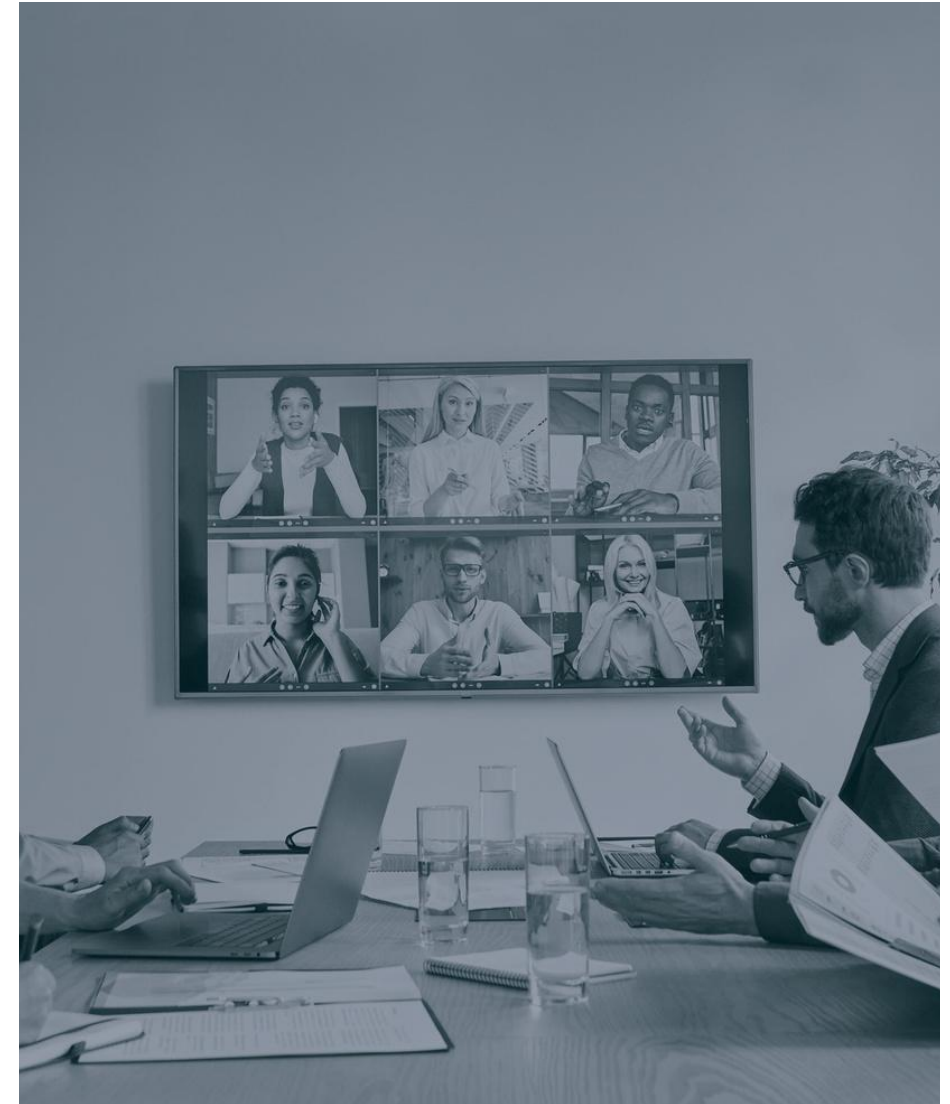# VMware Renewals:
Evaluating Your Options to Make Informed Decisions

eGroup Enabling Technologies

Overview

Goal

Discussion on the current state of VMware and what businesses can do now and for the future.

Agenda

01   **Latest with VMware in 2025**

02   **Migrate to Azure**

03   **BMaaS with Azure VMware Solution (AVS) or Nutanix Cloud Clusters (NC2)**

04   **Modernizing VDI with Azure Virtual Desktop (AVD)**

Housekeeping Items

➢ Let's keep it interactive! Q&A in the chat is welcome.

➢ The presentation and webinar recording will be sent to all registrants.

➢ Our team will be following up with each of you individually. As you will see during this session, there are a lot of opportunities to make the information relevant to your specific needs. We'd also love to hear your feedback!

eGroup Enabling Technologies

together we make IT happen

What We Do

Delivering speed and certainty to your business with comprehensive managed security, managed infrastructure, and implementation services across Microsoft 365, Azure, Data Center and Data/AI solutions.
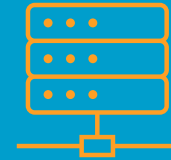
Microsoft 365

- Exchange Online
- OneDrive
- Intune
- Teams
- Teams Phone
- Teams Meetings & Rooms
- Defender for O365
- Defender for Endpoint
- Defender for Identity

Microsoft Azure

- Azure Native
- Azure VMware Solution
- Nutanix NC2
- Cloud Migration
- Hybrid Cloud
- Azure Virtual Desktop
- Cloud Security
- Sentinel
- Cloud DR
- Cloud Backups

Modern Data Center

- Nutanix Hyperconverged
- VMware Virtualization
- Cisco Networking
- Meraki Wireless
- Pure Storage
- Disaster Recovery
- Backup & Immutability
- Horizon & Citrix

Data & AI

- Copilot for Microsoft 365
- Custom AI Solutions
  - Custom Copilots
  - Azure AI Studio/Services
- Data Architecture & Engineering
- Power BI
- Microsoft Fabric
- Power Platform
  - App Development
  - Workflow Automation
- Process Optimization

Organizational Change Management (OCM)

The Power of Partnership

We maintain partnerships with leading industry providers that provide the tools in our toolbelt to provide your business needs to benefit from the outcomes we deliver.

9x Microsoft Partner of the Year

Microsoft 365 Advanced Specialization

Azure Migration Advanced Specialization

Azure Virtual Desktop Advanced Specialization

Azure VMware Solution Advanced Specialization
Microsoft Commerce Incentive (MCI) Workshop Partner

Microsoft Intelligent Security Association (MISA) Member

Microsoft Verified MXDR Provider (**ThreatHunter**)

02

VMware Renewals

Plan your path forward

VMware Licensing Disruption

You Have Options!

