






# Break The Virtualization Barrier

Move VMware to Azure AVS



# Agenda

-  1 Market Drivers
-  2 VMware Licensing Challenges and Impact
-  3 Four Dimensional Themes to FastTrack Migration
-  4 AI driven VMware to Azure migration powered by LTIM Assets and Platforms
-  5 Success Stories

# Key Drivers for VMware to Azure AVS

## Drive Growth & Innovation



**Enter new markets?**



**Reduce overall cost?**



**Improve revenue growth?**



**Expand your Datacenter?**

## Streamline Your Business Model



**Operational Continuity?**



**Faster Time to Market?**



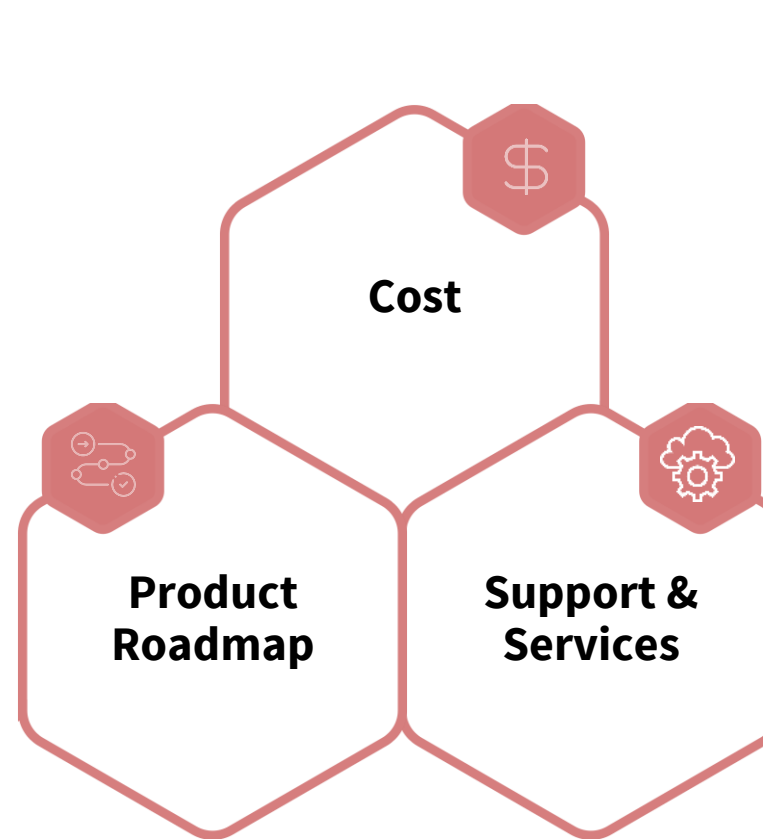
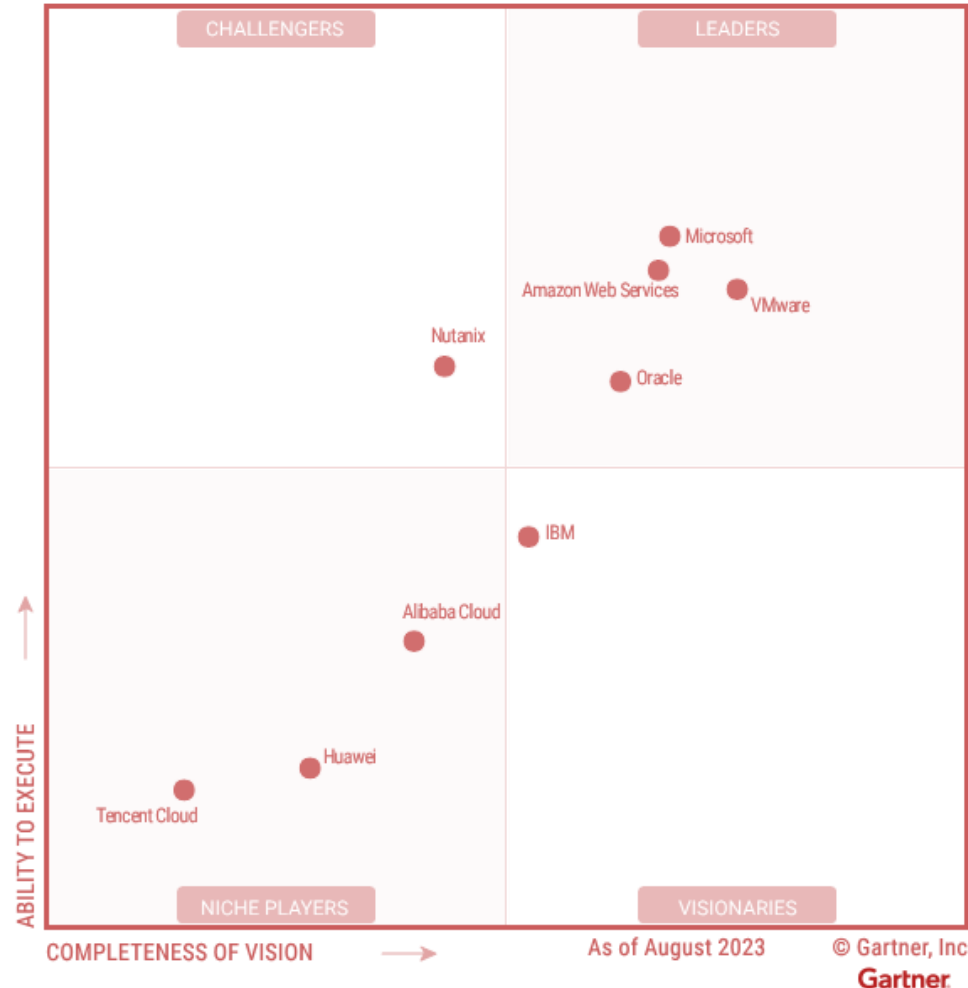
**Consistent Experience?**



