

# TELSTRA CLOUD SERVICES VMWARE VCLOUD<sup>®</sup> AIR<sup>™</sup> PRICING GUIDE

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# WELCOME TO VMWARE VCLLOUD AIR SERVICES

VMware vCloud Air is a cloud infrastructure offering from Telstra which includes a range of compute, storage and network services.

As our technology partner, VMware delivers the infrastructure services, while Telstra provides support, management tools and billing for all VMware vCloud Air services. All VMware vCloud Air services are virtualised from a Telstra owned and operated data centre, where we manage the security.

To **purchase** VMware vCloud Air services, you'll need to provide an Australian Business Number (ABN) or be an existing Australian Telstra account holder.

VMware vCloud Air can be used in conjunction with other cloud infrastructure Telstra provides. Our **website** shows the range of cloud services available. We have separate pricing guides available for each of our infrastructure services.

All prices in this guide are in Australian dollars and exclusive of GST. Any applicable GST will be added to the price and appear on your Telstra bill.

Telstra's common network services that are compatible with VMware vCloud Air services are also listed in this guide. Note that fees, specifications and delivery times for these network services can vary depending on the infrastructure platform they are used with.

## SERVICE SUPPORT

For more information about this service, you can download the **VMware vCloud Air User's Guide** or visit our **website**.

For initial sales and general enquiries contact your Telstra representative, call 1800 620 345 or email **cloudservices.sales@team.telstra.com**.

Once you've started using the service, you'll have 24/7 access to VMware vCloud Air technical support through our Cloud Services Portal. We don't provide assistance with issues specific to your local network, servers, operating systems and software (post-installation). Specialist technical support may be charged as an additional service.

VMware vCloud Air Pricing Guide, Version 3.3

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# VMWARE VCLLOUD AIR

VMware vCloud Air consists of three core service offerings.

Available now:

1. **Dedicated cloud** – Robust, single-tenant cloud service with infrastructure dedicated to you. Ideal for high-performance applications requiring isolated hardware, the ability to oversubscribe resources and optimise third-party licensing.
2. **Virtual private cloud (subscription)** – Multi-tenanted, logically isolated hybrid cloud service providing performance and value. Extend your on-premises infrastructure smoothly and cost-effectively with familiar VMware tools.
3. **Disaster recovery** - Elastic solution to protect your data and maintain critical business solutions with minimal downtime. Provides a self-serve cloud based failover environment for dependable recovery.

Purchase add-ons to supplement the resources included with each core service.

4. **vCloud Air service credits** - Purchase pre-paid credits using VMware's Subscription Purchasing Program (SPP). Pre-paid credits can be redeemed for Subscription and On Demand services.

## Discounts

Discounts are available for VMware vCloud Air services.

- Core services will be discounted based on your chosen term
  - Terms of 1 year, 2 years or 3 years are eligible for a discount
- Only Add on resources will be discounted based on total volume
  - Volume discounts vary by resource type
- Telstra does not provide discounts for Prepaid products

Additional licensing charges apply for operating systems and other software purchased via the VMware vCloud Air console.

Contact us for more information on the full suite of vCloud Air services.

# 1. V-CLOUD AIR DEDICATED CLOUD

## CORE SERVICES

Dedicated Cloud core services are available in 1, 12, 24 and 36 month subscription terms. You're eligible for discounts when you choose a core subscription with a term period of 12 months or longer.

| SERVICE                | INCLUDED RESOURCES   | MONTHLY FEE (EXCLUDING GST) |
|------------------------|--|-----------------------------|
| <b>Standard</b>        | 35GHz vCPU, 240GB vRAM, 6TB standard storage, 50Mbps internet bandwidth, 3 public IPs                  | From \$13,259               |
| <b>SSD accelerated</b> | 35GHz allocated vCPU, 240GB vRAM, 6TB SSD-accelerated storage, 50Mbps internet bandwidth, 3 public IPs | From \$13,754               |

### Standard vs SSD-accelerated

The only difference between the standard and SSD-accelerated core services is the performance of its storage.

**Standard** storage is ideal for virtual machines that don't require the highest performance. Ideal for test and development, disaster recovery, web servers and static data sets. This is the more cost-effective option.