Considering how to handle your upcoming VMWare Renewal?

vmware® by Broadcom

RENEW VMWARE
Understand and Optimize VMware Licensing Before Your Renewal

RETHINK VMWARE
Avoid Licensing Disruption and Migrate/Extend With Azure VMware Solution

RE-PLATFORM VMWARE
Migrate to Nutanix's Hypervisor To Avoid VMware Licensing Costs

MIGRATE TO AZURE
Simplify Your Infrastructure and Stop Worrying About Hypervisor Costs

Let's Build A Plan

eGroup | ENABLING TECHNOLOGIES
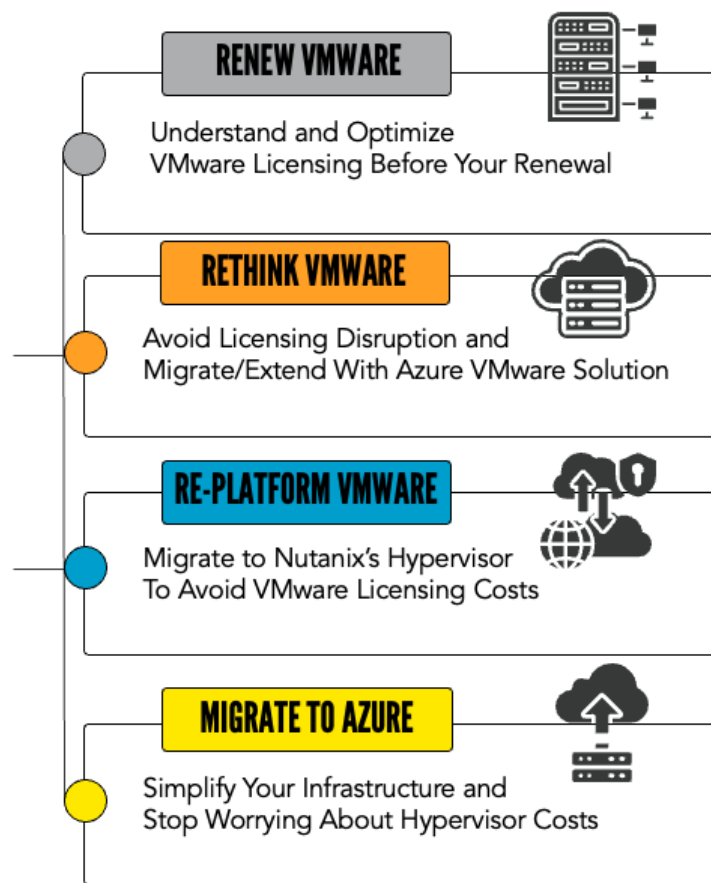
Develop Your Roadmap

Roadmap Development

Alignment of business needs, timelines, & resources to develop the right hybrid cloud strategy. Parallel paths usually yields the best results.

➤ Duration: 2 - 4 Weeks
➤ Your Effort: ~25 hours
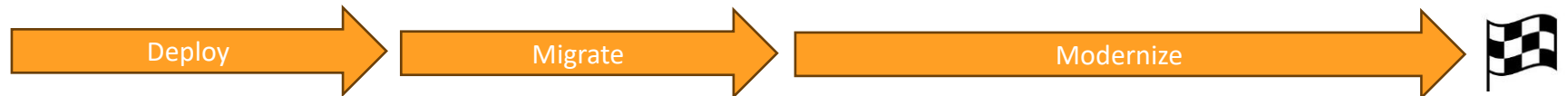
Options and Timelines

Renew VMware

Become more efficient with core counts by ensuring optimization.

Reduce Waste → Procure Licensing → 🏁

Rethink VMware

Move to hosted VMware Solutions like Azure VMware Solution and lock in 1, 3, or 5yr pricing.

Deploy → Migrate → Modernize → 🏁

Re-platform VMware

Rethink the Data Center and migrate to alternative VMware Solutions like Acropolis Hypervisor (AHV).

Assess Current Needs → Deploy Nutanix → Migrate to AHV → 🏁

Migrate to Azure

Mitigate licensing increases by migrating some or all of your workloads to Azure Services.

Design + Landing Zone → Migrate or Modernize → 🏁

VMware Licensing – Decoder Ring Required

- Greatest impact on small/robo clusters & < 16 Core CPUs

- Requirements:
  - 16 cores **per CPU**
  - 72 cores for **new orders per product**
    - Cannot combine across products (EntPlus + VVF + VCF)

- Examples:
  - 2 Hosts with 2 8-Core CPUs = 32 total cores, Licensed for 72 Cores
  - 3 Hosts with 2 8-Core CPUs = 48 total cores, Licensed for 96 Cores
  - 3 Hosts with 2 18-Core CPUs = 108 total cores, Licensed for 108 Cores
  - 5 Hosts with 2 10-Core CPUs = 100 total cores, Licensed for 160 Cores

The Migration Decision Framework

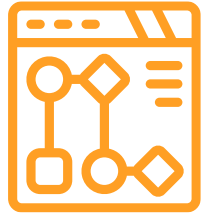| Rehost	Refactor	Rearchitect	Rebuild
Redeploy as-is to cloud.	Minimally alter to take better advantage of cloud.	Materially alter/decompose application to services.	New code written with cloud-native approach.

IaaS

- OR -

Azure VMware Solution
Nutanix Cloud Cluster (NC2)

Containers
PaaS

PaaS
Serverless
Microservices

Hybrid Cloud Roadmap Engagement

Let's assess your current technology landscape against the needs of your business and plan for how you can deliver success far into the future.

Service Opportunities

Azure Migration

Azure Virtual Desktop

VMware & Azure VMware Solution

Nutanix & Nutanix Cloud Clusters (NC2)

Enterprise Networking

Enterprise Storage

Disaster Recovery & Data Protection

ENVISION	ROADMAP	PERFORM
Workshop(s)	**Design + Plan**	**Production**
• Microsoft 365 • Azure Migration • Data Center • Security • Networking • Storage • Disaster Recovery • Data Protection	• Timeline(s) • Budget & TCO • Actionable Plans	• Build • Migrate • Modernize • Execute the Timeline

How do you get it?

Engage eGroup Enabling Technologies or your Microsoft Team to Apply!

