

From VMware to Azure

Take control of the uncertainties

The new licensing model for VMware has drastically increased costs (between 200–1000%). IT leaders are now facing several pressing uncertainties that require careful evaluation:

Budget Shock

Facing a 200–1000% increase in VMware licensing costs due to new per-core subscription packages (VCF).

Renewal Pressure

An imminent renewal date forces a rapid, high-risk decision with incomplete financial data.

Internal Friction

Resistance from skilled employees who are comfortable with VMware makes an objective “like-for-like” comparison challenging.

Strategic Uncertainty

Lacking a clear, third-party analysis of the true cost and effort involved in migrating versus renewing.

Rapid evaluation of VMware with tailored migration roadmap

Discovery, Analysis, Tailored Roadmap Plan, Delivery with Presentation

Stages

Startup and Automatic Discovery

Day 1-2



TCO Analysis and Scenario Modeling

Day 3-5



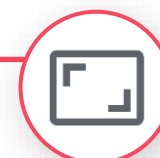
Migration Roadmap and Wave Planning

Day 6-8



Final Deliverables and Executive Presentation

Day 9-10



Key activities

- Kick-off workshop with stakeholders to clarify goals, timelines, and business drivers.
- Implement the agentless Azure Migrate application in your vCenter environment.
- The tool begins collecting VM inventory, performance data, and application dependencies.
- Gather financial data: current VMWare costs, hardware refresh cycles, and operational costs.
- Analyze discovery data to "right-size" workloads based on actual performance.
- Build a comprehensive Total Cost of Ownership (TCO) model over 3 or 5 years.
- Compare three critical scenarios: Keep, Lift & Shift, and Modernize.
- Use Azure Migrate's dependency mapping to group servers into logical "Migration Waves."
- Identify "Quick Wins" (e.g., dev/test) suitable for rapid IaaS migration.
- Identify "Modernization Candidates" (e.g., SQL-heavy apps) for PaaS.
- Identify "AVS Candidates" (e.g., complex, legacy apps) best suited for Azure VMware Solution.
- Consolidate all findings into a final report and executive presentation.
- Deliver a 90-minute presentation session for IT leadership.
- Present the findings, the three TCO scenarios, the high-level roadmap, and our final, neutral recommendation.

Deliveries and results

Executive Presentation

A concise, leadership-focused document summarizing findings, TCO, and strategic recommendations.

Comparative TCO Analysis

The detailed financial model across three scenarios (Excel), allowing you to stress-test assumptions.

Inventory and Dependency Map

Raw data from Azure Migrate, providing a complete inventory and a map of application dependencies.

Tailored Migration Roadmap

A phased plan outlining migration waves, targeted Azure services, and estimated timelines.

