

WHITE PAPER

# CloudBolt insights: Evaluating your options beyond VMware



**CLOUDBOLT**  
The cloud ROI company™



## Overview

It's a tale as old as time. A popular software company is acquired by a giant (to the dismay of its millions of users) and soon after, the company is left gutted. The new overlords quickly layoff entire teams, remove key features, raise prices, and discontinue popular products, leaving users with a gaping hole where a beloved app or a software used to be.

Near the end of 2023, millions of users waited with abated breath to see if Broadcom's \$69 billion acquisition of VMware would mean the same story for VMware, and sure enough, within a few months, the VMware everyone knew and loved as a part of their cloud stack was now a shell of its former self.

In this whitepaper, we discuss what the top concerns are for current VMware customers, some common options available for current users looking to migrate away, and the pros and cons of each option.

# Disruptive changes to VMware under Broadcom



## Product disruption

Discontinued perpetual licenses and product lines, forcing subscription mode.



## Ecosystem disruption

Ending partner program and performing massive layoffs across teams.



## Customer disruption

Seized control of estimated 2,000 top VMware accounts.

## Top concerns for VMware customers

Broadcom's acquisition of VMware has raised several concerns among VMware customers. The hardware-focused company's history of price hikes, bundling tactics, and poor customer support has many enterprises worried about the future of their VMware investments. Additionally, Broadcom's past security breaches and lack of innovation in software development are causing some customers to question the long-term viability of VMware's products under new ownership.

- ✓ Price increases due to Broadcom's history
- ✓ Forced packaging of unwanted products
- ✓ Reduced innovation and fewer new features
- ✓ Loss of quality customer support
- ✓ **And this is just the start...**

## What now?

Technology leaders must carefully **weigh the benefits** of VMware's products **against the risks** of Broadcom's ownership in terms of cost, support, innovation, and continuity.

Proactive evaluation of cloud migration and alternative solutions can help determine the **best path forward** in this time of **disruption and uncertainty**.

# How we can help

## CloudBolt solutions

**CloudBolt helps organizations be more efficient, agile, and value-driven in the cloud.** CloudBolt is the leading solution for advanced hybrid cloud automation, orchestration, and financial management. Designed to support IT delivery on a global scale, CloudBolt provides unrivaled Hybrid Cloud Management and Cloud Financial Management solutions that enhance every stage of IT delivery.



### Cloud Financial Management

Financial dashboards  
Self-service reporting  
Automated optimization  
Budgeting and forecasting  
Allocation and chargeback  
Cloud commitment management

Learn more >>>



### Cloud Fabric Orchestration

Modern cloud experience  
Citizen development  
Paved roads  
Day two orchestration  
Technology integration  
Unified hybrid cloud

Learn more >>>



### Augmented FinOps

Natural language interaction  
Adaptable financial policies  
Maturity baselining and scoring  
Workload placement  
Advanced financial orchestration  
Extend FinOps to any cloud

Learn more >>>

## Common options for migration from VMware

In light of Broadcom's updated licensing changes in the vCloud Foundation Suite, customers are left with a limited number of options if they are dissatisfied with increased pricing and inflexible licensing models.



1. Stay with VMware
2. vSphere Foundation
3. Replace VMware stack
4. Shift to cloud native

There are pros and cons for each option. Depending on your specific requirements, you may find that your strategy to move forward falls in to one or more of the following options.

# Option 1

## Stay with VMware

Accept the VMware Cloud Foundation uplift in licensing, or if you aren't using any capabilities under the VMware Cloud Foundation stick with the vSphere Foundation licensing.

### Benefits

- If already on VCF - pricing is supposed to decrease according to marketing.
- Leverage existing investments in the VMware ecosystem.

### Risks

- If not invested in the entire vCloud Foundation ecosystem, or your use cases don't require the entire vCF stack, you risk paying for a lot of Shelfware that you will never use.
- Increased cost for non-needed capabilities.
- Vendor lock-in at all areas of the datacenter stack.

	vSphere Foundation	VMware Cloud Foundation
Compute	<p>VMs - vSphere Enterprise Plus</p> <p>Containers - Tanzu Kubernetes Grid</p>	<p>SDDC Manager</p>
Storage	<p>vSAN Ent - 100GB/Core</p>	<p>vSAN Ent - 1TB/Core</p>
Management	<p>Aria Operations (On-prem only)</p>	<p>Aria Operations Enterprise</p> <p>Aria Automation</p>
Networking		<p>NSX Enterprise Plus</p> <p>HCX Enterprise (migration)</p>

# Option 2

## vSphere Foundation

Pare back to vSphere Foundation, reduce reliance on VMware for other surround solutions.

### Benefits

- Maximize existing investments in technical skill sets.
- Cost Reduction/Avoidance.
- Increased interoperability across the hybrid cloud.
- Vendor lock-in avoidance.
- Continue leveraging existing third-party tools for backup, DR, etc. with vSphere.