03

Migrating to Azure

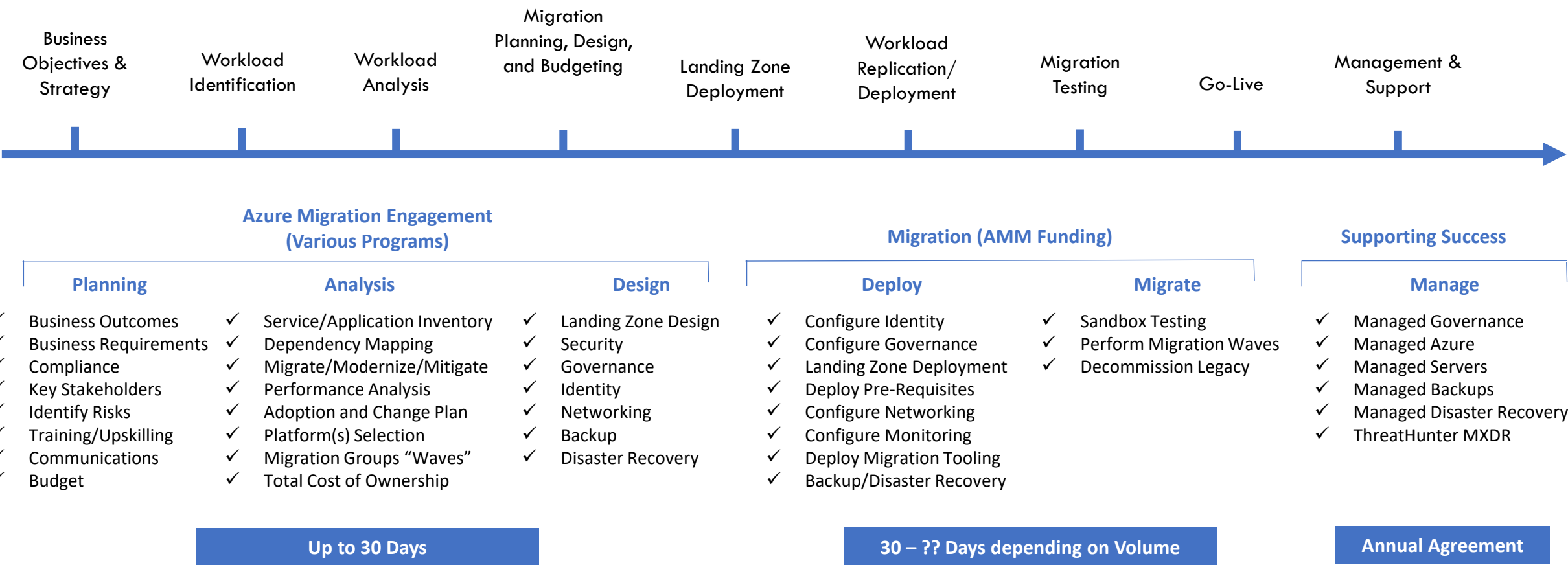How do I plan and execute a migration to Microsoft Azure?
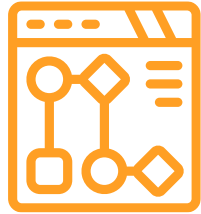
Azure Migration – Plan for Success

The resources, planning, and management you need to get your cloud migration right the first time. Migrate to the cloud with confidence that you can meet any business objective.

AMM – "Azure Migration & Management program" to support Azure Migrations

Business Objectives & Strategy	Workload Identification	Workload Analysis	Migration Planning, Design, and Budgeting	Landing Zone Deployment	Workload Replication/ Deployment	Migration Testing	Go-Live	Management & Support

Azure Migration Engagement (Various Programs)

Migration (AMM Funding)

Supporting Success

Planning	Analysis	Design	Deploy	Migrate	Manage
✓ Business Outcomes	✓ Service/Application Inventory	✓ Landing Zone Design	✓ Configure Identity	✓ Sandbox Testing	✓ Managed Governance
✓ Business Requirements	✓ Dependency Mapping	✓ Security	✓ Configure Governance	✓ Perform Migration Waves	✓ Managed Azure
✓ Compliance	✓ Migrate/Modernize/Mitigate	✓ Governance	✓ Landing Zone Deployment	✓ Decommission Legacy	✓ Managed Servers
✓ Key Stakeholders	✓ Performance Analysis	✓ Identity	✓ Deploy Pre-Requisites		✓ Managed Backups
✓ Identify Risks	✓ Adoption and Change Plan	✓ Networking	✓ Configure Networking		✓ Managed Disaster Recovery
✓ Training/Upskilling	✓ Platform(s) Selection	✓ Backup	✓ Configure Monitoring		✓ ThreatHunter MXDR
✓ Communications	✓ Migration Groups "Waves"	✓ Disaster Recovery	✓ Deploy Migration Tooling		
✓ Budget	✓ Total Cost of Ownership		✓ Backup/Disaster Recovery		

Up to 30 Days	**30 – ?? Days depending on Volume**	**Annual Agreement**

How to Get Started - Azure Migration

Flexible engagements at all stages of your journey to help your business on its Azure Native, Azure VMware Solution or Nutanix Cloud Clusters (NC2) adoption journey

INFORMATION	PROOF	PERFORM
Workshop/Assessment	Pilot	Production
Rapid Migration Assessment (RMA)	Azure Migration Engagement (AME)	Azure Migration
• Business Goals • Workload Analysis • Platform Selection • Total Cost of Ownership (TCO)	• Landing Zone • Application Modernization • Networking • Migration Pilot	• Server Migration • Server Modernization • Data Modernization • Execute Production Plan
1 Week	1-4 Weeks	Varies by Scope

Service Opportunities

Managed Azure

Azure Migration Services

Azure VMware Solution

Nutanix Cloud Clusters (NC2)

How do you get it?

Engage eGroup Enabling Technologies or your Microsoft Team to Apply!

Microsoft Incentives Available

04

Azure VMware Solution

Familiar Environment – Cloud Hosted

What is Azure VMware Solution?

AVS is a comprehensive VMware environment on dedicated Azure infrastructure hardware, built by Microsoft and VMware.

It runs your VMware workloads natively on Azure.

It is sold, operated and supported by Microsoft.

It allows you to migrate on-premises VMs quickly with low risk, using familiar tools and operations.

AVS ensures your costs are stabilized during long term cloud migration efforts.

Microsoft Azure

On-Premises VMware vSphere stack
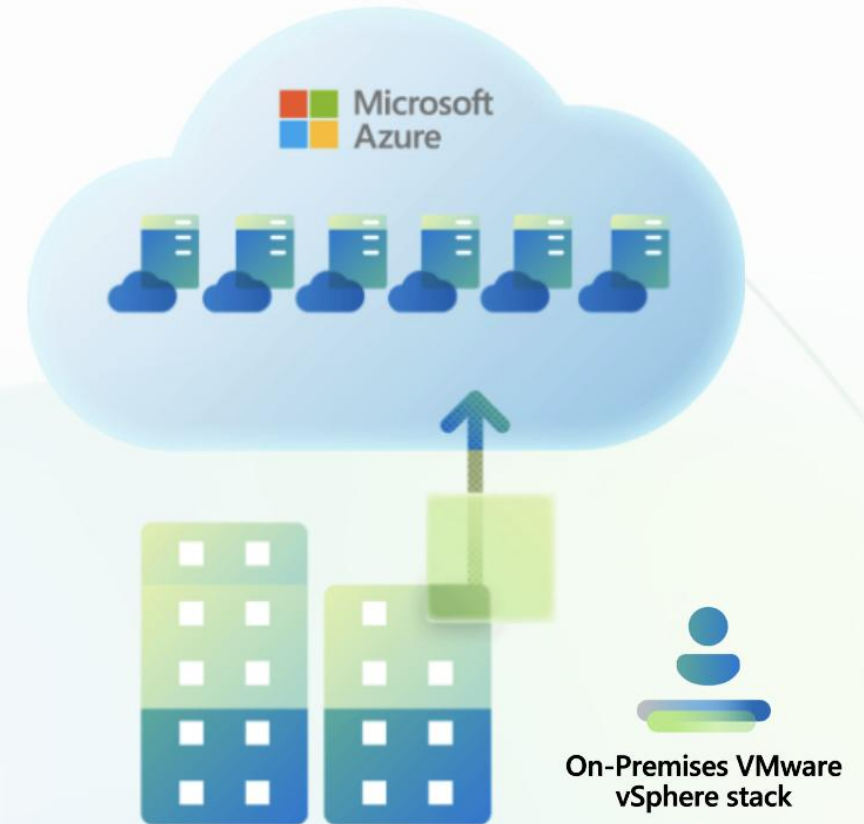
Free Up Resources

