input type="checkbox"/>	Fusion 12	Product	VMware Fusion 12 Pro, ESD	FUS12-PRO-C	USD 199.00	50%	<input type="text" value="0"/>	0.00	No
	Fusion 12	SNS	Basic Support/Subscription VMware Fusion Pro for 1 year	FUS-PRO-G-SSS-C	USD 42.00	10%	<input type="text" value="0"/>	0.00	No
	Horizon 8 Enterprise Edition 10-Pack	SNS	Basic Support/Subscription for VMware Horizon 8 Enterprise: 10 Pack (CCU) for 3 years	HZ8-ENC-10-3G-SSS-C	USD 3,448.37	10%	<input type="text" value="0"/>	0.00	No
	Horizon 8 Standard Edition: 100-Pack	SNS	Basic Support/Subscription for VMware Horizon 8 Standard: 100 Pack (CCU) for 3 years	HZ8-STD-100-3G-SSS-C	USD 14,990.98	10%	<input type="text" value="0"/>	0.00	No
<input type="checkbox"/>	NSX	Product	VMware NSX Data Center Enterprise Plus per Processor	NX-DC-EPL-C	USD 8,495.00	50%	<input type="text" value="0"/>	0.00	No
	NSX	SNS	Production Support/Subscription for VMware NSX Data Center Enterprise Plus per Processor for 1 year	NX-DC-EPL-P-SSS-C	USD 2,124.00	10%	<input type="text" value="0"/>	0.00	No

Free Licenses

Pending audit of remaining free license count. If you are unsure of how many licenses remain on your account, please contact partnerconnect@vmware.com.

Select	Offering Group	Type	License Name	Part Number	MSRP	Partner Discount	Quantity	Cost To Partner	Free Copies	IsFree?
<input type="checkbox"/>	Fusion 12	Product	VMware Fusion 12 Pro, ESD	FUS12-PRO-C	USD 199.00	100%	<input type="text" value="0"/>	0.00	10	Yes
	Fusion 12	SNS	Basic Support/Subscription VMware Fusion 12 Pro for 1 year	FUS-PRO-G-SSS-C	USD 42.00	10%	<input type="text" value="0"/>	0.00		No
<input type="checkbox"/>	NSX	Product	VMware NSX Data Center Enterprise Plus per Processor	NX-DC-EPL-C	USD 8,495.00	100%	<input type="text" value="0"/>	0.00	10	Yes
	NSX	SNS	Production Support/Subscription for VMware NSX Data Center Enterprise Plus per Processor for 1 year	NX-DC-EPL-P-SSS-C	USD 2,124.00	10%	<input type="text" value="0"/>	0.00		No
<input type="checkbox"/>	vCenter Server	Product	VMware vCenter Server 7 Standard for vSphere 7 (Per Instance)	VCS7-STD-C	USD 6,175.00	100%	<input type="text" value="0"/>	0.00	2	Yes
	vCenter Server	SNS	Basic Support/Subscription VMware vCenter Server 7 Standard for vSphere 7 (Per Instance) for 1 year	VCS7-STD-G-SSS-C	USD 1,297.00	10%	<input type="text" value="0"/>	0.00		No

VMware 파트너 라이선스 – NFR (Not for Resale Licenses)

HOL/DEMO 및 교육 용도 (무료)

1

NFR

- 대상 파트너 – Enrolled Authorized, Partner, Advanced, Principal, Aggregator/Distributors
- 랩 테스트, 사내 데모 및 교육 목적으로 사용
- 적격 파트너에게는 NFR 소프트웨어에 포함된 1년 단위로 구독 갱신 서비스 제공

vmware® Partner Connect

Partner Programs Training Sales Incentives Marketing Products Solutions

Sales

Selling with VMware Overview

Entitlement Licenses

Renewals

Pricing Resources

Selling Tools

VMware Delivered Services

Selling Training Credits

Leads

Entitlement Licenses

Licenses are available for partners for varying uses.

Not for Resale Licenses (NFR)

Use Not for Resale (NFR) licenses for hands-on testing and demonstrations.

Internal Use License (IUL)

Use Internal User Licenses keys to experience the power of VMware in your own environment.

2

vmware® Partner Connect

Partner Programs Training Sales Incentives Marketing Products Solutions

Global NFR Program

Use Not for Resale (NFR) licenses for hands-on testing, training and demonstrations.

News and Announcements

The IUL/NFR/EVAL Programs Summary Chart is now available for your quick reference.

