

VMWARE: WHAT'S NEXT?

OVERVIEW

The recent Broadcom acquisition of VMware has introduced new challenges for infrastructure procurement.

One of these challenges is the changing licensing models. Broadcom appear to have a strong preference for subscription, with predictable winners and losers.

Responsiv is hearing stories of 1000% (10x) fee increases, and pundits estimate that over 20% of current VMware userbase is planning to make alternative arrangements.

RESPONDING TO CHANGE

Organisations are renewing their VMware licences, but after the acquisition and change in models, prices have increased drastically. Organisations should be concerned if their focus is to reduce cost.

The challenge is how to mitigate this cost impact. Organisations are looking at alternatives, but need to ensure they choose the right option for their workload and goals.

In short, the right technology needs to be utilised to align with the business.

To start the journey, organisations can work with a trusted partner to:

Discover and optimise: Understanding and discovering the impact of change, the scale of the VMware environment, and what is running on the VMs, will help organisations understand what can be optimised or made redundant to manage costs.

Define and design: After organisations have decided to migrate or use another strategy or technology, partners can design the project outcome with their depth of knowledge.

Modernise and migrate: Experts can support in building new platforms or migrating to platforms that can improve innovation. This decision will be based on the phase 2 planning.

It is critical that organisations understand the best solution for their requirements, timeframe, and criticality of the project.

By moving away from VMware, organisations can simplify usage and management, utilise a modern platform, and choose a partner who can modernise and transform their VM estate to meet timing and budget.

So, how is the new licensing and pricing affecting you?
Do you know your next steps?



AT A GLANCE

CHALLENGES

- Rising costs
- Increased business risk
- What solution is right for you?

BENEFITS

- Customised solution
- Modernisation
- Business transformation
- Technology partnership
- Reduced costs

HOW CAN RESPONSIV HELP?

Responsiv will support you in finding the right approach for you based on your IT strategy.

Responsiv has a wealth of knowledge in modernisation and migration projects to support successful business outcomes.

We also have the skills to continuously support your teams and solutions.

CONTACT US

Support your VMware move with Responsiv.

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