On-Premises

Management
Application
Operating System

Hypervisor
Storage
Servers
SAN
Networking
Power & Cooling
Facilities
Real Estate
Extended Security
Updates

Allow resources to spend more time focusing on tasks that add higher value to your organization.

Azure VMware Solution
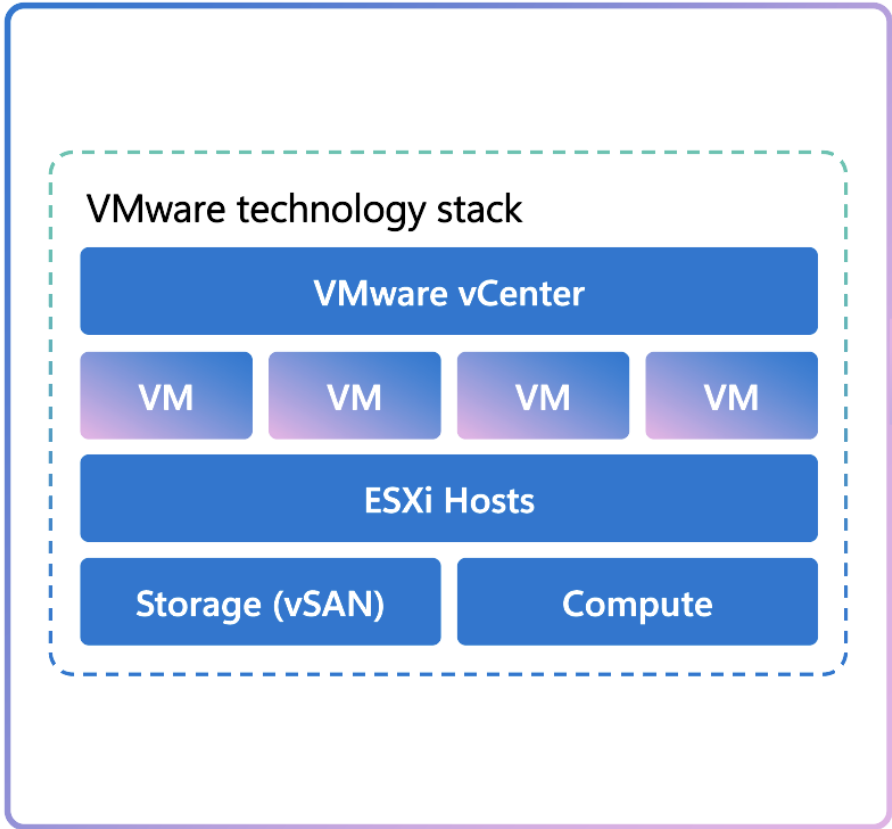
Management

Application

Operating System

You or eGroup Manages

Azure VMware Solution

Azure Manages

Migrate Fast, Global Reach

Your datacenter

VMware technology stack

VMware vCenter

VM	**VM**	**VM**	**VM**

ESXi Hosts

Storage (vSAN)	**Compute**

Migrate using
VMware HCX
(vMotion)

Azure backbone network

Connect via
Azure ExpressRoute
or **VPN**

Azure

Azure VMware Solution

VMware Cloud Foundation (VCF)

