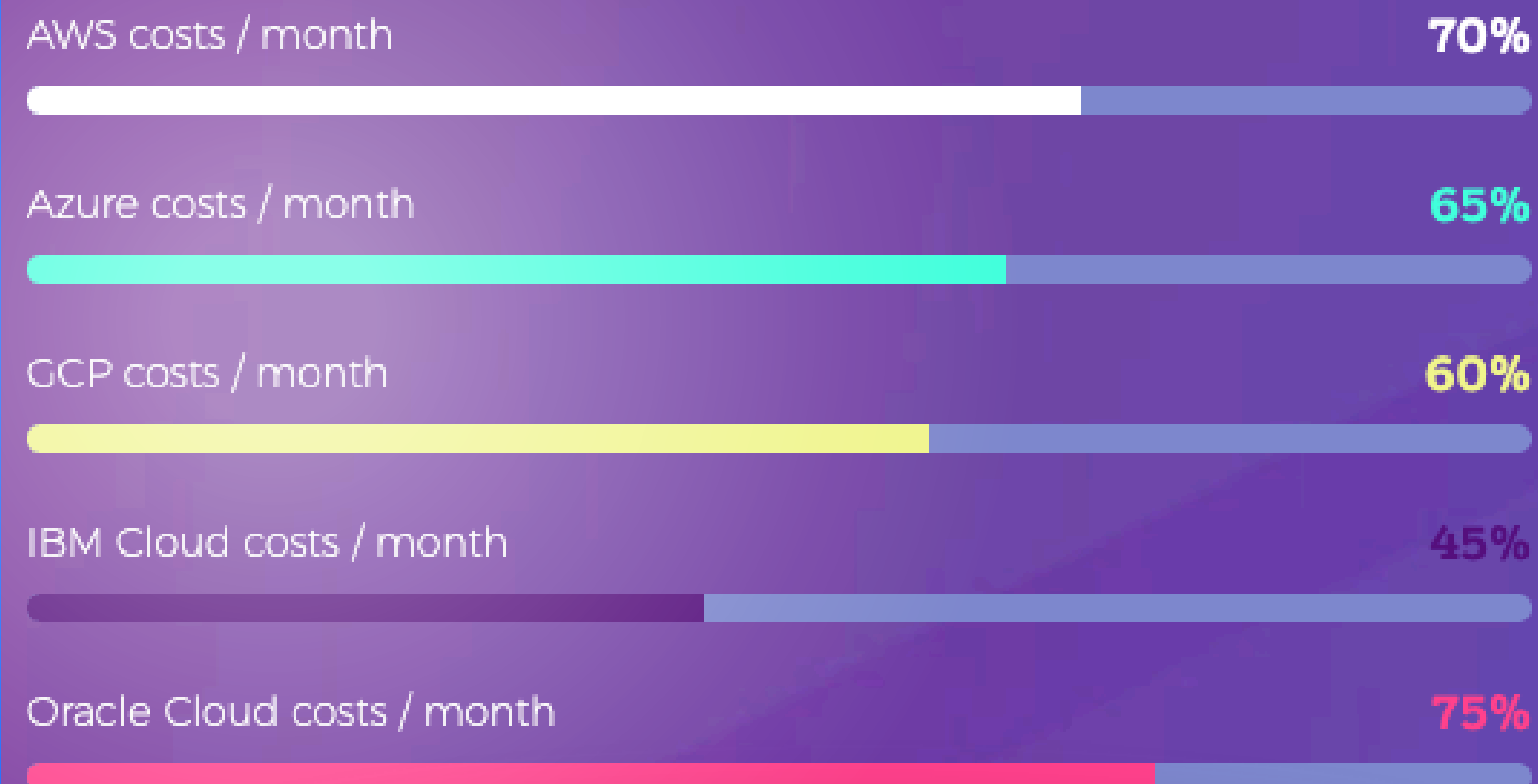


# LIMITED PROGRAM FREE VMMWARE TCO STUDIES



# PROGRAM GUIDELINES

ALL of the following guidelines must be met in order to leverage this free promo

- 1 Client must:** have a VMware licensing **contract expiring** within the next year, **and** be actively **evaluating a cloud solution**
- 2** Client environment must be at **minimum 50 VMs**
- 3** An IBM **PartnerPlus Partner must be engaged** in the opportunity
- 4** Client must provide an RVTools scan of their environment, or access to install the Akasia FinOps API
- 5** Client Opportunity must be validated by the IBM team during a 30-minute discovery call

If these criteria are met, reach out to Juan Dos Santos to apply for the program & schedule the discovery call:

[JUAN.DOSSANTOS@IBM.COM](mailto:JUAN.DOSSANTOS@IBM.COM)