IBM VMware Cloud Foundation (vCF)

Pricing Document

Pricing Document

1.1 Volume Discounts

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1.2 Combination Discounts

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1.3 Education Pricing

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1.4.1 Unit Based Pricing

In this section we have provided some example pricing for vCF clusters. These are not the only possible configurations, but a partial list of the smallest to largest servers we provide.

The number of cores per node ranges from 16 to 28 and RAM per node ranges from 128GB to 1536GB. Customers can select any combination of cores and RAM when specifying the node size.

vSAN is required which means a minimum of 4 nodes must be provisioned each with SSDs for workload storage. SSDs range in size from 1.9TB to 3.8TB and each node can be provisioned with 2, 4, 6 or 8 drives.

All nodes within a cluster must be of an identical configuration in terms of cores, RAM and storage.

The pricing below includes licensing for vSphere, vCenter, NSX, vSAN and SDDC Manager. Alternatively, customers can bring their own licenses for vSphere, vCenter, NSX and/or vSAN.

VMware NSX Enterprise is standard for vCF. Whilst vSAN can be Advanced or Enterprise, the pricing below includes Enterprise as this enables encryption at rest.

The following items are all included in the pricing below

For each Bare Metal Node
Redundant Power Supply
Intel TXT
10Gbps Dual Public & Private Network Uplinks
VMware Server Virtualization 6.5 (vSphere)
Host Ping and TCP Service Monitoring
2x1TB SATA Hard disks in RAID1 for vSphere storage
Raid Disk Controller
VMware NSX Enterprise
VMware vSAN Enterprise
For the environment
Portable public IP addresses and VLAN
Active Directory VSI
UK Datacentres

For each of the following configurations there is a base price (minimum cluster) and an additional node price.

Small Cluster   (4 Node)

Item	Quantity/Version
Nodes	**4**
Node Specification	
CPU	**16 Cores**
RAM	**128 GB**
Cache Hard Drives	**2 x 960 GB SSD**
Storage Hard Drives	**2 x 1.9 TB SSD**
Outbound Public Bandwidth	**500GB**
Licenses	
VMware NSX version	**Enterprise**
VMware vSAN	**Enterprise**
Other	
Services and Support	**Yes**
Usable storage estimate	**26.52TB**
Pricing	
Total Price	**£ 12,868.15**
Additional Node price	**£ 3,184.56**

Medium Cluster   (4 Node)

Item	Quantity/Version
Nodes	**4**
Node Specification	
CPU	**24 Cores**
RAM	**384 GB**
Cache Hard Drives	**2 x 960 GB SSD**
Storage Hard Drives	**2 x 3.8 TB SSD**
Outbound Public Bandwidth	**500GB**
Licenses	
VMware NSX version	**Enterprise**
VMware vSAN	**Enterprise**
Other	
Services and Support	**Yes**
Usable storage estimate	**54.52TB**
Pricing	
Total Price	**£ 14,658.09**
Additional Node price	**£ 3,632.04**

Large Cluster   (4 Node)

Item	Quantity/Version
Nodes	4
Node Specification	
CPU	28 Cores
RAM	768 GB
Cache Hard Drives	2 x 960 GB SSD
Storage Hard Drives	4 x 3.8 TB SSD
Outbound Public Bandwidth	500GB
Licenses	
VMware NSX version	Enterprise
VMware vSAN	Enterprise
Other	
Services and Support	Yes
Usable storage estimate	110.52TB
Pricing	
Total Price	£20,347.27
Additional Node price	£5,054.34

XLarge Cluster   (4 Node)

Item	Quantity/Version
Nodes	4
Node Specification	
CPU	28 Cores
RAM	1536 GB
Cache Hard Drives	2 x 960 GB SSD
Storage Hard Drives	8 x 3.8 TB SSD
Outbound Public Bandwidth	500GB
Licenses	
VMware NSX version	Enterprise
VMware vSAN	Enterprise
Other	
Services and Support	Yes
Usable storage estimate	222.52TB
Pricing	
Total Price	£29,405.33
Additional Node price	£7,318.85

1.4.2 Unit Based Pricing vCS Addons

Veeam (Backup)

Item	Price
Storage (See Infrastructure pricing file for File storage)	**See IBM Cloud Storage pricing**
VSI for Veeam	**£130.35**
Licensing (in packs)	
10 VM Licenses	**£ 133.09**
25 VM Licenses	**£ 332.73**
50 VM Licenses	**£ 665.46**
100 VM Licenses	**£ 1,330.92**
200 VM Licenses	**£ 2,661.84**

Zerto (DR)

Item	Price
VSI for Zerto	**£ 79.33**
Licensing	
1 VM License	**£ 33.27**

Fortinet (Firewalls)

