Virtualization Strategies

THE PROBLEM

- **VMWare up to 5x Cost Increases** have organizations looking for alternatives
- **Scalability and Performance Bottlenecks** leading to costly operational disruptions
- **Data Protection Complexity** and data silos lead to security vulnerabilities and inefficiencies in disaster recovery
- **Budget Allocation Difficulties** making it harder to manage hypervisor transitions without lock-in and optimize costs

THE SOLUTION

Thorough market review of alternative solutions

Azure Stack HCI, OpenShift, Nutanix, HyperV, Public Cloud, etc.

- **Cost Analysis & Optimization:** Evaluate current VMware feature usage and reliance on NSX, vSAN, SRM, and others to reduce over-provisioning and avoid excessive costs.
- **Scalable Infrastructure:** Implement an open, optimized data infrastructure that supports VMs, containers, and AI/Analytics workloads with seamless scalability.
- **Flexible Vendor Partnerships:** Work with vendors offering effective architecture and hypervisor alternatives while avoiding vendor lock-in to ensure adaptability for future needs.

OUTCOMES

Benefits

- Substantial Savings From Broadcom Cost Increases
- Enhanced Agility and Innovation
- Cost Optimization and Efficiency
- Improved Performance and Reliability
- Future-proofing your IT Infrastructure
- Zero cost proof of concepts
- Data-driven Insights and Decision-making

Decision Making Factors

- VMware Portfolio Usage & Migration Complexity
- Technology Maturity
- Hardware & Infrastructure Preferences
- Tool & Vendor Preferences

VMWare Decision Tree

Yes — Infrastructure and Cloud options are virtually endless

VMWare?

No
- **Nutanix AHV**
  - XaaS — HPE, Dell, Cisco, Lenovo / Prescribed Builds
  - CapEx — HPE, Dell, Cisco, SuperMicro, Lenovo, etc.
- **Azure Stack HCI**
  - XaaS — HPE, Dell, Cisco, Lenovo
  - CapEx — HPE, Dell, Cisco, Lenovo, SuperMicro, you name it
- **AWS Outpost**
  - XaaS — Always - Infrastructure prescribed
  - CapEx - None
- **Public Cloud**
  - XaaS only

Mixed
- Nutanix AHV — Run on shared infrastructure with VMWare
- VMWare — Will share infrastructure with Nutanix
- Azure Stack HCI — Private infrastructure will not share
- AWS Outpost — Private infrastructure will not share
- Public Cloud — PaaS, XaaS, IaaS, SaaS only

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