

HEXAWARE

Accelerating VMware Exit to Azure

Aug 2024

IT Infrastructure & Operations

Hexaware Cloud Practice

Significant changes to VMWare licensing after Broadcom acquisition

- Uncertainty in the future of VMWare – layoffs, R&D direction
- Major changes in licensing models, composition of services and pricing
- On premises environments hit as well as VMWare based cloud offerings (e.g. Azure VMWare Solution or other hyperscalers VMWare service) – no extension of VMware cloud services possible
- Major changes to the partner landscape of VMWare – only direct sales from here on, support offerings through partners in the future uncertain

Don't panic - we get your smile back



Cloud Computing is the Solution

Staying on VMware

2x-10x

price increase on VMWare products

2x

increase of overall IT run cost

Switching to a subscription only model

New bundling leads to price increases for existing usage scenarios

Lock in with product uncertainty
And significant price increases.

R&D and innovation potential limited

Lack of Support eligibility for clients not switching to a subscription

Rightsizing potential

Benefit from the speed of innovation

Flexibility and partner landscape

Access to cloud native capabilities

Modernization and automation potential

Hyperscaler support and financial models

Operational capabilities included in the cloud service

80-100%

saving on VMWare licenses

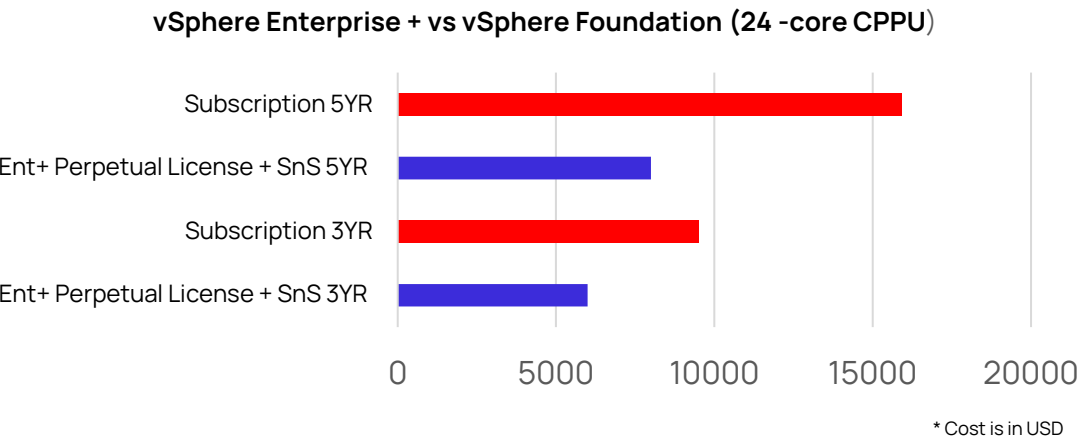
20-40%

additional saving potential

How customers are impacted with VMware Pricing

vSphere Ent+ users estimated to pay more than 2x over 5 years

Standalone vSphere Ent+ is no longer available, requiring customers using DRS and distributed switch features to purchase more expensive bundles. The "vSphere Foundation" bundle now includes VMware vSAN and VMware vRealize, which some customers may not need.



*For additional details regarding the VMware license update, please visit the following link- [VMware by Broadcom Licensing Model - Thomas-Krenn-Wiki](#)

Limitations for customers using vSphere Enterprise+

vSphere Ent+ users must upgrade to new VCF bundles. Features which are not included in VCF

