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## What's Next for Your Virtualization Strategy? Five Considerations to Guide Your Next Steps

Following Broadcom's acquisition of VMware, businesses are faced with a dramatically altered landscape in IT and virtualization management. This transition has initiated a series of changes impacting customer operations and IT budgets significantly. According to Gartner, the new pricing model is causing many companies to evaluate more cost-effective alternatives to VMware. Reliable support is also a critical concern, particularly for smaller organizations that need more robust and responsive support services, which community forums or email support may not sufficiently provide.<sup>1</sup> Additionally, concerns about the synergies between the two companies and potential impacts on software licensing terms and conditions have also emerged.<sup>2</sup> But the consolidation of services and technologies under Broadcom's management strategy makes it harder to switch to other providers without incurring high costs and operational disruptions.

Meanwhile, AI is revolutionizing the landscape by automating complex processes and enhancing the efficiency of virtual environments. This advancement offers a pivotal opportunity to reexamine and reevaluate your technology strategy through a broader lens.

Given the recent developments, you, like many others, may find yourself at a crossroads: do you continue with VMware, adapting to its new pricing and policies under Broadcom, or explore other technology platforms that may offer more flexibility and potentially lower costs, despite the challenges of moving away from these integrated systems?

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# FIVE KEY CONSIDERATIONS TO GUIDE YOUR NEXT MOVE: REEVALUATE AND REEXAMINE YOUR TECHNOLOGY STRATEGY THROUGH A BROADER LENS

## Key Considerations to Guide Your Next Move:



**Assess the financial impact:** While cost isn't the only factor in your decision, it is a critical one. The cost implications of Broadcom's acquisition of VMware cannot be understated. In fact, many customers have reported as much as a 10X price increase as a result of the move.<sup>3</sup>

According to Gartner, nearly 50 percent of IT professionals cite cost as a primary factor when considering alternatives to VMware.<sup>4</sup> Start your decision-making process with a detailed assessment that quantifies the changes. From there, evaluate the ROI of your current VMware setup to determine if the increased costs are justified by the ongoing benefits and performance you expect to receive.



**Explore alternative virtualization platforms:** Look at your virtualization strategy through a holistic lens to ensure it aligns with your IT requirements, broader budgetary constraints, and strategic goals. When reviewing other virtualization platforms, consider factors like compatibility with your existing infrastructure, software, migration costs, features, and long-term benefits. As you narrow down your options, test the alternative platforms in a controlled environment to better understand the feasibility and performance before committing to a full transition.



**Consider a container-based approach:** Containers offer quick provisioning and deployment, which has been shown to reduce overhead and improve resource efficiency. In fact, according to a worldwide survey of DevOps

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# FUTUREPROOF FOR RESILIENCE

Engineers, Platform Engineers, and Cloud Engineers, 63% of respondents cite portability and compatibility across environments as a primary benefit of container management, while 45% say it improves resource allocation, and 41% see cost benefits.<sup>5</sup>

Keep in mind that while container management offers notable benefits on a broader scale, you need to evaluate whether it's the right move for your organization. Complete a cost-benefit analysis to determine the practicality of shifting your applications to container setups. Compare the ongoing costs of your current VMware setup with the potential savings from containers, with a focus on reducing resource use and speeding up deployments. This comprehensive analysis will help you understand the economic and operational impacts of transitioning to a container-based system and ensure the decision aligns with your strategic objectives and financial planning.



**Optimize your licensing and subscription agreements with VMware:** If you decide to continue with VMware, explore ways to optimize your licensing and subscription in light of the new changes. Take advantage of VMware's monitoring tools to closely monitor and manage your usage to identify and eliminate unnecessary software bundles or underutilized resources. A smaller VMware footprint means a smaller hit to your budget. Also consider implementing dense server configurations, consolidating resources into fewer, more powerful servers. This not only makes your data center more efficient, but also reduces overall costs related to energy, maintenance, and VMware licensing fees.



**Look into a hybrid cloud strategy to control costs:** A hybrid cloud model, which combines private and public cloud environments, offers an agile and cost-effective solution that aligns with the evolving demands of modern IT infrastructure. This approach provides flexibility to integrate various virtualization technologies from different vendors, leveraging the best features of each according to workload requirements. Consider factors such as scalability to handle growth, the need for robust security to protect sensitive data, and the ability to manage costs dynamically in response to changing business needs. As you navigate the complexities introduced by Broadcom's acquisition of VMware, futureproofing your IT infrastructure becomes increasingly critical. It requires more than a knee-jerk reaction to the current virtualization environment; it demands a long-term strategy that integrates emerging technologies like AI, advanced analytics, and automated management systems.

For a high-performance and flexible infrastructure solution, Ergonomic Group offers Dell PowerFlex because it offers diverse virtualization and container platforms for a seamless transition. Through successful PowerFlex deployments at a leading health care provider, Ergonomic Group, a Dell Titanium partner, demonstrates deep expertise in implementing Dell solutions, ensuring your infrastructure is resilient, future-proof, and optimized for growth.

Despite the upheaval and concern the acquisition created, it also serves as an ideal opportunity to take stock, evaluate your current technological assets, and strategically plan for a robust, adaptable future. This is a pivotal moment to reassess your IT roadmap, ensuring it is aligned with future industry trends and capable of leveraging new innovations to enhance operational efficiency and competitiveness.

Not sure where to go next or how to fully explore the steps noted above? Ergonomic Group can guide you towards a more sustainable and innovative future in the ever-evolving IT landscape.



## About Ergonomic Group

The Ergonomic Group, Inc. (EGI) is a privately held, woman-owned company that creates innovative solutions to help businesses solve complex challenges, capitalize on opportunities, and elevate their business to new heights. Boasting a 99% customer retention rate across the financial services, healthcare, government and education, media and entertainment, life sciences, and utilities industries, we bring more than four decades of experience and knowledge to develop powerful solutions using transformative technology. As an award-winning top 50 VAR, Ergonomic Group is known for its strong 'digital immune system,' innovative technology solutions, and hands-on support that help customers maximize their performance, scalability, and efficiency.

1 <https://www.layerstack.com/blog/navigating-vmware-alternatives-how-to-choose-a-virtual-platform-for-the-long-run>

2 <https://www.spglobal.com/marketintelligence/en/news-insights/blog/dont-break-vmware-customers-ask-of-broadcom-in-our-new-digital-pulse-survey>

3 <https://www.layerstack.com/blog/navigating-vmware-alternatives-how-to-choose-a-virtual-platform-for-the-long-run>

4 <https://www.storagereview.com/review/evaluating-vmware-alternatives-in-a-post-broadcom-world>

5 <https://www.statista.com/statistics/1127608/benefits-of-containertechnology/#statisticContainer>

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