**Improve Business Agility?**

# With Broadcom's acquisition of VMware, customers are uncertain...

While VMware is an **undisputed leader** in the Distributed Hybrid Infrastructure space, key changes in Strategy, Licensing, GSI Management and Product roadmap post the acquisition have led to many questions plaguing the customers



**\$14.6 bn**

Market Potential

**74%**

of VMware customers exploring alternatives

Source: [Gartner Community Poll](#) as of December 2024

**95%**

Of new digital workloads will be deployed on Cloud Native platforms by 2025

Source: [Gartner Press Release](#)

# VMware Licensing Changes and Impact



## Licensing Model

- Perpetual license changed to a subscription model impacting long term cost savings
- Per CPU pricing modified to a Per Core pricing
- 2x to 12x increase in licensing costs



## Software Bundles

- Bundle pricing forces customers to pay for unneeded software or features
- Most of the key add on software & features now part of 2 bundles



## Product Roadmap

- Roadmap of several key VMware products is uncertain post the “hiving off” of VMware Horizon VDI product
- Shift from perpetual licenses to subscription-based pricing, potentially impacting long-term SDDC investments and cost predictability



## Support & Services

Clients with Perpetual license, upon the termination of an ELA or active maintenance agreement, will be ineligible to receive future maintenance, necessitating a forced transition to new subscription model



## Top Customer Use Cases for AVS



VMWare Exit



Datacenter Extension



Cloud Migration



Disaster Recovery

# Migrate VMware to Azure AVS Cloud with Minimal Impact

## AI led Cloud Feasibility Assessment



- Environment analysis of Apps, Technology Stack, App Dependencies, Application Profiling leveraging AI led platform like LTIM Insights
- AI generated move groups and wave plans.
- Platform led Cost & Sizing Analysis of inventory
- TCO & ROI analysis

## Architect & Build to realize potential value of Cloud



- Leverage LTM's **high velocity enabler Cloud Elevate Platform** to provision end to end Landing Zone .
- Seamless deployment and delivery of multiple Azure Environments.
- Automation led enforcement of uniform compliance and security standards across Azure Environments

