

VMware Tanzu Basic For Cloud Providers

(Available through VMware Flex Model)

Overview questions

Q. What is this announcement about Tanzu Basic for Cloud Providers?

A. VMware has announced the General Availability of VMware Tanzu Basic for Cloud Providers. This announcement enables Cloud Providers to offer **Managed Kubernetes Services** for their customers, who are on vSphere7 or vSphere6.7u3 on-premises environment and looking for ways to adopt containers using existing infrastructure and team.

Q. What is Tanzu Basic? How is Tanzu Basic different for Cloud Providers?

A. Tanzu Basic along with VMware Cloud Director enables Managed Kubernetes Services that helps Cloud Providers expand their services business by targeting DevOps and Developers with current or new customers who are on vSphere – those who want to embrace infrastructure transformation on-premises, as a first step towards modern applications delivery. VMware Tanzu Basic simplifies adoption of Kubernetes on-premises, putting cloud native constructs at the VI Admin's fingertips as part of vSphere.

Q. When is Tanzu Basic Generally Available (GA) for Cloud Providers? Is the Tanzu Basic SKU transactable through channel?

A. Tanzu Basic is transactable through channel. Tanzu Basic together with VMware Cloud Director version 10.2.2 that enables Managed Kubernetes Services is generally available for Cloud Provider licensing and deployment on June 17, 2021. [As of October 1, 2021, Tanzu Basic is available through the Flex Model.](#)

Q. Why is Tanzu Basic as an on-premises solution important for Cloud Providers??

A. Enterprise customer DevOps and Development teams are embracing the trend towards modern application delivery using cloud and containers. Services using Tanzu Basic is a way for Cloud Providers to monetize this trend, by helping customers get started on deploying clusters on-premises for containerized applications and workloads.

Q. Which customer segment should cloud providers target with Tanzu Basic?

A. Customers who are using vSphere 7 or vSphere6.7u3 with DevOps or Developer teams looking to deploy Kubernetes

clusters and opensource aligned container environments on-premises.

Q. How should a cloud provider position Tanzu Basic for their customers?

A. Cloud providers should position services with Tanzu Basic as a first step towards infrastructure transformation to a cloud-native environment. More specifically, existing on-premises vSphere customers can start deploying Kubernetes clusters and run container workloads, using familiar VI admin constructs.

Q. What Tanzu Basic services can the cloud provider monetize?

A. Cloud Providers can offer Managed Kubernetes Services to deploy clusters and a container environment with networking, storage and other capabilities allowed by the Tanzu Basic features. They can also provide services that enable developer self-service access for expanding functionality using specific VMware solutions and open source aligned components. As well, they can offer Bitnami as a service to supplement developer applications.

Q. Why should a Cloud Provider deploy Tanzu Basic now and not wait for Tanzu Standard?

A. Infrastructure transformation towards cloud-native environments and modernizing application delivery is driven by market dynamics that is happening right now and growing rapidly, and some customers already on vSphere on-premises could benefit from Kubernetes services right away. Cloud providers can use Tanzu Basic to help customers who don't need multi-cloud features that are part of Tanzu Standard.

Q. Can a Cloud Provider upgrade services seamlessly to Tanzu Standard when that becomes GA?

A. A new and separate Tanzu Standard license commit may be required along with any product level monthly minimum commit. There is no "upgrade option in Tanzu via VCPP".

Q. What open-source software is supported in Tanzu Basic?

A. Tanzu Basic components make the best possible use of various open-source projects, including: Antrea, Cluster API, Fluentbit, Harbor, Kubernetes. These projects are packaged for enterprise adoption, with the installers, UI and the support our customers need to use them with complete confidence.

VMware Cloud Director (VCD) and Tanzu Basic

Q. Can Tanzu Basic be deployed and managed with VCD? If yes, which VCD version should be used??

A. Yes, VCD version 10.2 and later makes Managed Kubernetes Services possible for Multi-tenant public cloud deployments.

Q: What are the key enhancements in VCD related to Tanzu?