VMware vCenter

VM	**VM**	**VM**	**VM**

ESXi Hosts

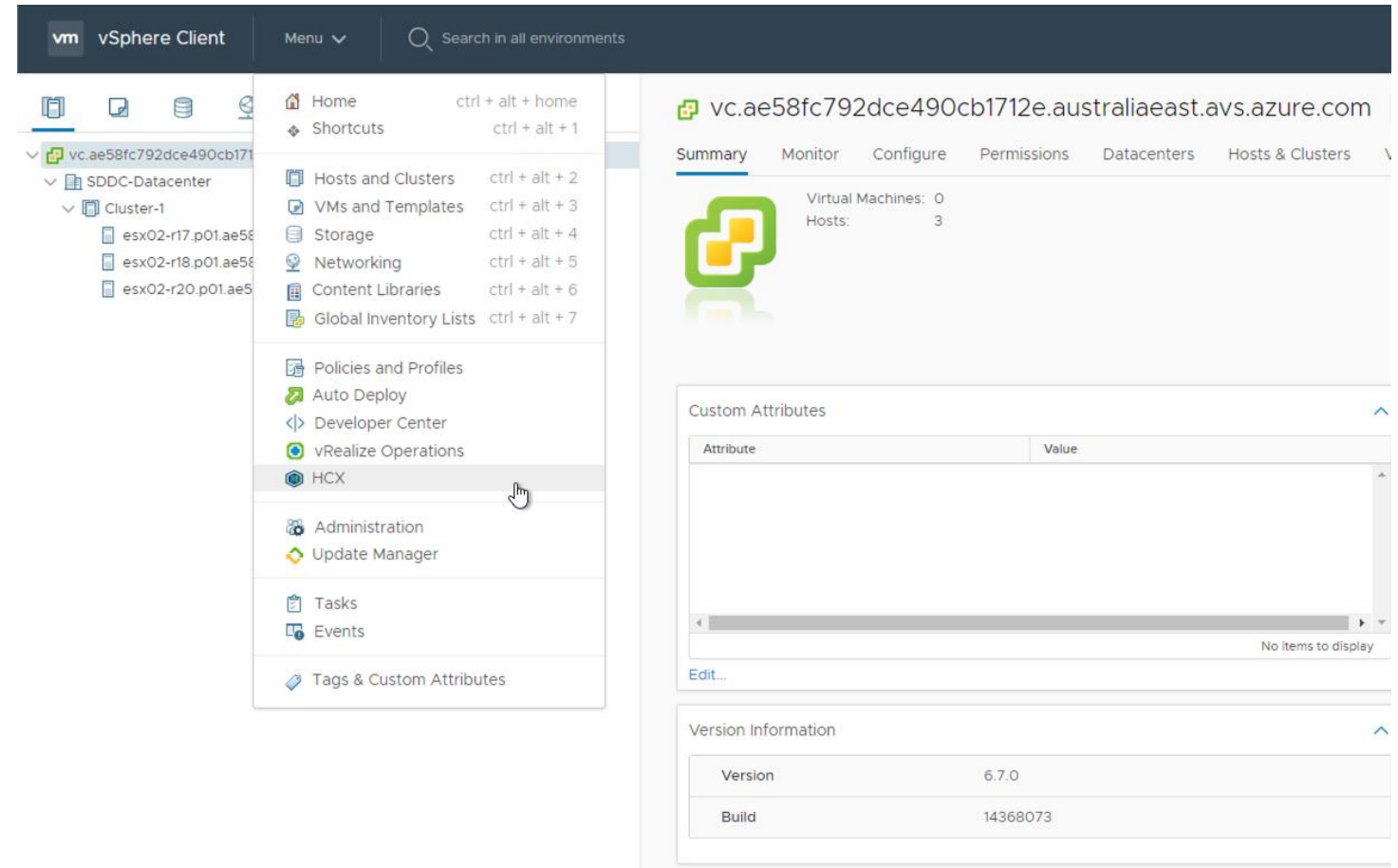| **Storage (vSAN)**	**Network (NSX)**

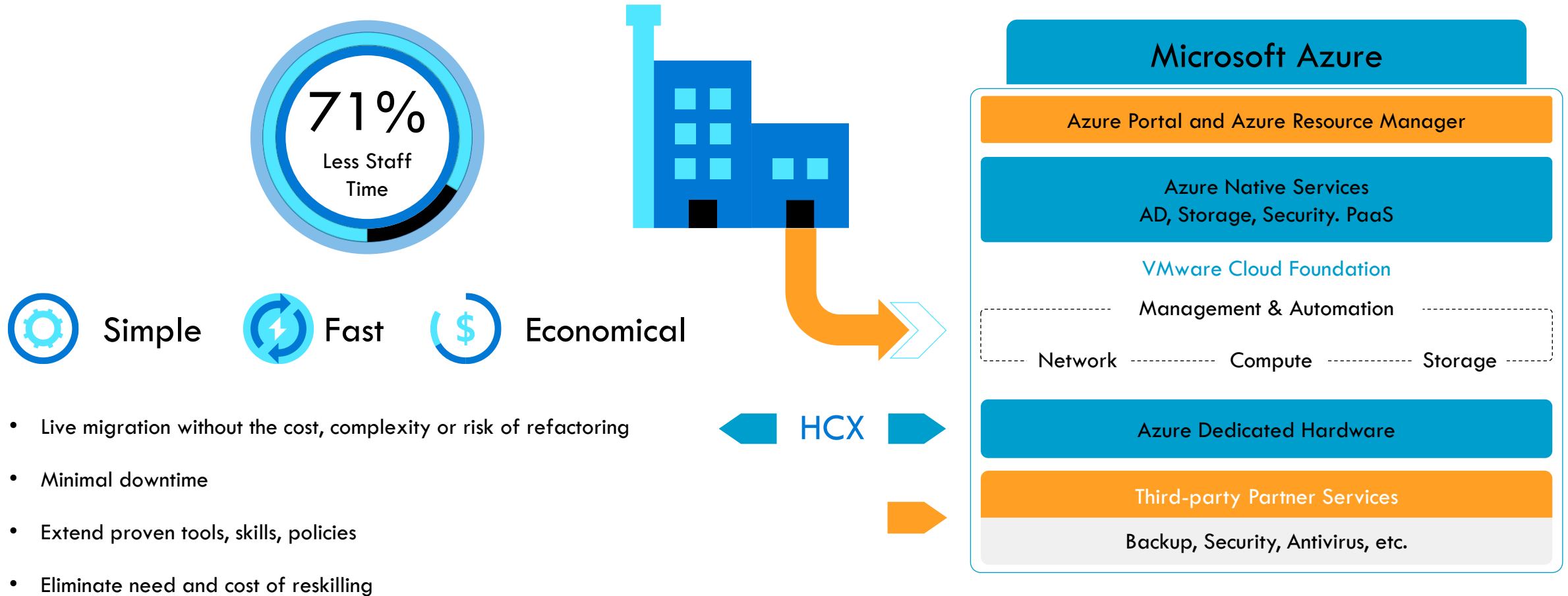**VMware-certified hardware**
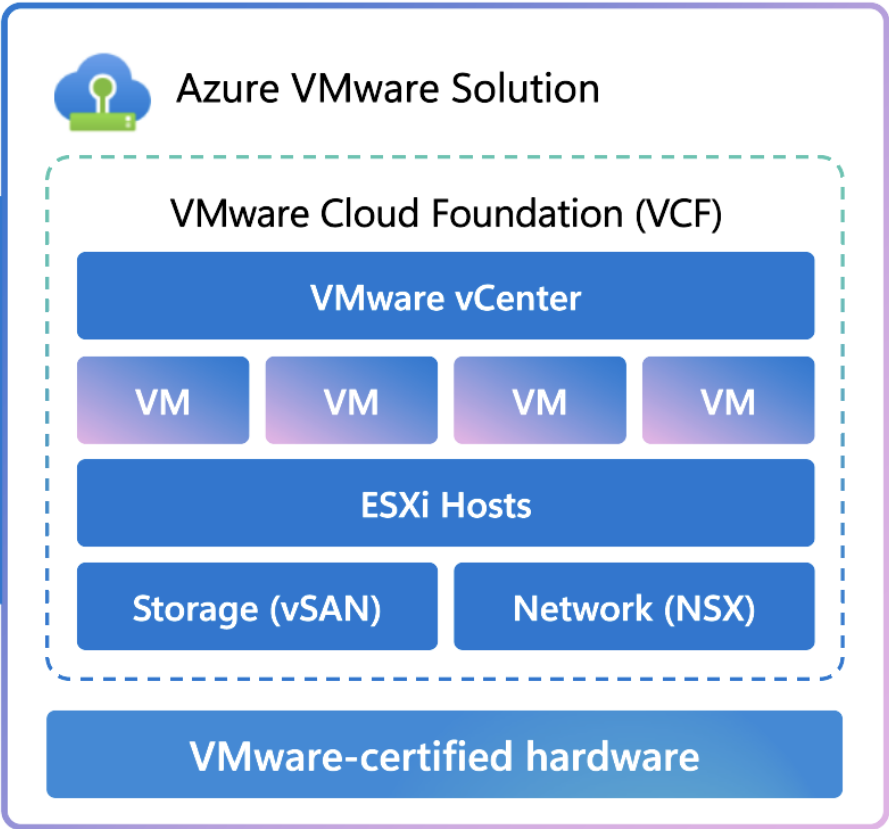
Symmetry with on-premises stack