VMware SD-WAN NFR Program

VMware SD-WAN Not For Resale (NFR) service is now available. Distributors can request a VeloCloud NFR for themselves or on behalf of an eligible VMware Partner. There is a spent limit of US\$75,000 MSRP per partner per membership year. To learn more, please refer to VMware SD-WAN NFR Policy Guide, VMware SD-WAN NFR FAQ, VMware SD-WAN VeloCloud Data Sheet and VMware SD-WAN NFR User Guide. Or contact your Distributor for assistance.

Overview

Not for Resale (NFR) software is available to Partners for lab testing, in-house demo, and training and educational purposes. Eligible Partners also receive one year of subscription services included with the NFR software.

NFR Software supports your business and sales efforts by:

On-Demand NFR Partner ...

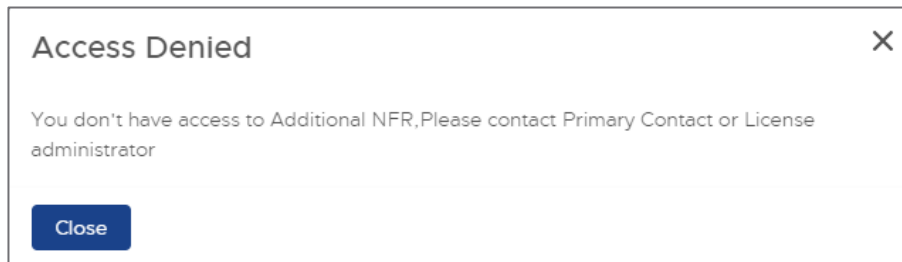
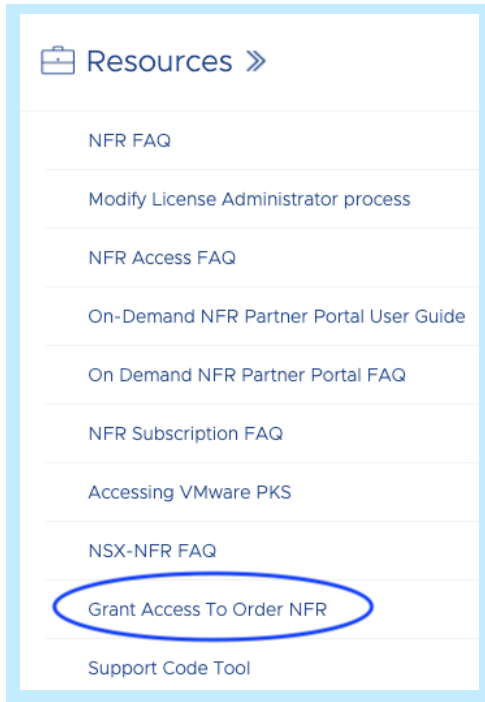
Intro to On-Demand
NFR Partner Portal Video

Intro to NFR Subscription
Renewal Video

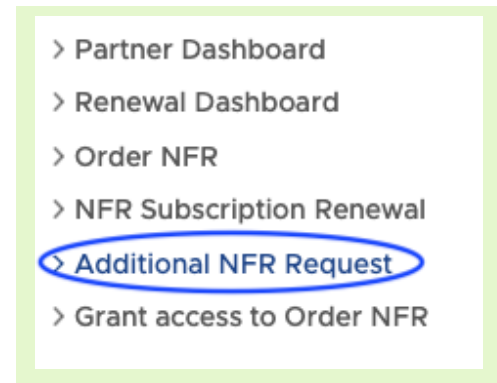
Additional NFR Request 신청 절차 (1 of 3)

1 [NFR portal](#) 로 접속

2 3번 진행 시 권한이 없을 경우, Super User 계정으로 접속하여 NFR Order 권한 추가



3 “Additional NFR Request” 클릭



Additional NFR Request 신청 절차 (2 of 3)

4 Part Number, Production Description, Quantity, Use Case 등 아래와 같이 기입하고 “Submit”을 클릭

Additional NFR Request by

☒ Partner Program ☐ Master Services Competency ☐ Solution Competency ☐ TAP Badges

Partner Program Name Partner Connect-Enrolled

Select your Entitlements

Add

Part Number	Product Description	Product Subscription	Quantity	Use Case	Business Justification	Branch Location
<u>Others</u>	<u>vSphere 7 Ent+ wit</u>		<u>2</u>	<u>License not included in the NFR program today</u>	<u>Lab</u>	<u>Select</u>