A: The integration of Tanzu Basic with VCD Tanzu provides the necessary isolation required between the cloud provider customers (tenants) required for multi-tenant services. It allows defining roles and responsibilities of Cloud Provider Admin, Tenant Admin and Tenant Developer/DevOps or end-users, so the K8s related policies and permissions can be created and managed appropriately. Providers can also enable self-service access in dedicated private cloud environments, so developers can setup and manage Kubernetes clusters and supported open-source components through VCD. It also enables the DevOps and developers to test and deploy the applications in K8s clusters and container environment.

Q. Is VMware Cloud Foundation (VCF) required for deploying Tanzu Basic?

A. No. Tanzu Basic primarily targets on-premises and VCF is for multi-cloud environment, though it is applicable for on-premises too.

Q. Is Bitnami included as part of Tanzu Basic with VCD?

A. No. Bitnami has been available for cloud providers even prior to this Tanzu Basic announcement, and they can use it to offer ready-to-deploy containerized applications for Tanzu Basic customers.

Q. How can a cloud provider leverage Bitnami with Tanzu Basic??

A. Cloud Providers can expose Bitnami applications that are available through App LaunchPad on VCD as off-the-shelf containerized applications to customers. It can be a value-added service that improves developer velocity by helping them focus on applications core to the customer business and supplement others through Bitnami.

Q. What happens to customers' existing development environment??

A. With Tanzu Basic, customers can retain their current development environment – and in addition enables them to

operate within a container environment orchestrated by Kubernetes.

Q. Can Tanzu Basic and Tanzu Standard be deployed on older versions of vSphere?

A. Tanzu Basic and Tanzu Standard (any Tanzu Edition for that matter) can be deployed on vSphere 6.7u3 or greater.

Q. Is Tanzu Basic packaged with Kubernetes?

A. vSphere 7 embeds Kubernetes. For vSphere 6.x or other environments, Tanzu Basic includes a separate VMware provided Kubernetes package.

Q. Can I deploy my own Kubernetes management cluster on vSphere 7, or can I only operate Kubernetes embedded in vSphere 7?

A. All editions offer the right and ability to either deploy your own cluster on vSphere 7 or operate Kubernetes embedded in vSphere 7. Customers can choose based on their needs.

Learning and Training Resources

Q. How can I learn more about Tanzu?

A. There are several training courses and a variety learning resources for Tanzu:

- Supplemental On-Demand Courses from <https://modernapps.ninja/>
 - vSphere with Tanzu 101
 - vSphere with Tanzu 201
- Additional courses and vmLive sessions through Partner Connect and Partner University portals.
- [Developer Ready Cloud website](#)

VCD support for Tanzu in VCD 10.2.2 (Blog [part 1](#) and [part 2](#)).

Commercial questions (Tanzu Basic on Flex Model)

Q. What is this announcement about Tanzu Basic availability on Flex Model for Cloud Providers?

A. [VMware Tanzu Basic Edition](#) for Cloud Providers will be transitioning to VMware Flex Model as of **October 1, 2021** (Tanzu Basic on Flex Model Availability Date). This is great news for partners that are already subscribing to Flex Core, as it means they are entitled to add-on Tanzu Basic at no additional cost. With zero-points for Tanzu Basic usage going forward, this makes it easier for cloud providers to adopt Tanzu Basic integrated with [VMware Cloud Director](#) (VCD) 10.2.2, [announced](#) back in June 2021.

This will also help our cloud provider partners worldwide to move forward with Tanzu based multi-tenant managed K8s services, and drive our [Developer Ready Cloud](#) message on cloud native infrastructure services as a first step towards App Modernization.

Q. What does this mean for partners exploring cloud native infrastructure services and waiting to get onboard Tanzu?

A. Partners that have been sitting on the sidelines, now have the perfect moment to get onboard with Tanzu and target tenant DevSecOps and developers with multi-tenant managed K8s services. The newly available Tanzu Basic licenses will show up in recent notifications when they login to [VMware Customer Connect Portal](#). They are entitled to use these licenses at no additional cost and start deploying Tanzu Basic services.

