Life After VMware

The Hypervisor Wars Part II

MAVENSPIRE CAN HELP YOU PLOT A COURSE THROUGH THE DYNAMIC ECOSPHERE THAT IS TECHNOLOGY.

VMware's dominance in small to medium sized IT organizations is waning. Licensing headaches, forced migrations, or new ownership have left you wondering if "Plan B" was ever really in the plan. The cloud-first world demands flexibility, and you're stuck asking yourself: "Do I pivot, re-platform, or panic?"

WE ARE A TRUSTED PARTNER

Mavenspire is a technology advisor firm with decades of experience. We can help you evaluate how your organization uses VMware currently, what changes are needed to long term success, and can distill the multiple path to success to a few simple choices.

Platform Thinking

Broadcom has embraced platform thinking - its not about one product anymore, its about an ecosystem that provides end to end operations. If VMware Cloud Foundation can meet your mission goals, then why not? Not your jam? Look to AWS, Microsoft, Redhat, or Nutanix for other possibilities.

What is Old is New (Again)

Broadcom has changed their billing model to align to a utility subscription model. They are not the only one who has made this change, but it sure had an impact to suddenly pay per core (vs socket) and to get a per GB charge on vSAN capacity. If your looking for ways to control economics, 3-2-1 architectures and storage arrays are looking mighty good right now.

We Believe In Choice

The Hypervisor wars live again and contrary to popular belief there are alternatives to VMware. The market has platform players and virtualization solutions - figure out which model fits your need and then explore offerings from Scale Computing, Virtuozzo, and open source solutions like Proxmox.

Bundles & Subscriptions & Support - Oh MY!

Broadcom has consolidated their offerings into bundles. These bundles intend to simply the process of purchasing subscriptions by including all the pieces needed in one SKU. As time has gone by, Broadcom has relented to market demands and expanded the possibilities beyond the original VCF/VVF options. If you are looking for automation, security, and hybrid cloud operations, then the bundles make a lot of sense. If you just want to virtual 12 machines, they will challenge you.

WAIT - We Pay for Storage?

Hyper Converged technology had many advantages over 3-2-1 architectures. The automation, the lego-like scaling, and in VMware's case - no more need to buy SAN storage. Software defined storage has evolved and the options are endless, but Broadcom has demonstrated what happens when proprietary offerings suddenly have unexpected charges.

What is in a CPU?

Mavenspire like many other providers designs solutions for growth and scalability over time. An advantage that VMware enjoyed over other solutions was pricing based on socket vs core. Socket pricing meant that you would maximize cores in every solution built "just in case" you needed to support something new down the road. Broadcom's licensing change makes this practice expensive - and retroactive to hardware already in use. Do you buy new hardware to reduce software cost or do you accept the higher tolls?

Managed Service

Mavenspire has managed offerings to offload some of the most difficult and intensive tasks in IT operations.

Recovery

Goal - Get back to work (even after a catastrophe) Combining backup, data security, and disaster recovery into one turn-key service

Secure

Multi-layer program addressing: Threat Detection, Risk Mitigation, Identity Management, Device & Firewall Management, and Employee Awareness

FaaST

Performance management of Applications, Infrastructure, and Networks

CommanDaaS

✧ Data Governance
✧ Self-Service / Automation
✧ Compliance

Adaptive

Mavenspire is adept at "Filling the Gap". We are often asked to take parts of our offerings to offload and fill in gaps for our clients