Fortinet FortiGate Pricing - Monthly Instance	Price
Add FW Only Support - 2	**£ 254.35**
Add Monthly UTM (includes support) - 2	**£ 420.72**
Add Monthly Enterprise (includes support) - 2	**£ 547.90**
Add FW Only Support - 4	**£ 507.23**
Add Monthly UTM (includes support) - 4	**£ 840.70**
Add Monthly Enterprise (includes support) - 4	**£ 1,095.05**
Add FW Only Support - 8	**£ 1,013.72**
Add Monthly UTM (includes support) - 8	**£ 1,681.40**
Add Monthly Enterprise (includes support) - 8	**£ 2,190.84**

F5 (Load Balancer)

Fortinet FortiGate Pricing - Monthly Instance	Price
BIG-IP Utility: Good Bundle Fee 25 Mbps	£ 115.03
BIG-IP Utility: Good Bundle Fee 200 Mbps	£ 230.26
BIG-IP Utility: Good Bundle Fee 1 Gbps	£ 558.48
BIG-IP Utility: Good Bundle Fee 3 Gbps	£ 767.90
BIG-IP Utility: Good Bundle Fee 5 Gbps	£ 907.64
BIG-IP Utility: Better Bundle Fee 25 Mbps	£ 230.26
BIG-IP Utility: Better Bundle Fee 200 Mbps	£ 460.70
BIG-IP Utility: Better Bundle Fee 1 Gbps	£ 837.81
BIG-IP Utility: Better Bundle Fee 3 Gbps	£ 1,117.12
BIG-IP Utility: Better Bundle Fee 5 Gbps	£ 1,326.63
BIG-IP Utility: Best Bundle Fee 25 Mbps	£ 345.48
BIG-IP Utility: Best Bundle Fee 200 Mbps	£ 691.15
BIG-IP Utility: Best Bundle Fee 1 Gbps	£ 1,117.14
BIG-IP Utility: Best Bundle Fee 3 Gbps	£ 1,466.30
BIG-IP Utility: Best Bundle Fee 5 Gbps	£ 1,745.62

ICSV (Secure Virtualization)

Fortinet FortiGate Pricing - Monthly Instance	Price
HyTrust Data Control - 1 CPU License	£ 177.83
HyTrust CloudControl for vSphere - 1 CPU License	£ 56.90
HyTrust CloudControl for NSX - 1 CPU License	£ 56.90
Boundary Control Add-on - 1 CPU License	£ 28.45

NetApp OnTap High Performance Cluster (Large)

Item	Quantity/Version
Nodes	**4**
Node Specification	
CPU	**24 Cores**
RAM	**128 GB**
OS Hard Drives	**2 x 1 TB SATA RAID1**
Storage Hard Drives	**22 x 3.8TB SSD**
Licenses	
VMware NSX version	**Base for Service Providers**
Other	
Services and Support	**Yes**
Effective Capacity	**59 TB**
Pricing	
Total Price	**£ 35,245.65**

NetApp OnTap High Performance Cluster (Medium)

Item	Quantity/Version
Nodes	**4**
Node Specification	
CPU	**24 Cores**
RAM	**128 GB**
OS Hard Drives	**2 x 1 TB SATA RAID1**
Storage Hard Drives	**22 x 1.9 TB SSD**
Licenses	
VMware NSX version	**Base for Service Providers**
Other	
Services and Support	**Yes**
Effective Capacity	**118 TB**
Pricing	
Total Price	**£ 26,502.98**

NetApp OnTap High Capacity Cluster (Medium)

Item	Quantity/Version
Nodes	**4**
Node Specification	
CPU	**24 Cores**
RAM	**64 GB**
OS Hard Drives	**2 x 1 TB SATA RAID1**
Storage Hard Drives	**10 x 4 TB SATA**
Licenses	
VMware NSX version	**Base for Service Providers**
Other	
Services and Support	**Yes**
Effective Capacity	**190 TB**
Pricing	
Total Price	**£8,498.89**

For this offering IBM will convert the U.S. Dollars charges using an exchange rate as required by law or based upon a Bloomberg daily spot rate on the business day prior to the date IBM prepares your bill in your local currency. The exchange rate used to calculate your monthly bill may differ over time. The representative local currency amounts shown here were calculated using an exchange rate of 0.7394 on 17 May 2018, if the exchange rate fluctuates this will affect the £UKP price shown.

1.5 Sector Pricing

Available subject to system sizing and Statement of Work

1.6 Resourced Based Pricing

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IBM

IBM United Kingdom Limited
PO Box 41
Western Road
North Harbour
Portsmouth
Hampshire
PO6 3AU

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