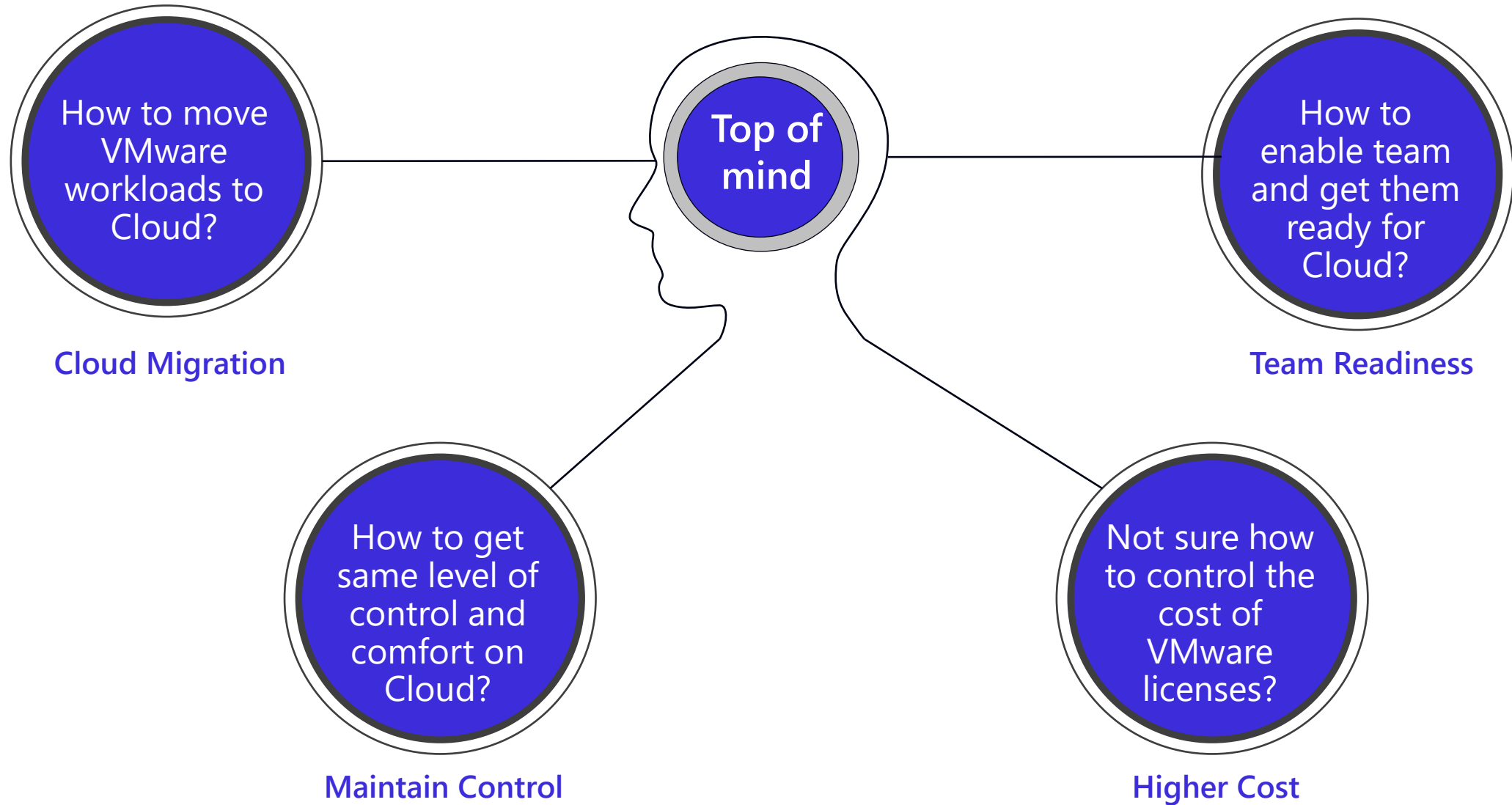
Features	Old VCF	New VCF
Tanzu Kubernetes Grid Service	Included	Included
Tanzu Integrated Service	Included	Add-On
Tanzu Mission Control Essentials	Included	Add-On
Advanced Load Balancer Essentials	Included	Add-On

New pricing for vSAN users

Estimated price difference between an existing vSAN configuration comprised of vSAN Enterprise and vSphere Standard against the new VVF bundle. There's a significant price increase as the system is scaled up.