## Risk Free Migration to Cloud



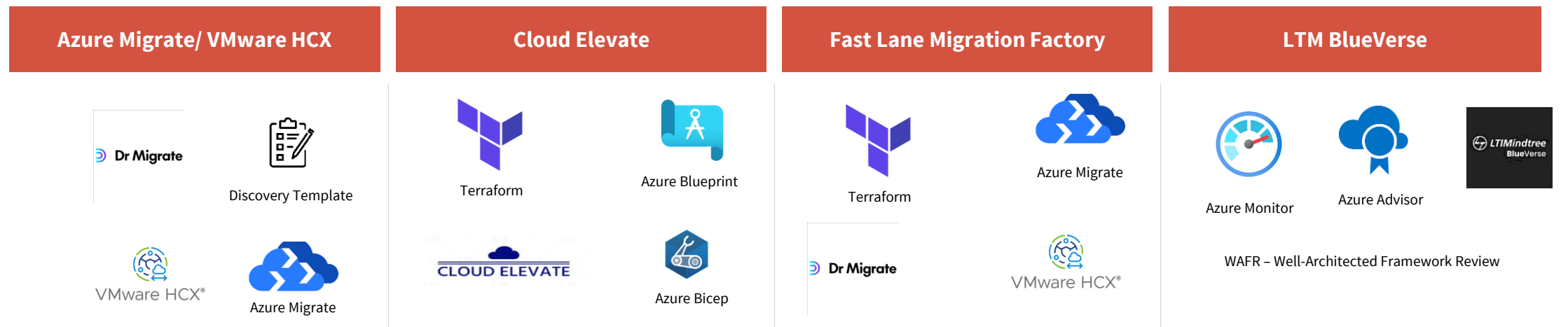
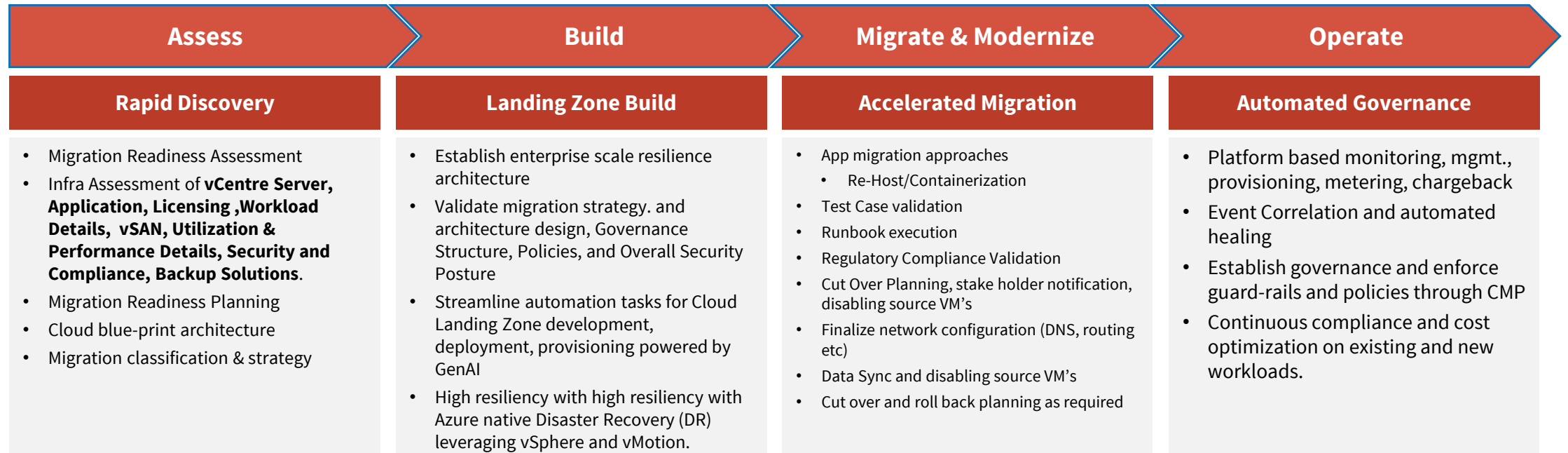
- Workload migration, application mobility, and business continuity between on-premises and AVS environments using **LTIM Accelerators and Ips**
- *Leverage **LTM Accelerator Factory** scale that can accelerate cloud foundation build, migrate at scale and optimize architecture*

