



Mike Smith

Wednesday 29th of August 2012

For the attention of the
Standing Committee on Infrastructure and Communications
via: ic.reps@aph.gov.au

Re: Australian VMWare Workstation 9 upgrade pricing

Dear Sirs & Ms. Prentice,

I was pleased to recently receive an invitation to upgrade from VMWare Workstation 8 to release 9. As this is a tool I use everyday and find quite valuable for my productivity I am keen to proceed with the upgrade.

I was a bit shocked to note that the US price for the upgrade is US\$119 and the Australian price AU\$174.50 when the exchange rate is approximately AU\$1 = US\$1.0376 (as of this writing)?

I have since sent a letter to the VMWare Board of Directors (attached below) While I am interested in the new features of this release, I will opt to refrain from upgrading until I hear back from their representative.

I hope that this information will assist the Committee in the course of their inquiry and would be willing to expand upon the details in this letter if requested.

Regards,

Mike Smith

attachment

Submission 89
Received 29 August 2012

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Wednesday 29th of August 2012

For the attention of
The Board of Directors
VMWare Incorporated,
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Re: Australian VMWare Workstation 9 upgrade pricing

Dear Sirs & Ms. James,

I was pleased to recently receive an invitation to upgrade from VMWare Workstation 8 to release 9. As this is a tool I use everyday and find quite valuable for my productivity I am keen to proceed with the upgrade.

I did however have two questions relating to the upgrade pricing of the release in Australia that I feel should be directed to the board:

Q1. Why is the US price for the upgrade US\$119 and the Australian price AU\$174.50 when the exchange rate is approximately AU\$1 = US\$1.0376 (as of this writing)?

Q2. Are you aware that on 24 May 2012 the Australian Federal Government House Standing Committee on Infrastructure and Communications resolved to inquire into IT price discrimination, following a request from the Minister for Broadband, Communications and the Digital Economy, Senator Stephen Conroy? (refer: http://www.aph.gov.au/Parliamentary_Business/Committees/House_of_Representatives_Committees?url=ic/itpricing/index.htm)

While I am interested in the new features of this release, I will opt to refrain from upgrading until I hear back from a representative of the Board of Directors on this matter. Preferably via email.

Regards,

Mike Smith