	Existing vSAN Enterprise + vSphere Standard	New VVF
Base License , 2P *24 cores (total 48 cores)	\$6,000	\$6,480
Capacity upgrade to 50Tib @ \$210/TiB	Included	\$9,450
Total	\$6,000	\$15,930

Top concerns on the minds of customer



Moving to the Cloud

How do I move my workloads?

How do I ensure the operational integrity?

The move to cloud is easier than anticipated
– Take one step after the other



Hexaware's cloud practice has supported clients all over the world to move workloads to the cloud and create an operational setup that is being embraced by the IT teams.

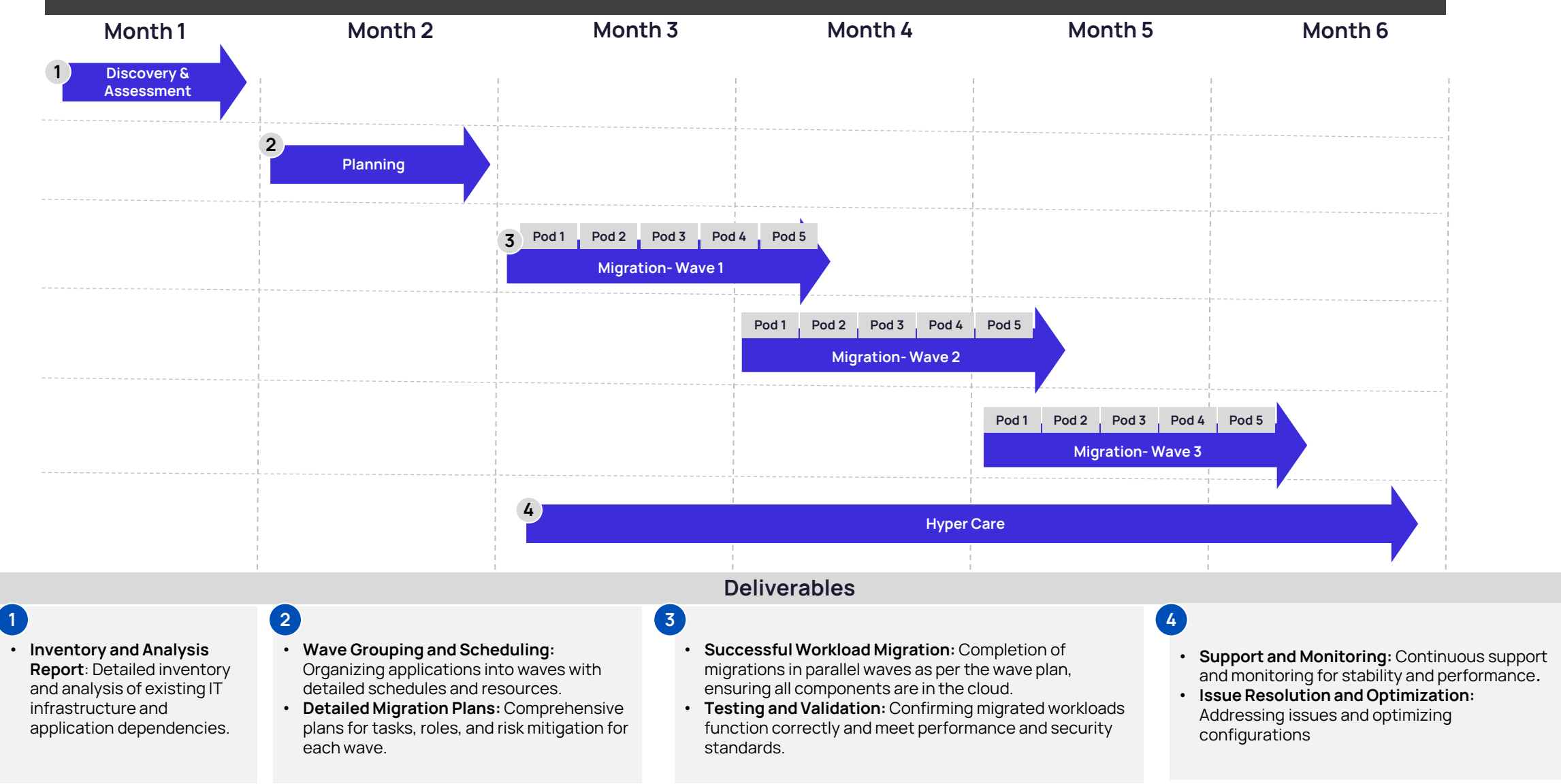
Our assets are our experienced teams, our platforms and solutions and the close collaboration directly with all major Hyperscalers