### Risks

- Migration to new systems takes time.
- vSphere Foundation Licensing may still be cost ineffective for your organization.

	vSphere Foundation	Replace needed capabilities with cost effective, cloud ready alternatives
Compute	<div style="border: 1px solid black; border-radius: 10px; padding: 5px; margin-bottom: 5px;">VMs - vSphere Enterprise Plus</div> <div style="border: 1px solid black; border-radius: 10px; padding: 5px;">Containers - Tanzu Kubernetes Grid</div>	
Storage	<div style="border: 1px solid black; border-radius: 10px; padding: 5px;">vSAN Ent - 100GB/Core</div>	
Management	<div style="border: 1px solid black; border-radius: 10px; padding: 5px;">Aria Operations (On-prem only)</div>	<div style="border: 1px solid black; border-radius: 10px; padding: 5px;">Self-Service Automation (CloudBolt)</div>
Networking		<div style="border: 1px solid black; border-radius: 10px; padding: 5px;">Virtualized Networking</div>

# Option 3

## Replace VMware stack

Keep appropriate workloads in the datacenter, replace the entire VMware Stack. This could be fully private cloud, or a hybrid cloud approach where well qualified workloads are shifted to the public cloud when it makes sense.

### Benefits

- Leverage existing investments in the datacenter.
- Start to shift some workloads to the public cloud.

### Risks

- Large migration.
- Skills gap on new technologies.

No VMware products	
Compute	<div style="border: 1px solid black; border-radius: 10px; padding: 5px; margin-bottom: 5px; text-align: center;">Virtualization</div> <div style="border: 1px solid black; border-radius: 10px; padding: 5px; margin-bottom: 5px; text-align: center;">OnPrem Containers</div>
Storage	<div style="border: 1px solid black; border-radius: 10px; padding: 5px; text-align: center;">HyperConverged Storage</div>
Management	<div style="border: 1px solid black; border-radius: 10px; padding: 5px; margin-bottom: 5px; text-align: center;">Self-Service Automation (CloudBolt)</div> <div style="border: 1px solid black; border-radius: 10px; padding: 5px; text-align: center;">Monitoring Solution</div>
Networking	<div style="border: 1px solid black; border-radius: 10px; padding: 5px; text-align: center;">Virtualized Networking</div>

# Option 4

## Shift to Cloud Native

### Benefits

- No longer held to potential Broadcom licensing agreements, increased organizational agility.

### Risks

- If done incorrectly, can drastically increase cost, skill sets need updating, steep learning curve, complexity. Industry, compliancy requirements may make this more challenging.

	Cloud Native
Compute	
Storage	
Management	<div style="border: 1px solid black; border-radius: 15px; padding: 5px; display: inline-block;">Self-service Automation (CloudBolt)</div>
Networking	

# CloudBolt Cloud Financial Management: A direct replacement for CloudHealth

CloudBolt Cloud Financial Management provides granular visibility across various clouds and services. Our platform offers comprehensive insights, from cost optimization to governance, ensuring you have the necessary information needed to make informed decisions. Additionally, CloudBolt's user-centric approach, unified multi-cloud management, and holistic platform make it an upgrade rather than just a replacement. Choose CloudBolt for a future-proof, intelligent, and user-friendly cloud management experience—we're committed to supporting you every step of the way.



## Here's why you can trust CloudBolt during this transition:



### CloudBolt Cloud Financial Management

Our platform empowers you with intelligent insights to optimize costs, improve governance, and build a robust FinOps practice. Let's dive into the specifics:

- **Simplify financial management:** Report spend by cost center, drive financial accountability against budgets, and find ways to optimize your cloud spend.
- **Streamline operations:** Create custom policies that automate daily cloud operations, speed decision-making, and reduce risk.
- **Strengthen security & compliance:** Visualize and investigate misconfigurations weighed against industry compliance standards.



### The intelligent choice

CloudBolt fills the gaps that hold back the FinOps framework. Our flexible, automated approach transforms fractured financial operations into a strategic advantage at enterprise scale. We empower your technical architects and engineers to thrive.



### Unified multi-cloud management

CloudBolt acts as a single pane of glass, aggregating data from leading cloud providers, including AWS, Azure, GCP, and VMware. You gain true visibility, accountability, and value creation across your clouds.



### Augmented FinOps

CloudBolt is paving the way for Augmented FinOps - the introduction of AI/ML in to your FinOps lifecycle to ensure that you can approach new cloud cost challenges in a proactive and automated manner.

## It's no secret...

The recent developments surrounding VMware have left many enterprises searching for reliable, flexible, and cost-effective alternatives. Transitioning from VMware doesn't mean settling for less. CloudBolt solutions not only match but exceed the capabilities offered by Broadcom, so you can unlock the true value of your cloud investments. Our flexible pricing ensures cost efficiency. Our visionary roadmap drives continuous innovation. And our exceptional support provides peace of mind. The difference is clear.

Speak with a VMware expert about your migration options today and discover how CloudBolt can transform your cloud journey.

[Learn more](#)

CloudBolt is The Cloud ROI Company™. We are singularly focused on solving the most pressing problem with cloud today: increasing return on investment (ROI). With the introduction of our Augmented FinOps capabilities, CloudBolt is leveraging AI/ML-informed insights and applying intelligent automation and orchestration proactively and retrospectively to make complete cloud lifecycle optimization a reality. CloudBolt enables organizations to realize the full potential of any cloud fabric by closing the "insight to action" gap. By streamlining, clarifying, and optimizing spend and control, we help organizations place value at the center of every cloud decision.

For more information, visit [www.cloudbolt.io](http://www.cloudbolt.io)

