

VMware Site Recovery Manager Pricing & Licensing FAQ

This document is intended to help VMware field and partners explain Site Recovery Manager pricing and licensing requirements to customers. The information in this FAQ may be shared with VMware customers.

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Overview

Site Recovery Manager is VMware's new product for disaster recovery management and automation. Site Recovery Manager builds on the capabilities of VMware Infrastructure to deliver rapid, reliable, and manageable disaster recovery for virtual environments.

Pricing

Site Recovery Manager is priced per-CPU for hosts that are running virtual machines that are protected by Site Recovery Manager. The standalone list price for Site Recovery Manager is US\$1750 / 1-CPU host (note that Site Recovery Manager is priced in 1-CPU increments).

Bundles

Site Recovery Manager can also be purchased as part of two promotional bundles.

- **Site Recovery Manager Acceleration Kit.** This promotional bundle is targeted at customers' first purchase of Site Recovery Manager and provides them software that they can use for building a proof-of-concept, building out a virtualized recovery site, or expanding a production site. The bundle, which is available through VMware and distribution until December 15, 2008, combines the following products:
 - 1 VirtualCenter Server license
 - 6-CPU of VMware Infrastructure Enterprise licenses
 - 6-CPU of Site Recovery Manager licenses

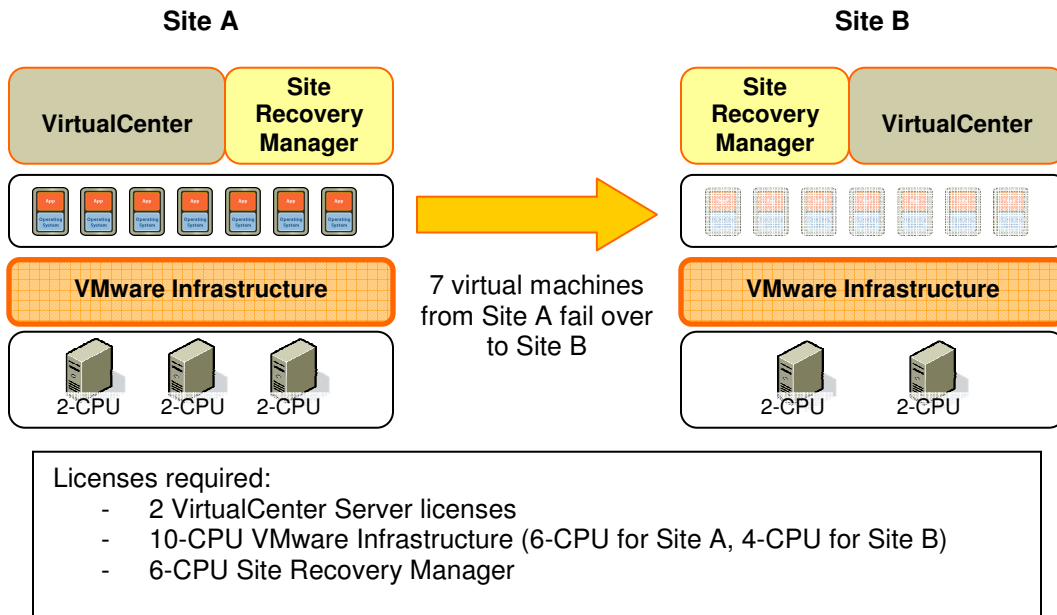
The Site Recovery Manager Acceleration Kit is priced at US\$27,833.25, which currently represents approximately a 15% discount off of the sum of the list prices of the included products. Support and Subscription for the Acceleration Kit is the sum of the S&S for the individual products contained in the Acceleration Kit. Note that it only makes sense for a customer to buy one Acceleration Kit because of the included VirtualCenter license.