Familiar and Consistent VMware Tools and Technology

-Native vSphere support

-Fully-featured networking stack

-vSphere management, vSAN, and NSX-T

-HCX Enterprise available to support migration

Leverage VMware HCX to Migrate to Azure

71%
Less Staff Time

Simple   Fast   Economical

- Live migration without the cost, complexity or risk of refactoring
- Minimal downtime
- Extend proven tools, skills, policies
- Eliminate need and cost of reskilling

HCX

Microsoft Azure

Azure Portal and Azure Resource Manager

Azure Native Services
AD, Storage, Security. PaaS

VMware Cloud Foundation

Management & Automation

Network   Compute   Storage

Azure Dedicated Hardware

Third-party Partner Services

Backup, Security, Antivirus, etc.

Azure VMware Solution: How to Purchase

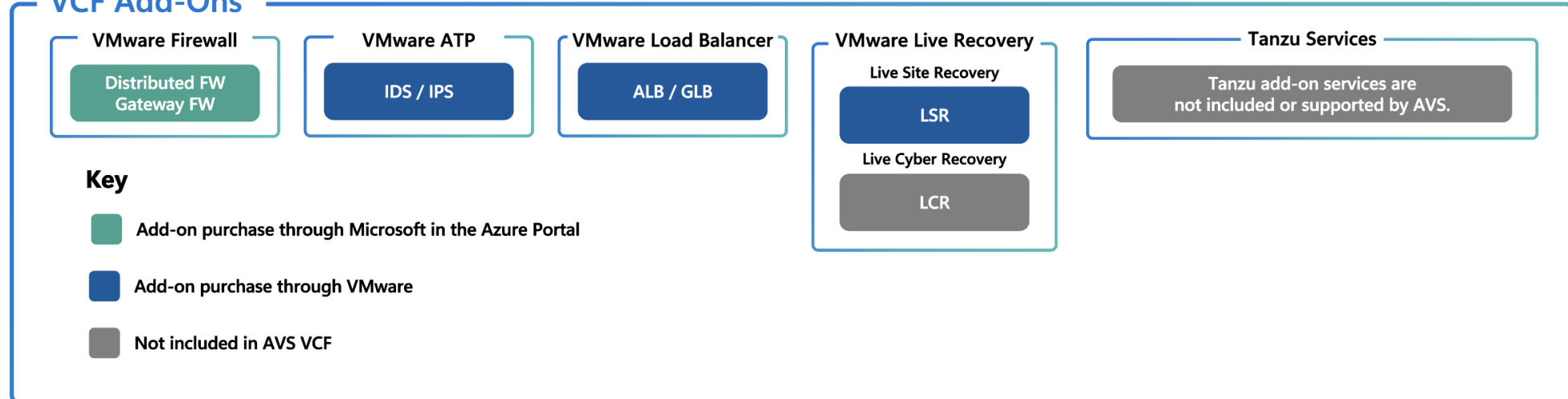|	Microsoft Provided VMware VCF Subscription	Customer Provided Portable VMware VCF Subscription
AVS managed service	✔	No difference
VMware tech stack	✔	No difference
AVS pricing	✔	Up to 15% lower price w/BYOS
Support	✔	Both supported by Microsoft
Purchasing	Microsoft only	Microsoft & VMware
SKU	AV36P, AV64, …	AV36P-**BYOL**, AV64-**BYOL**, etc…

Azure VMware Solution – Included

## VCF Included in Azure VMware Solution

vSphere Ent Plus

| vCenter |
| vSphere ESXi |

| VMware NSX |
| VMware vSAN Enterprise |

| VCF Operations HCX |

Key

| ■ Included in AVS |
| ■ Included in AVS (Private Preview*) |

VCF Operations Suite (Formerly Aria)

| VCF Operations | VCF Automation | VCF Operations for Logs | VCF Operations for Networks |

* Phased availability, timing base on specific customer scenario, check with your Microsoft Account Team for more details

VCF Add-Ons

VMware Firewall
| Distributed FW Gateway FW |

VMware ATP
| IDS / IPS |

VMware Load Balancer
| ALB / GLB |

VMware Live Recovery
Live Site Recovery
| LSR |
Live Cyber Recovery
| LCR |

Tanzu Services
| Tanzu add-on services are not included or supported by AVS. |

Key

| ■ Add-on purchase through Microsoft in the Azure Portal |
| ■ Add-on purchase through VMware |
| ■ Not included in AVS VCF |