We do combine quality, scale and velocity to get you to the cloud in the best possible way

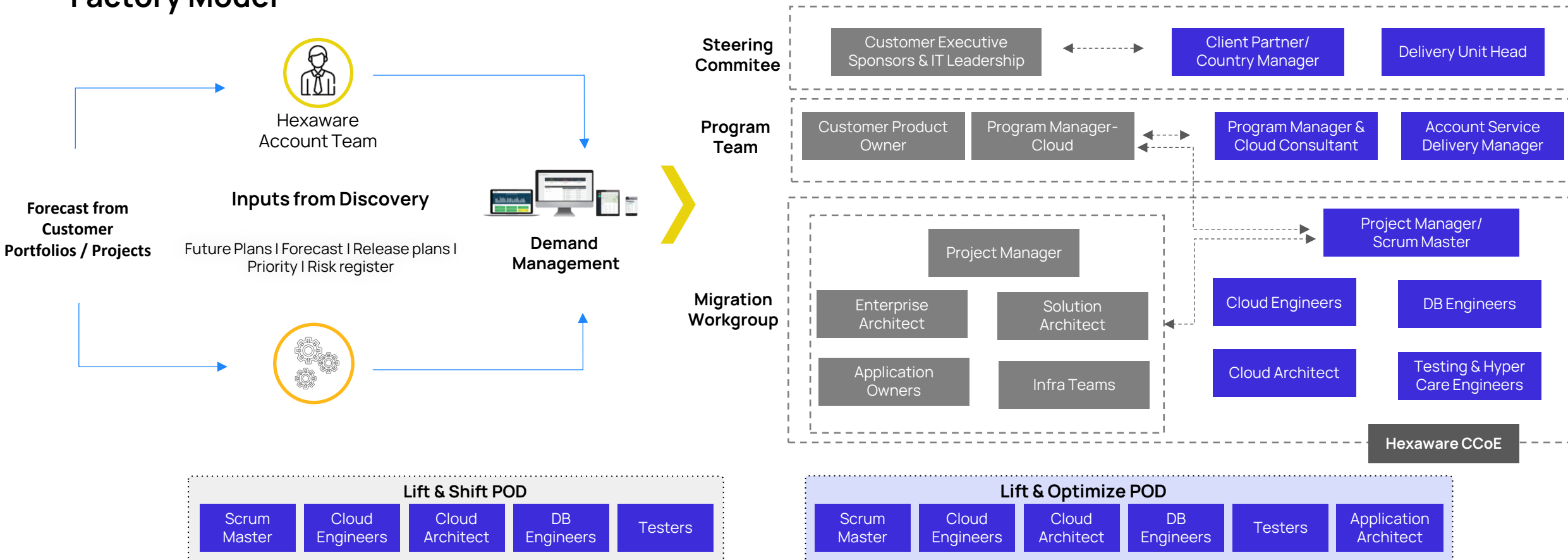
Hexaware's Rapid Cloud Migration Approach