**SSD-accelerated** storage is the highest performance SSD-cached storage option. Recommended for high-performance database applications where fast update times are critical.

## ADD-ONS

Each add-on will have the same subscription term as the associated core service. You can modify or remove add-ons once your core subscription term has ended.

You're eligible for discounts when you purchase add-ons in larger quantities.

| ADD-ON SERVICE              | INCLUDED RESOURCES                                     | MONTHLY FEE (EXCLUDING GST) |
|-----------------------------|--|-----------------------------|
| <b>Compute</b> <sup>1</sup> | 35GHz vCPU, 240GB vRAM                                 | From \$9,441                |
| Support                     | Production support per compute add-on                  | From \$1,559                |
| <b>Storage</b>              | 6TB standard storage                                   | From \$495                  |
|                             | 6TB SSD-accelerated storage                            | From \$990                  |
| <b>Network</b>              | 50Mbps internet bandwidth                              | From \$1,638                |
|                             | Direct connect 1Gbps port – cross connect <sup>2</sup> | From \$1,333                |
|                             | 1 public IP address                                    | From \$42                   |
| <b>Backup</b>               | Data protection for 1 front-end TB                     | From \$680                  |
| <b>Data import</b>          | Offline data transfer                                  | From \$344                  |

<sup>1</sup> Additional support required with every compute add-on

<sup>2</sup> Required to connect with Telstra's Cloud Direct Connect™ service

**Production support** is required with every compute add-on. The Telstra Cloud Services Portal automatically adds this to any order.

**Direct connect port** add-on provides private, dedicated, high-throughput networking. This add-on is necessary for connecting to your Telstra IP network service.

**Telstra IP network** provides a secure, permanent and private network connection to multiple VMware vCloud Air services.

Connection requires the Telstra IP network service to be purchased separately.

**Data protection** is a self-service, policy-driven backup and recovery service with image level backups to help ensure all operating system, file system and application data residing in a virtual machine are captured as a snapshot before committed to backup media.

**Offline data transfer** is a quick and cost-effective way to transfer large amount of data into the cloud and onto your virtual servers.

A storage device is loaned to you for a fixed fee. This fee covers postage and handling to and from your nominated premises.

Ordering offline data protection can take up to six weeks. This process can delay other services you've ordered via the same form. We recommend you submit a separate, stand-alone order for the offline data protection add-on.

## OPERATING SYSTEMS AND SOFTWARE

Operating system and software licences can be consumed and managed through the VMware vCloud® Air™ Web Console. Licensing fees are not displayed on your quote page or checkout page on the Telstra Cloud Services Store or the Telstra Cloud Services Portal. Any operating system and software licences consumed will appear in your monthly bill.

### OPERATING SYSTEMS

| OPERATING SYSTEM |                                | MONTHLY FEE (PER VCPU) |
|------------------|--------------------------------|------------------------|
| <b>Microsoft</b> | Windows Server 2008            | From \$36              |
|                  | Windows Server 2008 R2         |                        |
|                  | Windows Server 2012            |                        |
|                  | Windows Server (imported vCPU) |                        |
| <b>Linux</b>     | Linux Enterprise Server        | From \$159             |

### SOFTWARE

| SOFTWARE         |                                     | MONTHLY FEE (PER VCPU) |
|------------------|-------------------------------------|------------------------|
| <b>Microsoft</b> | SQL Server 2008 R2 Standard Edition | From \$879             |
|                  | SQL Server 2012 R2 Standard Edition |                        |
|                  | SQL Server 2008 Web Edition         | From \$167             |
|                  | SQL Server 2012 Web Edition         |                        |

## 2. VPCLOUD AIR VIRTUAL PRIVATE CLOUD (SUBSCRIPTION)

### CORE SERVICES

Virtual Private Cloud core services are available in 1, 3, 12, 24 and 36 month subscription terms. You're eligible for discounts when you choose a core subscription with a term period of 12 months or longer.

| SERVICE                | INCLUDED RESOURCES  | MONTHLY FEE (EXCLUDING GST) |
|------------------------|---|-----------------------------|
| <b>Standard</b>        | 10GHz allocated vCPU, 20GB vRAM, 2TB standard storage, 10Mbps internet bandwidth, 2 public IPs        | From \$1,404                |
| <b>SSD accelerated</b> | 10GHz allocated vCPU, 20GB vRAM, 2TB SSD-accelerated storage, 10Mbps internet bandwidth, 2 public IPs | From \$1,569                |

#### **Standard vs SSD-accelerated**

The only difference between the standard and SSD-accelerated core services is the performance of its storage.