Records Per Page 10 |< < 1/1 > >|

Additional NFR Request 신청 절차 (3 of 3)

Additional NFR Request 주문 상태는 NFR Portal 오른쪽 상단의 [My Company](#) » [Company Entitlements](#)를 클릭하여 추적 가능 EID(Entitlement ID)를 클릭하여 세부 정보를 확인

Company Entitlements

- > Company Administration
- > Location Management
- > Contact Management
- > Partner Program Forms
- > Company Training
- > **Company Entitlements**
- > Channel Plan
- > Joint Business Plan

My Entitlements

--Select--

Search by Order Number

Search Entitlement

< Back to the List

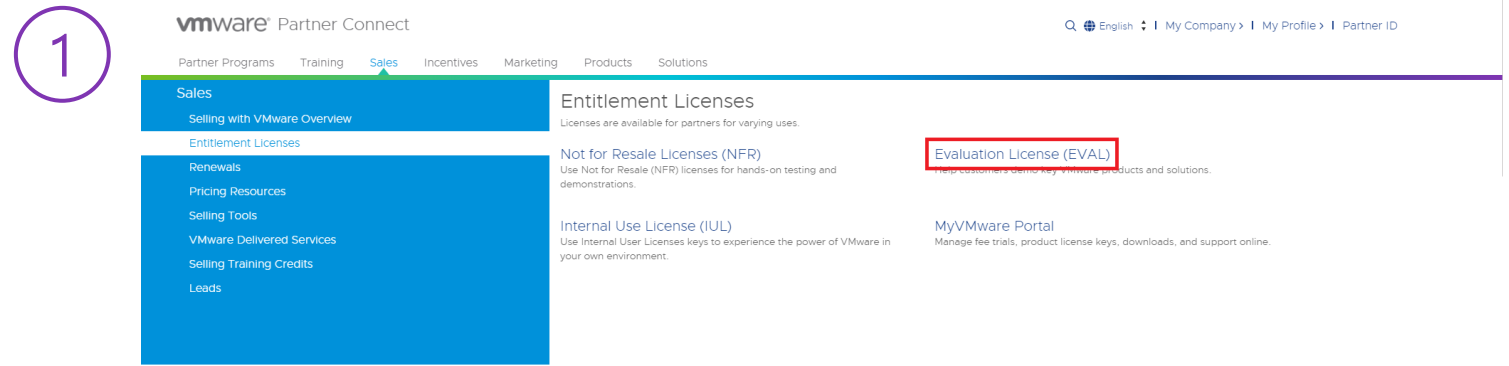
Record Type	Entitlement ID	CreatedDate	Entitlement Status	Fulfillment Date
NFR	EID-1228787	Tue Jan 12 13:54:43 2021 GMT	Fulfilled	1/18/2021
NFR	EID-1228224	Fri Jan 08 13:10:53 2021 GMT	Fulfilled	1/7/2021
NFR	EID-1221741	Sun Dec 06 21:34:59 2020 GMT	Fulfilled	12/6/2020

VMware 파트너 라이선스 - EVAL (Evaluation Licenses)

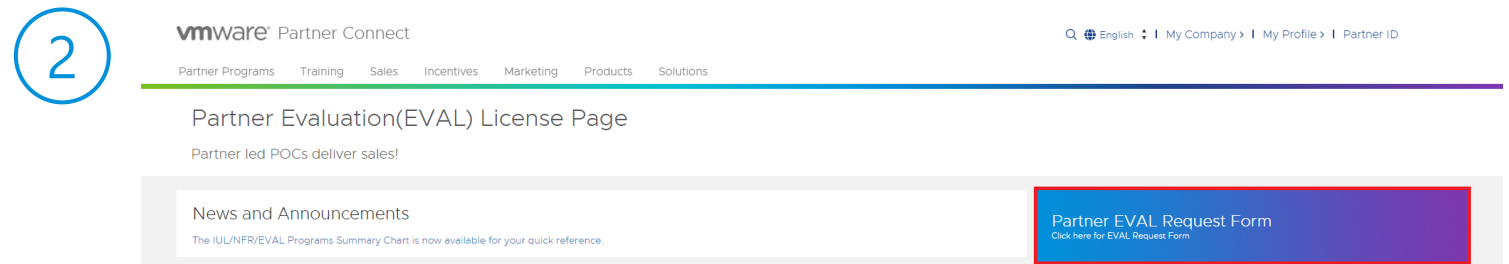
고객사 PoC 용도 (무료 단, 기간 제한)