Hexaware's Migration Plan



Factory Model

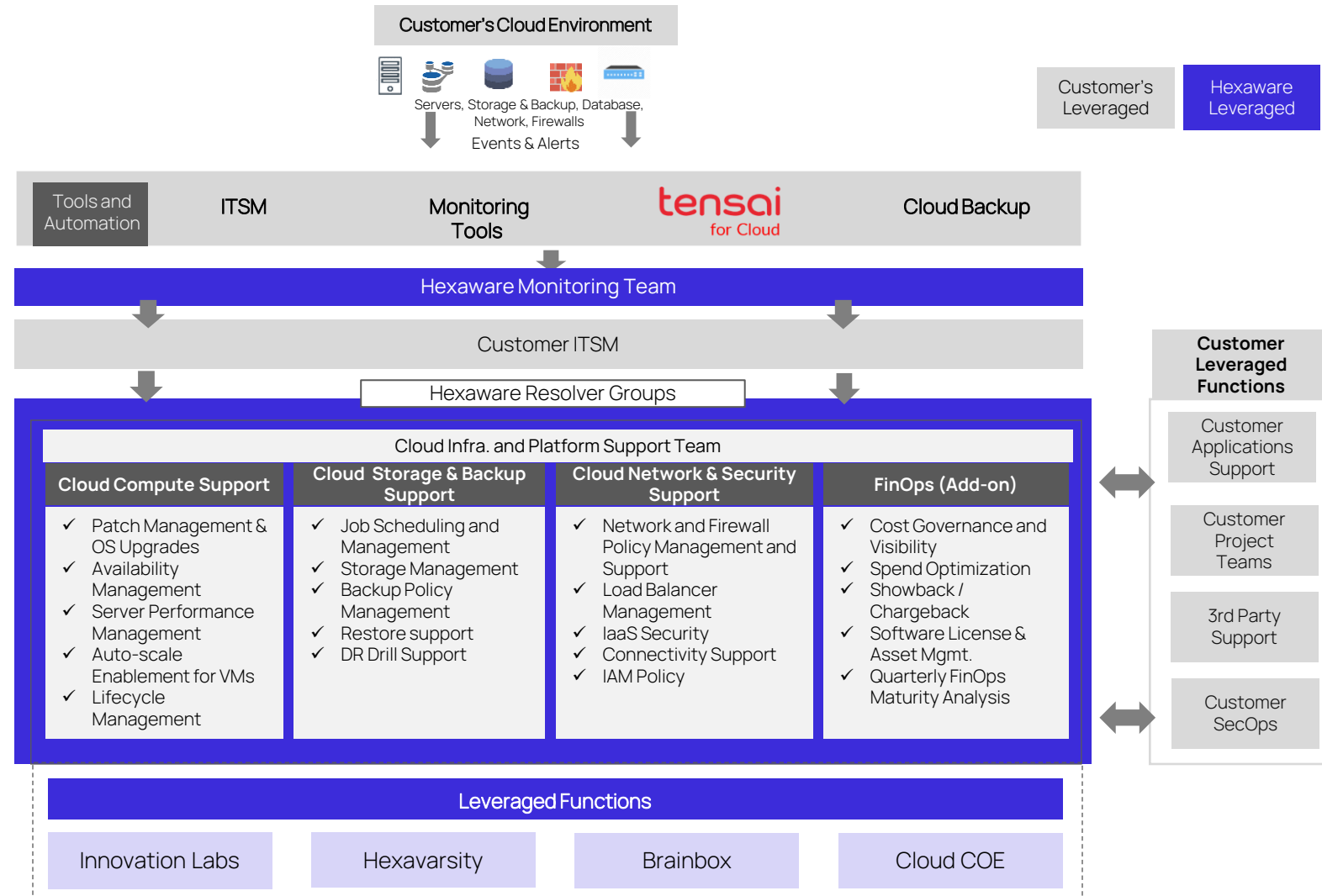


- Roles represent skills within squads not indicative of total team size, all pods will be enabled by Hexaware enabler tribes
- We will help the customer to set up a highly functional, agile cloud transformation unit with foundational squads at no cost within weeks
- Scale, scope and timing for pod readiness will be jointly agreed between Hexaware and customer
- All pod members will go through rigorous onboarding specific to customer to ensure functional, technical and cultural onboarding