## Managed Operations for AVS



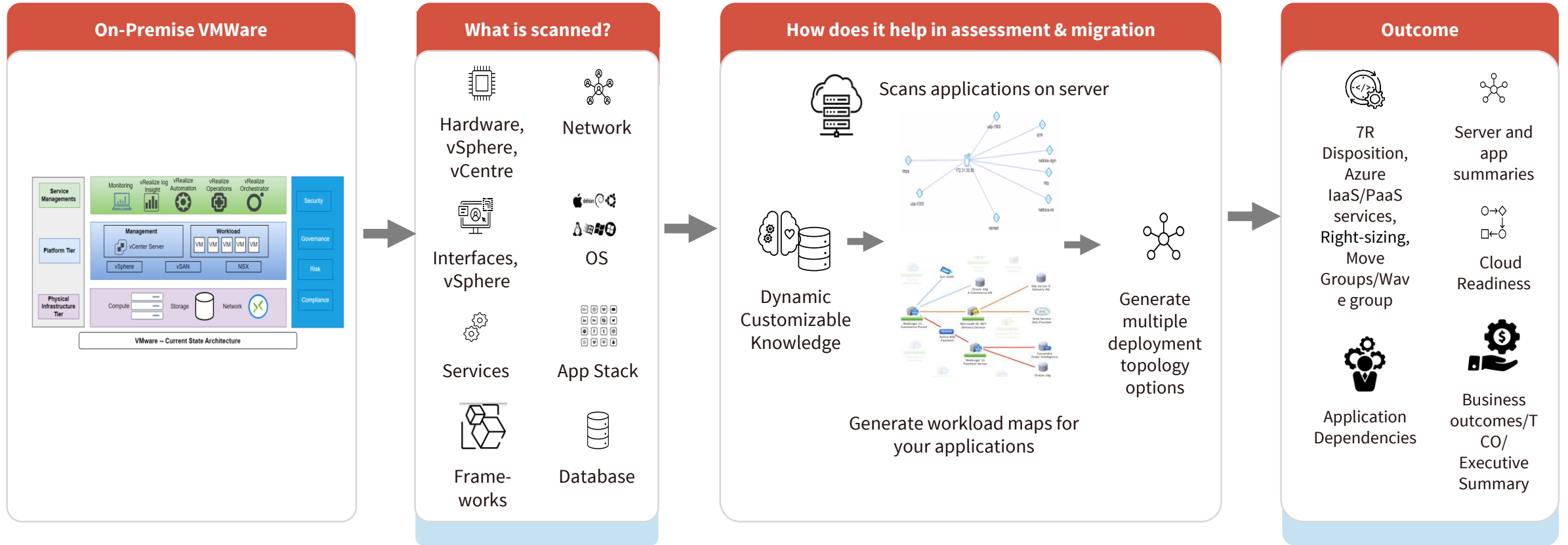
- Unified Operations Model (Application + Infrastructure) enhanced by AI to expedite issue resolution
- **Real-Time AI-Driven Integrated Dashboards** offering precise telemetry-based KPIs for proactive decision-making
- Intelligent AI Agents automating capacity forecasting, infrastructure configuration, proactive maintenance, health monitoring, and remediation to optimize operational efficiency

# LTM's VMware Migration Approach Harnessing AI



# VMware Assessment using Insights

- Automated assessment of all supported Operating Systems, Services, Databases, and Software within the VMware ecosystem.
- It scans all requested Servers, Operating Systems, Database, Middleware, Utilization of various services including Memory, Storage, Network etc.



Optimization and Licensing Assessment

Windows, SQL and Storage

Provide Cost Effective Options

# Assessment phase sample report

### Your Digital Estate

#### Infrastructure View

Assessed Scope: 118 Applications, 982 Servers, 783.6 TB Storage

#### Target Migration Treatment Strategy

#### Optimization Benefits

CPU Reduction: Cores: 6851 to 2297  
 CPU Utilization: 22% to 49%  
 License Core Reductions: Windows: 2553, SQL: 595  
 Memory Reduction: RAM (GB): 23918 to 6405  
 Memory Utilization: 17% to 54%

#### Targeted PaaS Services

Production by Moving to PaaS: 483 Servers

#### Decommission

1 Applications, 2 Servers, 340 GB Storage

### Financials

#### Business Value Analysis

Before	After
On Premise Cost <b>\$3.3M</b>	Cloud Hosting Cost <b>\$1.4M</b>
<b>Annual Savings \$1.9M</b>	

1162 acres of... Additional acreage of forest that would be needed to absorb the difference in emissions compared to remaining on-premise over a 5 year period.

