

# VMware Tanzu Basic For Cloud Providers

## 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.

### 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 required along with any product level monthly minimum commit. There is no "upgrade option in Tanzu via VCPP". SP can stop using Tanzu Basic but will continue to pay any product level monthly minimum commits until the renewal date or termination date of the overarching term license contract. At that time, the SP can choose to unsubscribe to Tanzu Basic.

### 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.

## Commercial questions

### Q. Is Tanzu Basic based on Usage Meter? How will pricing be handled for Tanzu Basic??

A. Yes, it is based on Usage Meter. Usage Meter is configured to handle Tanzu. Core/CPU usage pricing.

### Q. What is the licensing method for Tanzu Basic? What are the deployment options?

A. Tanzu Basic for cloud providers is available as a Term License, and provides two deployment options:

- Available as Flex Core add-on: vSphere 7 and vSphere 6.7u3 (pricing is based on vRAM metric)
- On VMware Cloud Foundation (VCF) (pricing is based on per-core)
- The Product Usage Guide (PUG) has more details on Tanzu Basic pricing..

### Q. Does Tanzu Basic pricing include support?

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

### Q. How can I sign up for a Tanzu Basic contract?

A. Aggregators can create a single Term License Software Subscription (TLSS) contract that covers all of Tanzu (and other) products through the VMware Commerce Portal (VCP). The steps documented on this [page](#) are mostly identical to other contracts they may have created before, with just a couple of steps that require special attention:

- Track step: Pick Term Commercial or Term Federal license as applicable.



- Plan step: Custom contract for 1-year term and zero minimum commit requirement.



Once a TLSS contract has been signed, service providers can use the [One-off Order](#) process to obtain a term license for Tanzu Basic.

## 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](#)).