Hexaware's Managed Service Offering

Hexaware's Operating Model Cloud Environment Support

- 24x7 Monitoring for Cloud Environment
- Operating System Support and Patch Management
- Cloud Infra. And PaaS Support including
 - Virtual Machines, Storage, Backups & Network
 - Foundation Stack – Landing Zone, Access etc.
 - Cloud Firewall /WAF (Perimeter Security)
- Leverage Hexaware Cloud COE
 - Wellness reviews on periodic basis
- Unified Monitoring and Observability
- Patch Management
- Leverage Hexaware Cloud COE
- Add-On Services
 - FinOps
 - Cloud Security
 - Cloud Resiliency
 - Cloud Workspace



How Hexaware helps customers in achieving objectives for VMware Exit

Microsoft Funded VMware Migration

Benefit from a low-cost transition to Cloud with no upfront costs

Exit Data Center – on time & budget

Proven track record to achieve deadlines with our speedy methodology backed by VMware certified experts

Accelerated Migration

Automated and seamless migration experience powered by Amaze with upto 320 servers per month

Containerization

Opportunities to lift and optimize, reduce technical debt and move to containers driving agility and scalability

Migration Factory Excellence

Large scale VMWare migration with our repeatable and scalable processes to achieve velocity needed

Strategic Partnership

Cost effective migration via our strategic partnership with Hyperscalers and access to funding programs

Hexaware is a leading Microsoft partner

HEXAWARE

300 M

Cloud Services Rev. 2022



60%

Growth in 2022



110+

Customers Globally



6,000+

Certified Cloud
Consultants
20+% Data & AI



2 of the world's largest Airlines companies



2 of the World's largest Air booking distribution Companies



2 of the world's largest Logistics/Transportation firms



One of the World's largest Airlines Telecommunications Provider



Recognitions

- Leader – Managed Services for Azure
- Leader – Microsoft 365 Services
- Leader – Dynamics 365 Services
- Leader – Power Platform Services

Gartner

Hexaware recognized as Visionary
in the 2024 Gartner Magic
Quadrant for Public Cloud IT
Transformation Services.

Gold
Microsoft
Partner



Azure
Expert
MSP



Fabric Featured Partner
Gen AI Elevate Program Member

Microsoft
Solutions Partner

Business Applications
Infrastructure
Data & AI
Digital & App Innovation
Security



Consumer Packaged Goods

Case study: A Fortune 500 beverage company

Accelerated VMware Workload Migration at Scale

- Expedited Lift & Shift migration of VMware workloads to Azure
- Leveraged our proprietary platform Amaze® to orchestrate a seamless migration to Azure Cloud
- Successfully migrated over 1000+ Virtual Machines from VMware environment to Azure in 6 months
- Significantly improved scalability and performance
- Significant reduction in TCO by voiding VMWare renewal

40%

TCO Savings

\$1M

Annual BAU Cost Savings

70%

Reduction in unplanned downtime



Professional Services

Case study: A Leading American Law Firm

Transforming Legacy Systems: A Journey to the Cloud

- Heavy need of robust remote work solution to support attorneys and staff working from home
- Expedited Lift & Shift migration of VMware workloads to Azure
- 7 step migration process Leveraged our proprietary platform Amaze® to orchestrate a seamless migration to Azure Cloud
- FinOps and Resource optimization: transitioning away from costly VMware licenses
- Future-Ready Secure Architecture

70%

Reduction in
RTO & RPO

50%

Time saved due to
automated IaC

30%

Reduction in Security
threats (Old DB & OS)



Thank You

HEXWARE