

**BID NUMBER:**

FIC/RFB/VMWARE LICENSE MANAGEMENT/04/2024/25

**BID DESCRIPTION:**

The Financial Intelligence Centre (FIC) requests proposals from service providers to provide VMWARE license management to the FIC for a period of thirty-six (36) months

No.	Question	Answer																												
1.	<p>Please note that the suppliers no longer provide Perpetual quotations as VMware are completely discontinuing perpetual licensing. Kindly answer the below questions so we may assist you with the new subscription quote:</p> <ul style="list-style-type: none"> <li>• How many physical servers do you want to license.</li> <li>• How many CPUs per server?</li> <li>• How many Cores per CPU in each Server?</li> <li>• Which product do you need? (e.g vSphere Foundation/ vSphere Standard / vSphere Essentials Plus)</li> <li>• Do you also need add-on? If yes, please specify the product. (e.g vSAN/ SRM)</li> <li>• How many years of support/subscription do you need? (1yr / 3yrs / 5yrs)</li> <li>• Will these licenses be on the same site or different sites.</li> <li>• Company Name:</li> <li>• Contact Person:</li> <li>• Physical Address:</li> <li>• Email:</li> <li>• Tel No:</li> </ul>	<ol style="list-style-type: none"> <li>1. We understand that Broadcom changed the Licensing model following their acquisition of VMWare from a perpetual to subscription based license model.</li> <li>2. We also understand that there is an option to trade existing perpetual licenses for entry into the subscription model.</li> <li>3. We expect that bidders provide us with the best possible license migration options available. Bidders are welcome to provide detail on why their options are best fit for our environment.</li> <li>4. The initial specifications can be used as a basis of perpetual licenses that the FIC already have access to.</li> <li>5. The environment is currently Licensed for vSphere 8 Enterprise Plus and makes use of Distributed Switching however vSAN is not used.</li> <li>6. There is a single vCenter Server 8 Standard instance</li> </ol> <p>The environment that needs to be licensed are as follows:</p> <table border="1" data-bbox="1024 1089 1843 1369"> <thead> <tr> <th>Cluster</th> <th>Host</th> <th>CPU Sockets</th> <th>Cores per CPU</th> </tr> </thead> <tbody> <tr> <td>Prod Cluster</td> <td>Host 1</td> <td>2</td> <td>16</td> </tr> <tr> <td>Prod Cluster</td> <td>Host 2</td> <td>2</td> <td>16</td> </tr> <tr> <td>Prod Cluster</td> <td>Host 3</td> <td>2</td> <td>16</td> </tr> <tr> <td>SQL Cluster</td> <td>Host 4</td> <td>2</td> <td>8</td> </tr> <tr> <td>SQL Cluster</td> <td>Host 5</td> <td>2</td> <td>8</td> </tr> <tr> <td>SQL Cluster</td> <td>Host 6</td> <td>2</td> <td>8</td> </tr> </tbody> </table>	Cluster	Host	CPU Sockets	Cores per CPU	Prod Cluster	Host 1	2	16	Prod Cluster	Host 2	2	16	Prod Cluster	Host 3	2	16	SQL Cluster	Host 4	2	8	SQL Cluster	Host 5	2	8	SQL Cluster	Host 6	2	8
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2.	<p>We can no longer provide Perpetual quotations as VMware are completely discontinuing perpetual licensing. Kindly answer the below questions so we may assist you with the new subscription quote.</p> <ul style="list-style-type: none"> <li>• How many physical servers do you want to license.</li> <li>• How many CPUs per server?</li> <li>• How many Cores per CPU in each Server?</li> <li>• Which product do you need? (e.g vSphere Foundation/ vSphere Standard / vSphere Essentials Plus)</li> <li>• Do you also need add-on? If yes, please specify the product. (e.g vSAN/ SRM)</li> <li>• How many years of support/subscription do you need? (1yr / 3yrs / 5yrs)</li> <li>• Will these licenses be on the same site or different sites.</li> </ul>	Refer to the above.
3.	<p>Please note that the attached RFP request is based on the old perpetual license model and with the takeover of VMware from Broadcom changes has been made and only subscription licenses are available. Kindly answer the below questions so we may assist you with the new subscription quote.</p> <ul style="list-style-type: none"> <li>• How many physical servers do you want to license.</li> <li>• How many CPUs per server?</li> <li>• How many Cores per CPU in each Server?</li> <li>• Which product do you need? (e.g vSphere Foundation/ vSphere Standard / vSphere Essentials Plus)</li> <li>• Do you also need add-on? If yes, please specify the product. (e.g vSAN/ SRM)</li> <li>• How many years of support/subscription do you need? (1yr / 3yrs / 5yrs)</li> <li>• Will these licenses be on the same site or different sites</li> </ul>	Refer to the above.

No.	Question	Answer
4.	<p>Regarding the attached Bid Document for renewal of your VMware licenses. Please note, after the acquisition of VMware by Broadcom, VMware will not be able to generate any Renewal Quotes or place any Renewal orders going forward. VMware Perpetual Licenses also cannot be quoted/ordered anymore. All customers will have to procure new VMware Subscription Licenses. For us to Quote correctly, please can you send us the below information:</p> <ul style="list-style-type: none"> <li>• How many Cores per CPU in each Server? (as per screenshot below)</li> <li>• How many years of support/subscription do you need? (1yr / 3yrs / 5yrs)</li> <li>• Will these licenses be on the same site or different sites.</li> </ul>	Refer to the above.
5.	<p>In regards to your advertised RFB for VMware license, we have the following questions that require clarity:</p> <ul style="list-style-type: none"> <li>• Please provide a breakdown of your physical hosts, including qty physical CPU, and qty physical CPU cores per CPU.</li> <li>• Please supply the RVtools export for all the required hosts.</li> </ul>	Refer to the above.
6.	<p>VMware has been attained by Broadcom, the licensing model has transitioned from a perpetual to a subscription-based business model, the new model is licensed based on the total number of physical CPU cores of each CPU on all the ESXi hosts. Please note renewal on existing licenses is no longer available, and new subscription licenses need to be proposed. Would you be so kind as to provide me with the number of CPU's and core count for each CPU of the existing ESXi hosts? Please inform me if additional information is required.</p>	Refer to the above.

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7.	<p>I have a couple of questions with regards to the Tender in subject please:</p> <ul style="list-style-type: none"> <li>• We will need the amount CPU's and the number of cores per CPU for every physical server that you want to run Virtual machines on.</li> <li>• The bid specifies that the licenses need to be renewed for the next 36 months, but the pricing schedule seem to be per year. Will the licenses be annually renewed; in other words, we must quote for 3 years and do the costing per year but we will only be paid annually when the license gets renewed?</li> <li>• Do you use any other VMware functionality like vSAN, SRM manager, Tanzu or Aria products etc?</li> </ul>	Refer to the above.
8.	<ul style="list-style-type: none"> <li>• How many physical servers do you want to license.</li> <li>• How many CPUs per server?</li> <li>• How many Cores per CPU in each Server?</li> <li>• Which product do you need? (e.g vSphere Foundation/ vSphere Standard / vSphere Essentials Plus)</li> <li>• Do you also need add-on? If yes, please specify the product. (e.g vSAN/ SRM)</li> <li>• How many years of support/subscription do you need? (1yr / 3yrs / 5yrs)</li> <li>• Will these licenses be on the same site or different sites.</li> <li>• End User details as per below.</li> </ul>	Refer to the above.
9.	<p>Can you please assist and ask the technical team if they can confirm the number of cores for VMware renewals. This is required to assist in giving an accurate quote for attached bid.</p>	Refer to the above.