#### Key Savings Breakdown

Right-Size Optimisation	\$1,010K
Reserved Instances	\$15K
Hybrid Benefit & Dev/Test	\$123K
Retire	\$5K

**\$23.4K** Potential annual savings moving Retain servers to Azure

### Mobilisation

#### Wave Planning

Wave	Applications	Servers	Estimated Azure Cost
Wave 1	6	8	\$5K
Wave 2	6	10	\$7K
Wave 3	5	13	\$7K
Wave 4	5	11	\$7K

#### Savings Monthly



**READY**

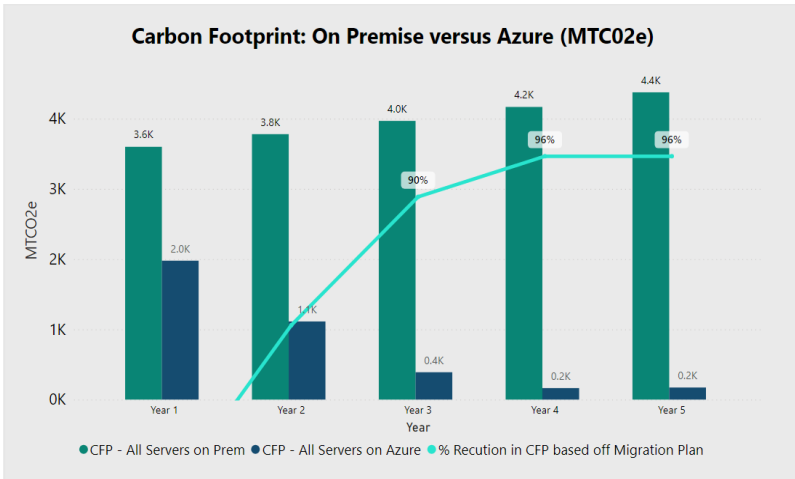
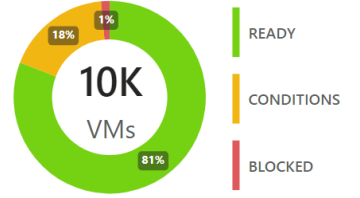
**8142**

**CONDITIONS**

**1783**

**BLOCKED**

**145**



**16,071** MT co2e

The 5-year reduction in carbon footprint by Contoso migrating from On-premise to Azure.

Equivalent to:

- 3,455** Petrol powered passenger vehicles driven for 1 year.
- 3,134** Homes electricity usage for 1 year.
- 5365** Additional acreage of forest that would be needed to absorb the difference in emissions emitted by Contoso from remaining on-premise over 5 years.

# Mobilize - Cloud Elevate backed by GenAI for Landing Zone

Cloud Elevate is a centrally governed, scalable, cost-effective, repeatable and rapid environment provisioning accelerator for VMware on Azure Environment leveraging LTM inbuilt GenAI Integrations

## Key Features



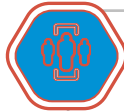
### Foundation Set Up/Augmentation

- Base services and resources needed for every application on Azure as per required structure, blueprint, enterprise level guardrails, policies, monitoring and logging set up.
- Design network architecture and landing zone for environment isolation.
- AI driven conversion of VMware network architecture into Azure VPC constructs.



### Cloud Services

- Services templates for provisioning cloud services using AI with Azure Bedrock services for application workloads such as Lambda, AKS(Kubernetes), Azure EC2, Managed DBs and other services customized for each LOB.
- Enriched with cross cutting deployment needs like Customer - full stack observability set, security configuration, Customer - Policies and Customer - approved parametrized configuration.



### Customized Applications Stack

- 'Ready-to-provision' reference architectures for Azure Function, Azure Storage account etc built by composing the cloud service modules based on the Customer Approved application stack needs.
- Azure Infra creation for Gen AI services.



### Seamless Ecosystem Integration

- Seamless integration with Monitoring and other management tools for Cloud Ops
- Integrated ITSM for event management .
- API Interface integrating with DevOps pipelines for immutable environment provisioning & versioning
- Policy Engine – Govern the cloud infrastructure with custom rules as Enterprise policy set.