05 Nutanix and Nutanix Cloud Clusters (NC2)

A Proven Alternative to VMware in the Data Center and Azure

NC2: A Natural Extension to Azure
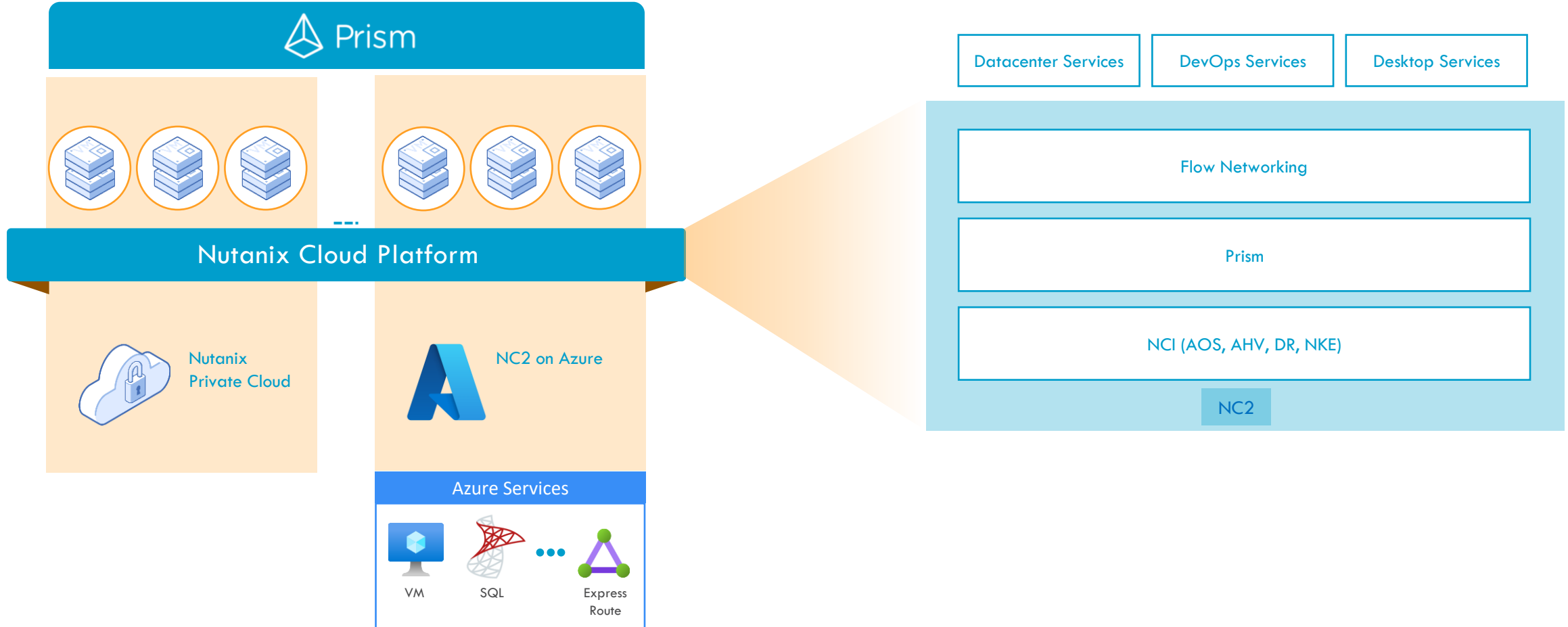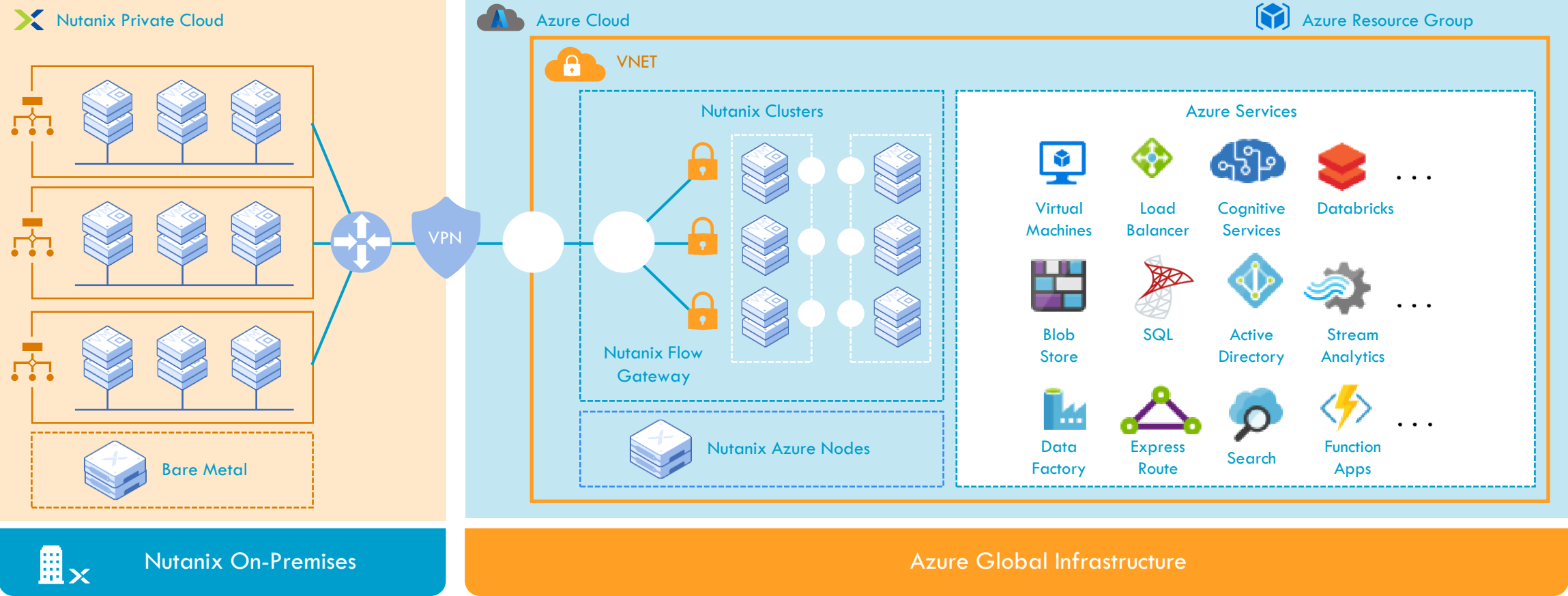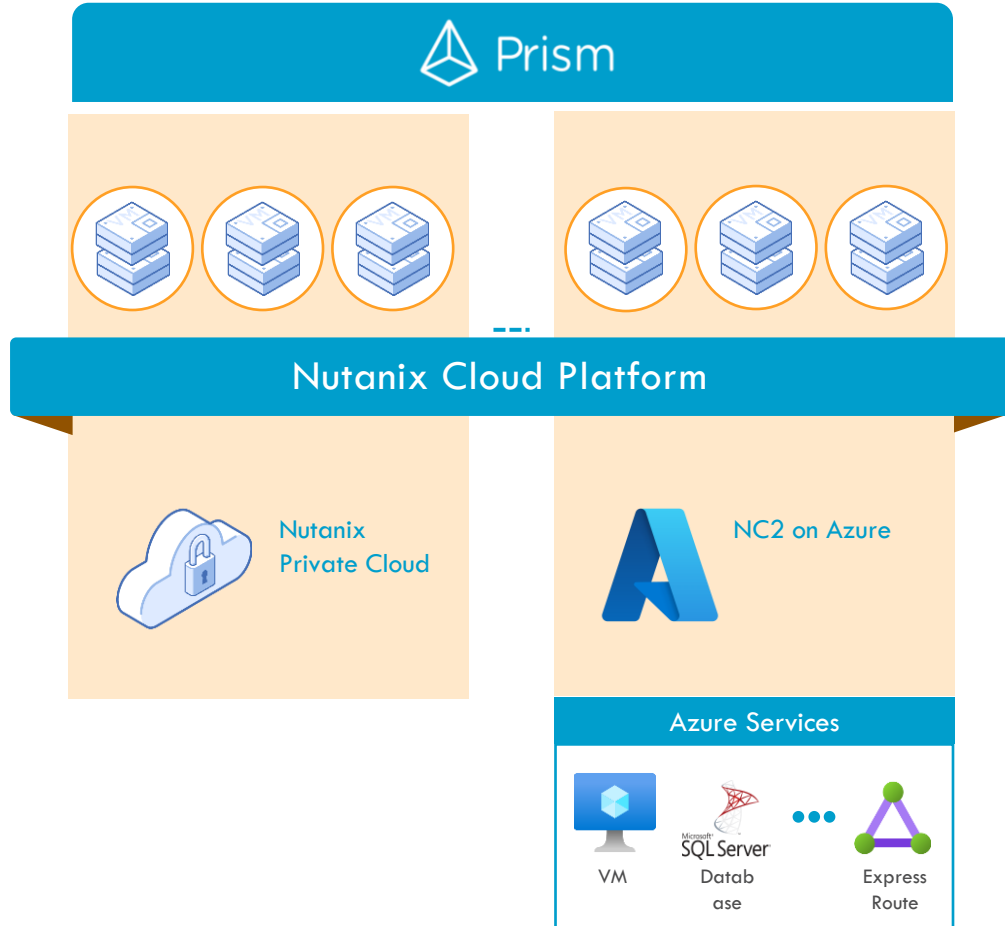
NC2 on Microsoft Azure

