

# VMware App Replatforming Services™

## SKU

PS-PV-LAB-PT-REPL-8WK-R-F

## DELIVERY LOCATION

- Remote work

## DURATION

8 Weeks (8 one-week iterations)

## STAFFING

4 people, each with one or more of the following roles:

- Cloud Native Architect
- Cloud Native Product Manager
- Kubernetes Architect
- Tanzu Architect

Additionally:

- Some work may be performed by a Cloud Native Delivery Lead
- A subset of the team will work immediately prior to the start of the engagement in Iteration 0, to prepare the engagement to begin

## PREREQUISITES

- A mechanism to work remotely in the customer environment
- A subset of the team will work immediately prior to the start of the engagement in iteration 0, to prepare the engagement to begin
- One identified Customer application (“App”) to deploy to VMware Tanzu

## MORE INFORMATION

For more information about other VMware Tanzu Labs Service offerings, please visit [tanzu.vmware.com/labs](https://tanzu.vmware.com/labs).

VMware App Replatforming Services™ helps you maximize the value of your investment in Kubernetes and accelerate your move to containers. Work side by side with VMware experts to learn app modernization patterns as we deliver production-ready containers and de-risk your initiative. We will help you get started with a hands-on engagement to containerize apps and move them to your VMware Tanzu® platform using automated migration tools. During the engagement, we'll also assess your path to production, identifying opportunities to optimize and automate as many manual processes and handoffs as possible.

## The VMware Approach

- **Tailored:** We'll facilitate one or more workshop sessions and dig into your goals and establish a shared understanding of objectives before the project begins. The work is broken into small pieces and managed in weekly iterations.
- **Collaborative:** We work with you every step of the way. We create feedback loops to validate that our work during each iteration is aligned with your business objectives.
- **Experienced:** Over the course of hundreds of engagements, our people have established proven platform engineering and platform product management techniques. We share leading practices and help you deliver maximum value in a short period of time.

The VMware approach combines practices from three different areas:

- **Product management:** lean startup
- **Engineering:** eXtreme Programming (XP), and Site Reliability Engineering (SRE)

## Agile Delivery

VMware's agile delivery process will be leveraged for this engagement. All work performed will be in weekly iterations, which includes an iteration planning meeting (IPM) at the start of the week to review the product backlog. The product backlog is a list of all the features, tasks and bugs for the deliverables being produced pursuant to the engagement. Each backlog item goes through a basic workflow: un-started, started, finished, delivered (made available for review) and then either accepted or rejected. If the item is rejected, it can be re-prioritized by Customer. Customer is obligated to regularly review work and maintain the product backlog. Releases are made to deliver work to users of the product. To the extent VMware and Customer agree to use Pivotal Tracker ([Tracker terms](#)), it will be the agreed upon “Plan of Record” going forward. If Pivotal Tracker is not used for this engagement, VMware and Customer will mutually agree in writing to identify the designated product backlog tool prior to the start of the engagement. VMware will collaborate with Customer to break down deliverables into delivery steps (“Stories” or “Story”) and add them to the product backlog. The contents of the product backlog may change during delivery at the request of Customer, informed by feedback from users, and changing business priorities.

## Offering Scope

A *VMware Tanzu Activation (Scope)* engagement typically includes the following activities and outcomes. The actual desired outcomes will be determined in the inception, and the

actual activities required to achieve the desired outcomes will be determined in the weekly iteration planning activity.

Activities	Outcomes
Iteration [0]	An assigned Program Strategist will work through logistical and platform prerequisites to maximize our efficiency once the main project starts.
Inception/Kickoff	Define and refine an initial backlog that is prioritized and scheduled against weekly iterations of effort.
Iteration Delivery	The team pairs with customer people through a series of workshops, planning and hands-on technical exercises.
Finalize Deliverables	Final QA of moved applications, cookbook and roadmap documentation.
Outception	An overview of accomplishments, lessons and a proposed set of next steps.

### Offering Exclusions

- Support Services which are handled separately through software agreement and/or specialized service engagement (like a Business Critical Support engagement)
- Traditional project management and related reporting
- Participation in on-call schedules or other non-business-hours activities
- Any services or activities other than those explicitly specified in this document
- Up to 40 hours of services or activities are included in this engagement to deploy your App to VMware Tanzu. If VMware identifies that more than 40 hours of work is needed to deploy your App to VMware Tanzu, your App will not be deployed to VMware Tanzu, and a separate engagement will be required to address that scope.
  - Best efforts will be made to create container image(s), to make configuration change(s), and to modernize your App
  - You should ensure your identified App is well suited to Kubernetes, containerization, and VMware Tanzu
  - Please visit [tanzu.vmware.com/labs](https://tanzu.vmware.com/labs) VMware Tanzu Labs™ to learn about additional ways that VMware Tanzu Labs can help you modernize your App and other apps in your portfolio

### Services Scope Changes

Any changes to the offering details must be mutually agreed upon by VMware and the Customer in writing. Depending on the scope of such changes, VMware may require that a separate Statement of Work be executed by the parties detailing the changes, the impact of the proposed changes on the charges and schedule, and other relevant terms.

### Delivery Policy

After the execution of the purchase order, the parties will confirm the mutually acceptable:

- Delivery location: The delivery will predominantly be performed through remote work. Individuals may travel to Customer locations (as required) to unblock delivery.
- Travel schedule: If VMware or Customer people are traveling for the engagement, they will typically perform work at the site(s) for a maximum of four (4) days in a five (5) day work week (remaining days (if any) in the week will be performed remotely). People are not asked to travel on weekends or holidays.
- Remote pairing schedule: Enablement of Customer people includes remote pairing.

Unless otherwise specified in writing by Customer prior to the engagement start, VMware may use VMware Affiliates or other sufficiently qualified subcontractors to provide

Services to Customer, provided that VMware shall remain responsible to Customer for the performance thereof.

### Service Expiration Policy

Customer shall have twelve (12) months from the date of VMware's invoice to use the Services described herein ("Service Period"). The Services automatically expire on the last day of the Service Period, unless otherwise approved by VMware. Under no circumstances shall Customer be entitled to a credit or refund of any unused portion of the Services. In the event that the Customer believes that the Services outlined herein were not completed, the Customer is required to notify VMware in writing at least 30 days prior to the expiration of the Service Period.

### Invoicing Schedule

Invoices are issued upon VMware's receipt and approval of the Customer's purchase order. Customer authorizes VMware to invoice for, and shall pay additional amounts related to, changes or exceptions to the Services. The Services described in this document are performed on a fixed price basis at the fees specified on the applicable VMware quote.

### Intellectual Property

Other than the VMware Retained Materials and open source software, Customer shall own all Intellectual Property Rights in the Deliverables, as well as Customer's derivative works of the Deliverables, subject to Customer's payment in full and subject to VMware's rights in the underlying intellectual property embodied in the Deliverables or used by VMware to perform the VMware Tanzu Labs Services.

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