- **Management and Automation Bundle.** This promotional bundle offers customers the opportunity to acquire VMware Site Recovery Manager and the management products of the IT Service Delivery pack at a compelling discount for a limited time. The bundle includes:
 - 2-CPU VMware Site Recovery Manager
 - 2-CPU VMware IT Service Delivery Pack, consisting of:
 - o 2-CPU VMware Lifecycle Manager
 - o 2-CPU VMware Lab Manager –OR– 2-CPU VMware Stage ManagerTotal price for this bundle is US\$3995 / 2-CPU. Bundle is available through VMware and distribution until December 15, 2008. Note that the licenses in the bundle may only be deployed on a single host, i.e. customers cannot deploy different products from each unit of the bundle on different hosts.

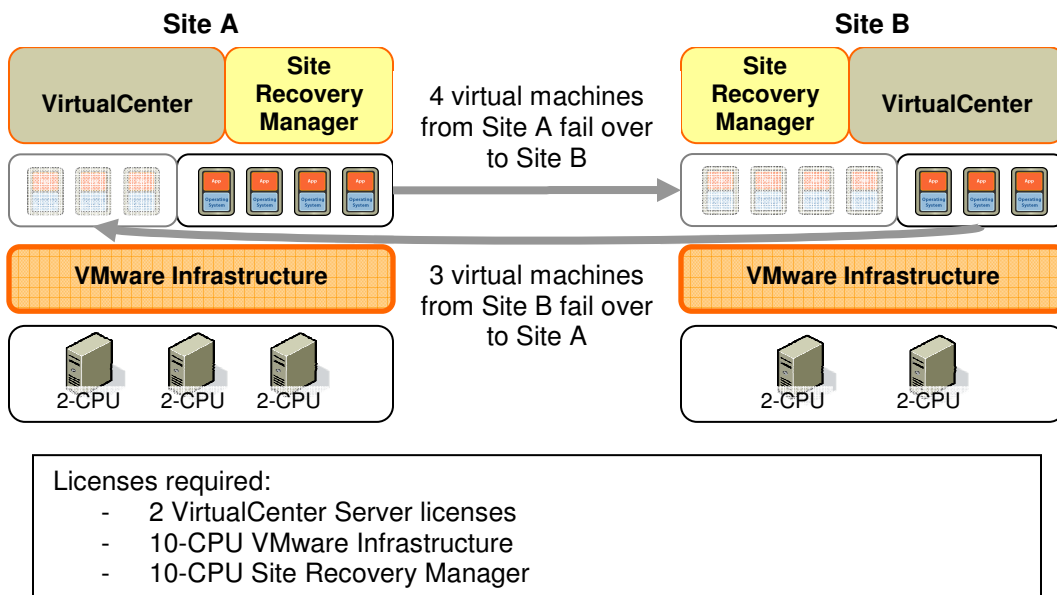
Licensing requirements

- VirtualCenter Server: Site Recovery Manager requires purchased licenses for VirtualCenter management server at both primary and recovery sites. Site Recovery Manager requires VirtualCenter 2.5 (including all required updates and patches) or later.
- VMware Infrastructure: Site Recovery Manager also requires the purchase of sufficient VMware Infrastructure licenses for both primary and recovery sites. It does not require the same quantity of licenses at both sites. Note that VMware Infrastructure licenses are required for any server on which VMware Infrastructure is installed and configured, whether running or powered down. Site Recovery Manager requires VMware ESX 3.0.2 (including all required updates and patches) or later.
- Site Recovery Manager: Site Recovery Manager licenses are required to be purchased for each host that runs virtual machines protected by Site Recovery Manager. If Site Recovery Manager is configured to provide failover in a single direction only, Site Recovery Manager licenses are required only for the protected hosts at the primary site. If Site Recovery Manager is configured to provide bi-directional failover, Site Recovery Manager licenses are required for the hosts at both sites. Site Recovery Manager licenses are not required for hosts that are not running virtual machines protected by Site Recovery Manager.

