

VMWARE ALTERNATIVE LANDSCAPE

A practical comparison for IT leaders

What happened?

Many organizations are now reassessing their VMware platform as Broadcom's changes are shaking up the virtualization world. In November 2023, Broadcom acquired VMware and immediately restructured pricing and licensing in ways that have significantly impacted customers of all sizes.

- Moved to a mandatory per-core subscription model
- Eliminated lower-cost bundles (e.g., vSphere Essentials — discontinued early 2024)
- Reduced partner network from 3,300 to 300
- Resulted in significant annual price increases for many customers

Where Things Stand Today

VMware now offers primarily two bundles — VMware vSphere Foundation (VVF) and VMware Cloud Foundation (VCF) — both licensed per core with a 16-core minimum per CPU and a 72-core minimum per customer. Budgetary quotes are no longer available, and pricing is provided "in quarter" only.

Your Options at a Glance - Eagle Evaluated Alternatives

Currently, Broadcom's VMware is still the most mature platform, and it may make sense for large, complex environments to continue to invest in VMware. Eagle has researched and evaluated the viable hypervisor alternatives in today's market below:

HPE VM Essentials

- KVM-based platform managed by Morpheus;
- Per-socket pricing around \$600/socket/year;
- Best for SMB or mid-market

Nutanix AHV

- Hyperconverged platform
- With strong management
- Similar cost to VMware
- Requires a hardware refresh

Microsoft Hyper-V

- Included with Windows Server licensing
- Ideal for smaller, Windows-centric environments

Azure Local

- Deep Azure integration
- \$10/core/month
- Best for organizations already in the Microsoft cloud

Proxmox VE

- Free open-source
- Lacks enterprise ecosystem support
- Not recommended for production without strong Linux experience.

Eagle's Recommended Options

For many organizations, HPE VM Essentials (VME) could offer the most compelling path forward:

- Per-socket pricing at \$600/socket/year — a fraction of VMware's cost
- Manages existing VMware hosts and new KVM-based VME hosts from a single interface — no "rip and replace" required
- Built-in migration tools to move workloads over time
- Backed by HPE enterprise support, training, and a growing hardware compatibility list
- A three-host VME cluster runs approximately \$1,800/year
- You need to determine whether moving to an alternate hypervisor is the best answer for your organization

Key Questions to Ask Before Making a Move from Broadcom

- When does your current VMware contract expire?
- How many physical cores and sockets are in your environment?
- Do your critical enterprise applications support non-VMware hypervisors?
- What is your organization's Linux/KVM skill level?
- Do you have the hardware to support a parallel migration?

For larger organizations with complex environments, VMware may still be worth renewing – especially when time is needed for a structured migration. Eagle can help negotiate favorable term structures.

Don't Overlook Support

- Regardless of the platform you choose, support continuity is critical. Key risks to evaluate:
 - When does your current VMware contract expire?
 - How many physical cores and sockets are in your environment?
 - Do your critical enterprise applications support non-VMware hypervisors?
 - What is your organization's Linux/KVM skill level?
 - Do you have the hardware to support a parallel migration?

How Can Eagle Help?

Every environment is different. The right path depends on what you own, when your licenses are expiring, and what your workloads demand. Eagle can help you navigate the complexity.

Eagle Technologies is an authorized partner for VMware, HPE, Nutanix, and Microsoft — and one of only 300 partners retained by Broadcom post-acquisition. Additionally, Eagle's regionally based support team provides Level-1 support and lifecycle management for **VMware, Hyper-V, Nutanix, and HPE VM Essentials** — giving you a single point of accountability regardless of platform. Eagle is here to help with:

- Hypervisor analysis and migration blueprints
- Professional services for platform migration
- Ongoing support and lifecycle management

Contact Eagle Technologies to schedule a discussion on your organization's best options.