EVAL

- 대상 파트너 – Enrolled Authorized, Partner, Advanced, Principal, Distributors
- 파트너 및 End-User에게 라이선스가 부여 (End-User의 서명 필요)
- 신청 시 PoC 일정 기간을 명시하며 그 기간이 지나면 **기간 제한**으로 인해 작동이 중단될 수 있음
- 상업적, 개발 또는 제품 판매 목적으로 사용될 수 없음



Partner Evaluation License Page » **Partner EVAL Request Form** 클릭



EVAL (Evaluation Licenses) 신청 방법 및 주의 사항

Request Form (신청 양식) 구성

Table 1			
Product Family	Product Description	Standard EVAL Request Quantity	Special EVAL Request (i) Quantity
VMware vSphere 7	VMware vSphere Enterprise Plus 7		
VMware vSphere 6	VMware vSphere Enterprise Plus 6		

Table 1)
Standard EVAL Request
Special EVAL Request (i)

Table 2)
Special EVAL Request (ii)

Table 2	
Special EVAL Request (ii) - Use below section to request desired product and quantity which is not listed in the above table. Please note, SaaS products are not available currently.	
Desired Product Name / Description	Quantity

주의 사항

제품에 대한 Solution Competency 또는 Master Service Competency가 필요할 수 있음

EVAL Request Form 작성 (1 of 2)

설명

Standard EVAL Request Quantity

요청 양식 하나당 하나의 POC만 가능

최대 8개 제품까지 신청 가능

Special EVAL Request (i) Quantity

리스트의 제품 중에서 Standard EVAL Request Quantity 보다 **큰 수량이 필요한 경우**, 원하는 수량을 기입

Table 1			
Product Family	Product Description	Standard EVAL Request Quantity	Special EVAL Request (i) Quantity
VMware vSphere 7	VMware vSphere Enterprise Plus 7	1 ~ 16 CPUs	
VMware vSphere 6	VMware vSphere Enterprise Plus 6		
VMware vCloud Suite 2019	VMware vCloud Suite 2019 Enterprise		
VMware vSAN 7	VMware Virtual SAN 7 Enterprise	1 ~ 16 CPUs	
VMware vSAN 6	VMware Virtual SAN 6 Enterprise		
VMware NSX Data Center	VMware NSX Data Center Enterprise Plus	1 ~ 16 CPUs	
VMware vCenter Server 7	VMware vCenter Server 7 Standard for vSphere 7	2	N/A
VMware vCenter Server 6	VMware vCenter Server 6 Standard for vSphere 6		N/A

Table 1			
Product Family	Product Description	Standard EVAL Request Quantity	Special EVAL Request (i) Quantity
VMware vSphere 7	VMware vSphere Enterprise Plus 7		80 CPUs
VMware vSphere 6	VMware vSphere Enterprise Plus 6	1 ~ 16 CPUs 17 ~ 64 CPUs	

EVAL Request Form 작성 (2 of 2)

주의사항

동일한 제품에 대해서 Standard EVAL Request Quantity와 Special EVAL Request(i) Quantity를 동시에 기입 불가 (Order will be rejected)

Table 1			
Product Family	Product Description	Standard EVAL Request Quantity	Special EVAL Request (i) Quantity
VMware vSphere 7	VMware vSphere Enterprise Plus 7	17 ~ 64 CPUs	80 CPUs
VMware vSphere 6	VMware vSphere Enterprise Plus 6		

작성 완료 후, Send Eval Request via Email 클릭

Please fill out this request form and send it to partnerconnect@vmware.com with Subject Line: EVAL Request Form (Action for L1- Operations Team).
Or you can click the link on the right to connect to your email and attach the completed Partner EVAL Request Form >>

[Send Eval Request via Email](#)

제목을 EVAL Request Form (Action for L1- Operations Team)로 기입

partnerconnect@vmware.com로 발송

보내기(S)	받는 사람(T)	vmware@youngwoo.co.kr
	참조(C)	partnerconnect@vmware.com
	제목(U)	EVAL Request Form (Action for L1- Operations Team)



Thank you

(주)에티버스 서울특별시 중구 소월로3 에티버스타워

Email : vmware@etevers.com

<https://www.etevers-vmware.co.kr/>