Example 1: Single-direction protection (i.e. active-passive sites)



Example 2: Bi-directional protection (i.e. active-active sites)



Frequently Asked Questions (FAQ)

Q: Is Site Recovery Manager included with VMware Infrastructure?

A: Site Recovery Manager is not included as part of any of the current VMware Infrastructure editions—Foundation, Standard, nor Enterprise. Note that Site Recovery Manager does require VMware Infrastructure (ESX 3.0.2, including all required updates and patches, or later; and VirtualCenter 2.5,

including all required updates and patches, or later) as part of the infrastructure protected by Site Recovery Manager.

Q: Will customers receive Site Recovery Manager as part of their Support & Subscription for VMware Infrastructure 3?

A: No, Site Recovery Manager will require an additional purchase.

Q: What is the price of Site Recovery Manager?

A: Site Recovery Manager is priced per-CPU for hosts that are running virtual machines that are protected by Site Recovery Manager. The standalone list price for Site Recovery Manager is US\$1750 / 1-CPU host (note that Site Recovery Manager is priced in 1-CPU increments).

Q: How is 'CPU' defined and how are multi-core processors treated for licensing purposes?

A: Site Recovery Manager uses the same definition of CPU and has the same policies regarding multi-core processors as VMware Infrastructure. Please refer to the VMware Infrastructure licensing guides for more information.

Q: Do I need to purchase Site Recovery Manager licenses for both primary and recovery sites?

A: Site Recovery Manager licenses need to be purchased for each host that is running virtual machines protected by Site Recovery Manager. In the case where protection is in a single direction only, Site Recovery Manager licenses only need to be purchased for the hosts at the primary site. In the case where protection is bidirectional, Site Recovery Manager licenses need to be purchased for the protected hosts at both sites. See the examples above for more information.

Q: Do I need to purchase VMware Infrastructure licenses for both primary and recovery sites?

A: VMware Infrastructure licenses are required for any host where VMware Infrastructure is installed, regardless of whether that host is at a primary site or a recovery site and regardless of whether a host is running or powered down at the recovery site. Site Recovery Manager requires having at least one licensed VMware Infrastructure host at both primary and recovery sites.

Q: Do I need to have the same number of hosts licensed for VMware Infrastructure at the both sites?

A: Site Recovery Manager does not require that the same number of hosts be licensed for VMware Infrastructure at primary and recovery sites.

Q: How are licensing requirements affected by VMotion, VMware High Availability (HA), and VMware Distributed Resource Scheduler (DRS)?

A: Site Recovery Manager is licensed per-protected-host, but features like VMotion, HA, and DRS can change the host on which protected virtual machines may be running at a given moment in time. To maintain license compliance, VMware strongly recommends that users license Site Recovery Manager for all VMware ESX servers in a VMware cluster where HA or DRS are enabled, and that they also license Site Recovery Manager for all ESX servers to which protected virtual machines could be migrated using VMotion. As a best practice, customers should place virtual machines protected by Site Recovery Manager into different resource pools from virtual machines that are not protected with Site Recovery Manager.

Q: After failover, what are the license requirements for the recovery site?

A: VMware Infrastructure licenses are required for the hosts at the recovery site after failover to that site. If, after failover is performed from Site A to Site B, new recovery plans are created to enable failback from Site B to Site A, Site Recovery Manager licenses are required for the hosts running the virtual machines at Site B that are protected by those plans. Those licenses can be transferred from licenses originally available at Site A.

Q: What type of licenses are used by Site Recovery Manager?

A: Site Recovery Manager uses flexlm licenses.

Q: What license file keys does Site Recovery Manager use?

A: Site Recovery Manager has two license file entries:

- A per-site license key that must be available at each site where the Site Recovery Manager service is installed. This license key is included with every purchase of Site Recovery Manager capacity licenses.
- A capacity license key for the number of host CPU's that the customer has paid to protect with Site Recovery Manager.