



Board of Regents

Ted Strickland, Governor
Eric D. Fingerhut, Chancellor

University System of Ohio

FACT SHEET - *University System of Ohio inks deal with VMware to significantly reduce IT costs for State's public and private colleges and universities*

Description: In an agreement designed to potentially save Ohio colleges and universities more than \$130 million over three years, the University System of Ohio has entered into an agreement with VMWare, which allows the Ohio Academic Resources Network [OARnet] the unlimited ability to distribute and license VMware virtualization solutions to Ohio colleges and universities around the state. OARnet is the technology operations arm of the University System of Ohio.

Major Benefits: Virtualization is a proven software technology that is rapidly transforming the information technology (IT) landscape and fundamentally changing the way that organizations compute. By "virtualizing" IT servers and desktops, Ohio higher education will rapidly realize:

- Significant cost reductions in physical IT hardware (servers, desktops) budgets
- Significant reduction in operational and maintenance costs while upgrading to superior maintenance levels
- Positive environmental "Green IT" impact, due to lower use of energy and space

Program Details: Specifications for the University System of Ohio Virtualization Program

- University System of Ohio agrees to make significant bulk software/service purchase at considerable discount over retail list price
- Full suite of VMware products included
 - Unlimited (uncapped) ESX and Virtual Center Management System (VCMS) licenses available to all institutions
 - More than 25,000 virtual desktop infrastructure (VDI) seats to be made available to USO institutions
 - Lifecycle Manager, Site Recovery Manager included
- Customized Professional Services Package totaling more than \$1 million to aid colleges and universities with deployment across the state:
 - Two (2) dedicated Technical Account Managers per year to provide specialized support to ensure successful deployment
 - One (1) Resident Architect to aid institutions in the planning/implementation of the product suite
 - More than 12,500 hours of Custom Training Program credits for University System of Ohio
- Upgrade of all existing Standard Licenses to Enterprise level at no additional cost for existing customers
- Upgrade of all software maintenance to Platinum level
- Plans are to include K-12 and state government in the discount pricing program