## Benefits



**Enterprise Ready Templates  
Customized for Customer**  
75+ ready to use cloud service/stack  
provisioning templates



**~60% manual effort  
reduction**  
in cloud environment  
infrastructure provisioning



**ITSM integrated provisioning  
with CMDB update**  
Reduced operational overhead by  
creating reference architecture  
patterns & self-service provisioning



**Cross-Cutting Solutions**  
for security, operational,  
monitoring and IAM  
integration



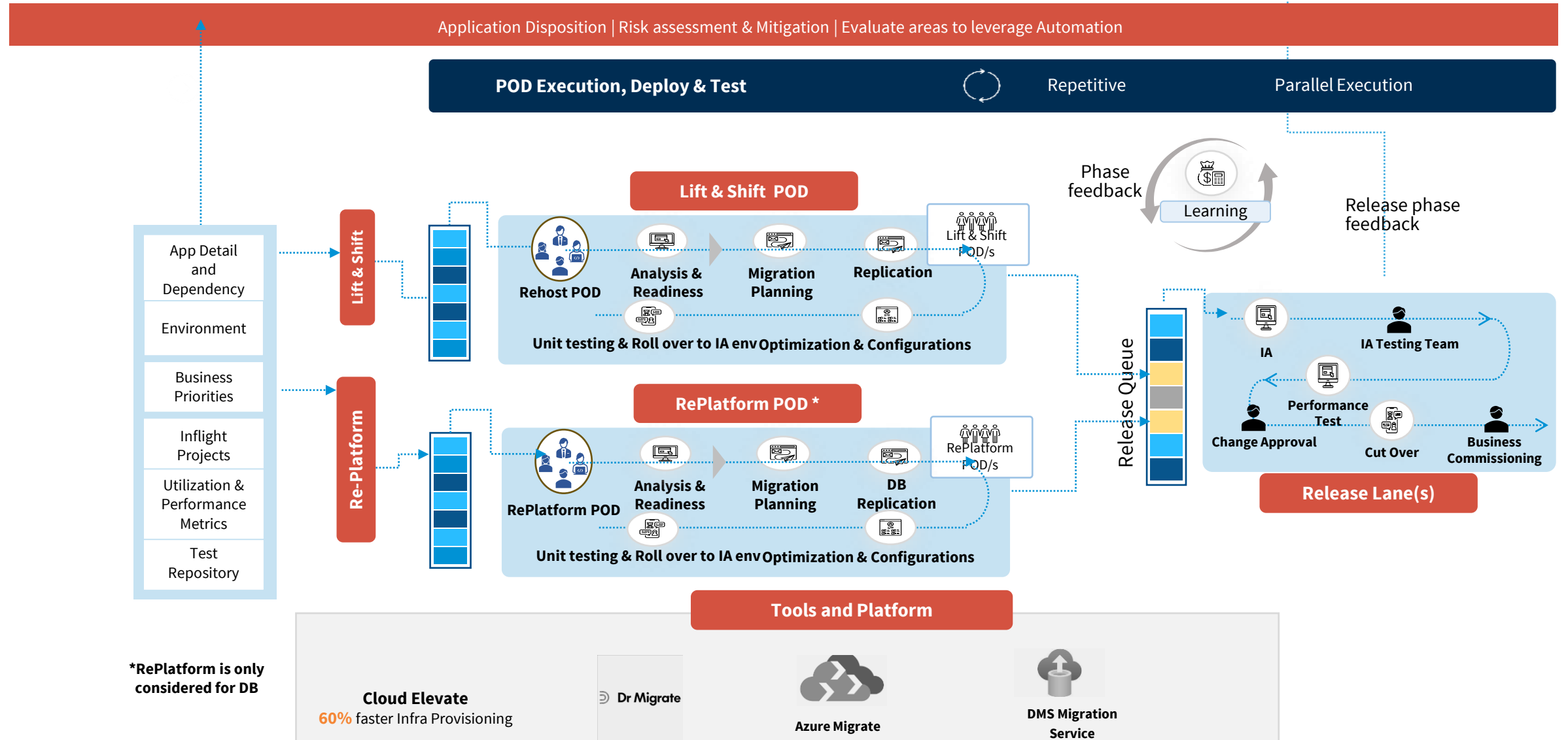
**One Click IaC Solution**  
Automated infrastructure  
provisioning leverage Automation  
and CI/CD stacks