**Standard** storage is ideal for virtual machines that don't require the highest performance. Ideal for test and development, disaster recovery, web servers and static data sets. This is the more cost-effective option.

**SSD-accelerated** storage is the highest performance SSD-cached storage option. Recommended for high-performance database applications where fast update times are critical.



## ADD-ONS

Each add-on will have the same subscription term as the associated core service. You can modify or remove add-ons once your core subscription term has ended. You're eligible for discounts when you purchase add-ons in larger quantities.

| ADD-ON SERVICE              | INCLUDED RESOURCES                                     | MONTHLY FEE (EXCLUDING GST) |
|-----------------------------|--|-----------------------------|
| <b>Compute</b> <sup>1</sup> | 10GHz allocated vCPU, 20GB vRAM                        | From \$642                  |
| Support                     | Production support per compute add-on                  | From \$194                  |
| <b>Storage</b>              | 2TB standard storage                                   | From \$165                  |
|                             | 2TB SSD-accelerated storage                            | From \$330                  |
| <b>Network</b>              | 10Mbps internet bandwidth                              | From \$315                  |
|                             | Direct connect 1Gbps port – cross connect <sup>2</sup> | From \$1,333                |
|                             | 1 public IP address                                    | From \$44                   |
| <b>Data import</b>          | Offline data transfer                                  | From \$344                  |

<sup>1</sup> Additional support required with every compute add-on

<sup>2</sup> Required to connect with Telstra's Cloud Direct Connect

**Production support** is required with every compute add-on. The Telstra Cloud Services Portal automatically adds this to any order.

**Direct connect port** add-on provides private, dedicated, high-throughput networking. This add-on is necessary for connecting to your Telstra IP network service.

**Telstra IP network** provides a secure, permanent and private network connection to multiple VMware vCloud Air services.

Connection requires the Telstra IP network service to be purchased separately.

**Offline data transfer** is a quick and cost-effective way to transfer large amount of data into the cloud and onto your virtual servers.

A storage device is loaned to you for a fixed fee. This fee covers postage and handling to and from your nominated premises.

Ordering offline data protection can take up to six weeks. This process can delay other services you've ordered via the same form. We recommend you submit a separate, stand-alone order for the offline data protection add-on.

## OPERATING SYSTEMS AND SOFTWARE

Operating system and software licences can be consumed and managed through the VMware vCloud Air Web Console. Licensing fees are not displayed on your quote page or checkout page on the Telstra Cloud Services Store or the Telstra Cloud Services Portal. Any operating system and software licences consumed will appear in your monthly bill.

### OPERATING SYSTEMS

| OPERATING SYSTEM |                                | MONTHLY FEE (PER VCPU) |
|------------------|--------------------------------|------------------------|
| <b>Microsoft</b> | Windows Server 2008            | From \$32              |
|                  | Windows Server 2008 R2         |                        |
|                  | Windows Server 2012            |                        |
|                  | Windows Server (imported vCPU) | From \$36              |
| <b>Linux</b>     | Linux Enterprise Server        | From \$143             |

### SOFTWARE

| SOFTWARE         |                                     | MONTHLY FEE (PER VCPU) |
|------------------|-------------------------------------|------------------------|
| <b>Microsoft</b> | SQL Server 2008 R2 Standard Edition | From \$790             |
|                  | SQL Server 2012 R2 Standard Edition |                        |
|                  | SQL Server 2008 Web Edition         | From \$151             |
|                  | SQL Server 2012 Web Edition         |                        |

### 3. VCLOUD AIR DISASTER RECOVERY

#### CORE SERVICES

Disaster Recovery core services are available in 1, 3, 12, 24 and 36 month subscription terms. You're eligible for discounts when you choose a core subscription with a term period of 12 months or longer.