Getting onboard now expands their business into cloud native infrastructure services and sets the stage for the future of Apps Modernization in a Multi-cloud environment with other Tanzu editions and products.

Q. What does this mean for Cloud Provider partners already deploying Tanzu Basic?

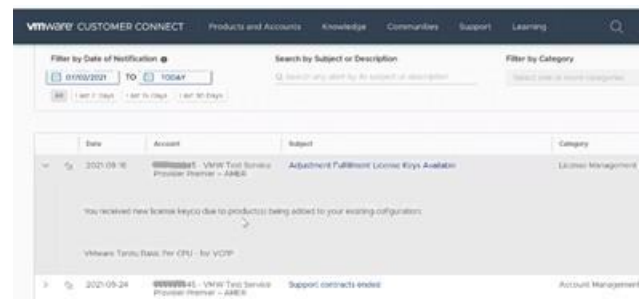
A. Partners who have signed a Term Contract with an aggregator and have obtained a Term License Subscription Software (TLSS) for deploying Tanzu Basic services must note the following:

- They can continue to use current licenses and the minimum usage requirements will no longer apply going forward (See Product Usage Guide for updates).
- They must continue to report usage as before, manually, or automated through Usage Meter. The billing for reports from November 2021 onward will show zero amount due for any Tanzu Basic usage after **October 1, 2021**.
- They must plan to start using the newly available licenses through Flex Model, prior to the expiry of their current Tanzu Basic 12-month term license.

- If they need more Tanzu Basic licenses, they should add the newly available licenses on [VMware Customer Connect Portal](#). There is no need for placing any one-off orders going forward.

Q. How are partners notified about the availability of Tanzu Basic licenses in Flex Model?

A. Partners utilizing Flex Core will see an alert about the availability of new Tanzu Basic licenses when they login to [VMware Customer Connect Portal](#). They will see the following notification under “Adjustments”. They can view and manage the licenses by clicking on “Manage Licenses” under the “Products and Accounts” menu.



Q. How is Tanzu Basic usage reported under Flex Model?

A. For partners utilizing the Flex Core based Tanzu Basic licenses, usage is reported along with other Flex Core products, monthly through Usage Meter.

Q. Does Tanzu Basic license include support?

A. Yes, the license includes Production support for Tanzu Basic, including open-source components.

Q. Is a Term Contract or Term License Subscription Software (TLSS) required for Tanzu Basic going forward?

A. Partners no longer need to sign a separate Term Contract for deploying Tanzu Basic licenses as part of Flex Model. The Product Usage Guide provides the details on the new Tanzu Basic licenses available through the [VMware Customer Connect Portal](#).

Q In summary, what is the impact to on contract, ordering, fulfillment, reporting and billing for partners?

A. The following table summarizes what partners need to be aware of, when it comes to contract, ordering, fulfillment, reporting and billing:

	Current Tanzu Basic Partners	New Tanzu Basic Partners
Contract	<p>Already signed Term Contract with Aggregator through VMware Commerce Portal.</p> <p>Can continue to use current TLSS 12-month licenses</p> <p>Must start using new licenses in Flex Model prior to current license expiry.</p>	<p>Review update related to Tanzu Basic on Flex Model in latest Product Usage Guide (PUG).</p>
Ordering	<p>VMware Customer Connect portal notifies newly available licenses upon login. Start using them for new or additional licenses – one-off orders are no longer needed.</p>	<p>VMware Customer Connect portal notifies newly available licenses upon login. Start using them</p>
Fulfillment	<p>Download and deploy once contract and licenses are in place.</p>	<p>Download and deploy once contract and licenses are in place</p>
Reporting / Metering	<p>Must report manually, or through Usage Meter (if already automated)</p> <p>(Use of TKGm needs manual reporting)</p>	<p>Must report manually, or through Usage Meter (if already automated)</p> <p>(Use of TKGm needs manual reporting)</p>

Billing	<p>For usage period starting on October 1, 2021, usage minimum no longer applies and there will be no amount due on bill for Tanzu Basic usage.</p>	<p>There will be no amount due on bill for Tanzu Basic usage.</p>
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