**Cloud Security and  
Governance**  
as per Defined Policy  
standards

# LTM Fastlane Factory Migration

Our Fastlane Migration Factory with Lift and Shift, Lift and Shift Plus lane to accelerate migration, governed by migration office



# LTIM Migration Zero Cost Offering

Microsoft Funding and LTIM Accelerators benefits for Azure VMware Solution

## Assessment



## Build



## Migrate

**Zero cost** for Cloud Assessment leveraging LTIM Infinity Insight/ Dr Migrate Solution. It delivers comprehensive a clear On Prem vs Azure cost comparison helping customer make an informed decision for Azure AVS Migration

Additional benefit by exchanging AVS **Reserved Instances** for other forms of compute

**Azure Hybrid Benefit**, and **VCF** subscription portability to utilize existing VCF subscription and licenses

Leverage LTIM **CloudElevate** to establish enterprise scale level Landing Zone embed with repeatable deployment modules and templates.

Comprehensive Foundational Build to enable customers to migrate their workloads to Azure AVS Solution

Free cost for Landing Zone build and provisioning leveraging LTIM **CloudElevate**

**LTIM** backed **Azure Migrate and Modernize Microsoft** Funding programs for Azure Migration - 10K to 2.5M \$

Free cost migration backed by LTIM CMF (Cloud Migration Factory)

Joint qualification needed for the deal value above **2.5 M**

# Success Stories of VMWare Migrations to cloud

## Datacenter Consolidation/ Migration

US based Insurance  
Broker Firm

### Challenges:

- Multiple Active Directory Forest & Messaging System
- Decentralized Network Connectivity
- High cost and efforts to provision and maintain the on-premise infrastructure
- 295+ geographical locations with 2000+ critical workloads

### Solution & Differentiators:

- Designed Azure Architecture with High Availability and Network Connectivity for 295+ Branch Offices aided with Cisco ASA virtual Meraki Appliance on Azure
- Build and configure Foundation Setup for Azure Infrastructure (Compute, Network, Security, Disk)
- Migrated On-Premise workloads to Microsoft Azure AVS using Azure Migrate / HCX
- Providing Managed Services for Azure workload

### Key Outcomes

- High Availability : Improved high availability and compliance associated with IT Infrastructure
- 45% Increased in Productivity with focus on business
- Automated Site to Site VPN to Azure for 150+ Remote and Branch locations.

## DC Migration to Azure AVS Cloud

American Multinational  
Life Science Firm

### Challenges:

- Data center exit for ~1000 servers with legacy applications
- Highly complex platform due to number of critical transaction being processed, user spread & multiple systems integration
- Multiple service providers and internal IT teams managing platform operations

### Solution & Differentiators:

- End-to-end assessment of Infrastructure including Application Mapping.
- Detailed Migration plan with Zero Business Disruption
- Leveraged LTIM fast lane Migration factory for continuous migrations to Azure AVS
- Implement extreme cloud automation and Cost optimization .

### Key Outcomes:

- Day 1 DR for 284 Production VM having 180 TB of storage & 100 TB CIFS & NFS.
- 40% Reduction in Administrative Overheads
- Automated most of the day-to-day operational services of Azure components.

## Migration to Azure VMware Solution

Leading US based Non-Profit  
Organization into Education

### Challenges:

- Leading pan African banking conglomerate was looking to move cloud due to increase in the licensee cost by Broadcom
- Additionally, there were looking forward to building scalable Enterprise Landing Zone for their micro-segmented environment

### Solution & Differentiators:

- Tool Led discovery of their 1500 VMs, defined Move Groups, Wave Groups
- Designed and Build Enterprise Level Landing inclusive of NVA, Firewall, Backup and Monitoring Solution
- Migration of Windows, Linux, and SQL VMs As-Is to Azure AVS solution ( Bulk, VMotion & RAV)
- Migrated Workloads without any configuration change, retaining IP address with no downtime

### Key Outcomes:

- 20-30% reduction in TCO and standardization of environments.
- 40% reduction in efforts by leveraging LTIM Migration Automation Capabilities

Thank You