| SERVICE         | INCLUDED RESOURCES  | MONTHLY FEE (EXCLUDING GST) |
|-----------------|---|-----------------------------|
| <b>Standard</b> | 10GHz vCPU, 20GB vRAM, 1TB standard storage, 10Mbps internet bandwidth, 2 public IPs, production support and failover tests | From \$1,210                |

## ADD-ONS

Each add-on will have the same subscription term as the associated core service. You can modify or remove add-ons once your core subscription term has ended.

| ADD-ON SERVICE     | INCLUDED RESOURCES                                     | MONTHLY FEE (EXCLUDING GST) |
|--------------------|--|-----------------------------|
| <b>Compute</b>     | 10GHz allocated vCPU, 20GB vRAM                        | From \$398                  |
| <b>Storage</b>     | 1TB standard storage                                   | From \$365                  |
| <b>Network</b>     | 10Mbps internet bandwidth                              | From \$315                  |
|                    | Direct connect 1Gbps port – cross connect <sup>1</sup> | From \$1,333                |
|                    | 1 public IP address                                    | From \$44                   |
| <b>Data import</b> | Offline data transfer                                  | From \$344                  |

<sup>1</sup> Required to connect with Telstra's Cloud Direct Connect™ service

**Production support** is included in the core monthly fee. Disaster Recovery Compute Add-ons do not require additional Production Support.

**Direct connect port** add-on provides private, dedicated, high-throughput networking. This add-on is necessary for connecting to your Telstra IP network service.

**Telstra IP network service** provides a secure, permanent and private network connection to multiple VMware vCloud Air services.

Connection requires the Telstra IP network service to be purchased separately.

**Data protection** is a self-service, policy-driven backup and recovery service with image level backups to help ensure all operating system, file system and application data residing in a virtual machine are captured as a snapshot before committed to backup media.

**Offline data transfer** is a quick and cost-effective way to transfer large amount of data into the cloud and onto your virtual servers.

A storage device is loaned to you for a fixed fee. This fee covers postage and handling to and from your nominated premises.

Ordering offline data protection can take up to six weeks. This process can delay other services you've ordered via the same form. We recommend you submit a separate, stand-alone order for the offline data protection add-on.

## 4. V CLOUD AIR SERVICE CREDITS

You can purchase Virtual Private Cloud On Demand and other VMware services not featured on the Telstra Cloud Portal, by using VMware's Subscription Purchasing Program (SPP) credits. Pay lower fees when you purchase more credits in a single transaction.

VMware's SPP credits are a flexible and cost-effective way to order vCloud Air services and can be used to purchase additional vCloud Air services or pricing models, such as:

- Virtual Private Cloud On Demand
- Horizon Air Desktops

You pay no more to purchase vCloud Air services or SPP credits as a Telstra customer.

You simply supply your VMware Purchasing Program (VPP) Membership Number, obtained from the [VMware Purchasing Program page](#), when purchasing SPP credits.

There are four SPP tiers based on the quantity of credits you've purchased. Purchasing more credits can move you up to a higher tier. Higher tiers have a lower fee per credit. E.g. Purchasing 200 credits puts you in tier 1, which, at \$100 per credit will cost you \$20,000. Purchasing 400 credits puts you in tier 2, which, at \$98 per credit will cost you \$39,200.

Credits are valid for a period of 12 months.

| TIER   | SPP CREDIT QUANTITY PER TIER | FEE PER CREDIT |
|--------|------------------------------|----------------|
| Tier 1 | 1-249                        | \$100          |
| Tier 2 | 250-599                      | \$98           |
| Tier 3 | 600-999                      | \$97           |
| Tier 4 | 1000-1749 <sup>1</sup>       | \$96           |

<sup>1</sup> The maximum number of credits that can be purchased is 1749. If you're a new Telstra customer, until your account is activated, the maximum number of credits you can purchase is 10.

**Register for VMware Purchasing Program** on the [VMware Purchasing Program page](#). You'll receive a VMware Purchasing Program (VPP) Membership Number.

**Order vCloud Air service credits** through the Telstra [Cloud Services Store](#). Use your VPP number and select required amount of credits.

**Redeem credits** for On Demand or Subscription services through [My VMware](#).