

Solution Brief

## Insight's VMware Advisory Service

**VMware is a leading provider of cloud computing and virtualisation solutions that enable organisations to optimise their IT infrastructure and operations.**

However, VMware licensing and technical environments can be complex and challenging to manage, especially as organisations grow and evolve and recent market changes. Therefore, it is essential for organisations to evaluate their VMware licensing and technical environment regularly and ensure that they are aligned with their business objectives, compliance requirements, and best practices.

Our partner 

### Benefits

- Quickly achieve time-to-value with our services, as we have a short lead time to delivery.
- Explore further opportunities for improving your IT infrastructure
- Benefit from our expertise across all business segments and verticals, as we tailor our solutions to your specific needs and goals.
- Get expert recommendations and actionable outcomes that will help you optimise your IT performance, security, and efficiency.
- Gain valuable insights into your IT estate and future plans, as we conduct a thorough review and analysis of your current situation and opportunities.

## Business challenge

The purchase of VMware by Broadcom and their launch of new simplified tiered products is forcing organisations to evaluate their VMware estate and options. The new options from Broadcom often result in higher costs for businesses (Insight estimates this increase can vary from 1.5x to 4x, depending on the combination of old licenses in use). These new offerings include many VMware features bundled as standard which were not included when buying perpetual licenses individually.

### The impact of this change to clients is being seen as follows:





- Previously licenses could be purchased individually as perpetual licenses. This is no longer an option for clients wanting to renew or add additional licenses.
- The new Broadcom licenses are bundled into 3 main offerings:
  - VMware vSphere Standard
  - VMware vSphere Foundation
  - VMware Cloud Foundation
- These offerings are subscription only, for 1, 3 or 5 years.
- VMware vSphere Standard includes vSphere standard and vCenter server standard.
- VMware vSphere Foundation includes vSAN, Kubernetes and Aria operations as well as vSphere and vCenter licensing.
- VMware Cloud Foundation includes the contents of vSphere Foundation as well as NSX and SDDC.
- Add-ons are available for the Foundation packages, including vSAN capacity, SRM and other feature upgrades.
- Customers with perpetual licenses will see their costs increase when their support contract ends.
- To continue receiving support they will need to move to one of the new subscription offerings.
- Service provider clients existing VCPP agreements will end on 30 April 2024. Only subscription VMware Cloud Foundation licenses can be used after that, VCPP clients may see price increases of 2x or above.

These changes have prompted organisations to review their VMware licensing landscape and assess their alternatives in light of the expected renewal costs. Businesses are looking for guidance from reliable partners with a wide market perspective to understand how these changes will impact their future direction and what options are available if they decide to switch from VMware. The objective of this analysis is to equip businesses with the necessary resources and tools to effectively address their future requirements and align them with their strategic goals. Insight is a leader in Modern Infrastructure and Operational Governance, helping customers make smart, strategic decisions that enable them to achieve the best outcomes for their businesses.

## Our solution

With Insight's VMware Advisory Service, organisations can optimise their VMware investments and align them with their business objectives and technical vision. Our experts conduct a comprehensive assessment of our client's current VMware licensing and infrastructure, capturing the "As is" state from both perspectives. We then leverage this information to project our client's license renewal costs and explore their strategic options based on their existing environment, future business needs, and technical strategy.

### Our certified VMware consultants will work with your key stakeholders to:

 <b>ASSESS</b>	 <b>CALCULATE</b>	 <b>STRATEGY</b>	 <b>ACTION</b>
Assess the current VMware licensing and deployed environment, identifying existing and future requirements of the business.	Calculate the options open to you and the costs of renewal.	<b>Make strategic recommendations based on the anticipated costs of renewal and the workloads in use.</b>  This strategy includes making best use of existing licenses and options to maximise value using the existing platforms. If this is deemed not best value, we can propose an alternative strategy for replacement platforms such as Nutanix, Azure HCI, public cloud, or hybrid cloud to most cost effectively meet your strategic needs.	Output will be to produce an actionable strategy report with recommendations, next steps and a high-level plan to arm your business with future clarity and a cost-effective approach.

## Is this service right for you?

Our VMware Advisory Service has been designed to assess your current VMware licensing and usage and provide you with a strategic roadmap to optimise your investment and align it with your business goals. Our experts can help you understand the implications of the Broadcom acquisition, compare different licensing models and options, identify potential savings and efficiencies, and recommend the best way forward for your VMware strategy.

For more information about our solutions please contact your Insight Account Manager.

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**Insight** 