Consistency Across On-Prem and Azure

Consistent Operations Across Clouds

- Your Nutanix software in your cloud account
- Manage Infrastructure, apps and data, anywhere using a consistent management plane
- Agility in scaling global infrastructure

Performance SLAs similar to on-prem

- Predictable Nutanix HCI resilience
- Higher performance – dedicated hardware, high IOPS networking, local NVMe/SSD
- Easy to deploy & manage with cloud networking integration

Investment protection and Freedom from Lock-in

- Migrate across clouds with no retooling or refactoring
- License portability from across on-prem and public clouds

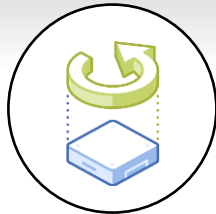# Feature Highlights

Just in Time
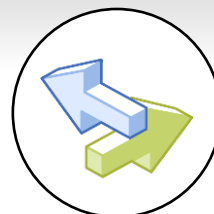Scale & Shrink

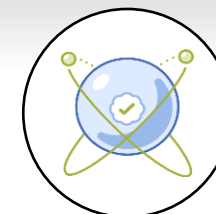Auto-host
Remediation

DR Cost
Optimizations

Cost Visibility &
Governance

Procurement
in Minutes

On-Demand
Scale Up or Down

Global Expansion w/o
Physical DC Presence

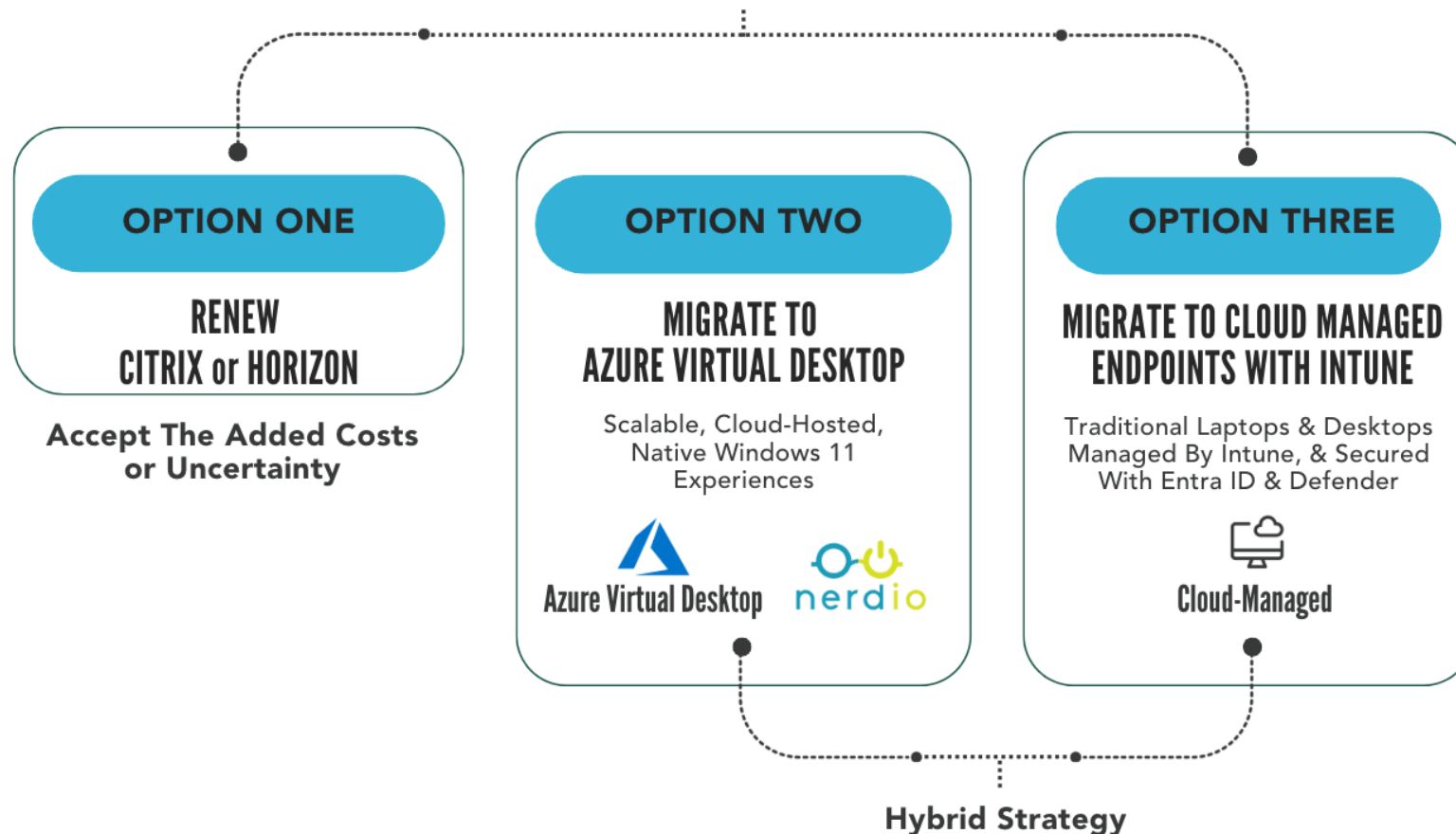**Cloud Capabilities**

06 Azure Virtual Desktop

A Proven Alternative to Citrix and Horizon on Azure

Challenges Lie Ahead with Traditional VDI as Well

Uncertain About Rising Citrix Costs or Horizon's Future ?

OPTION ONE

RENEW CITRIX or HORIZON

Accept The Added Costs or Uncertainty

OPTION TWO

MIGRATE TO AZURE VIRTUAL DESKTOP

Scalable, Cloud-Hosted, Native Windows 11 Experiences

Azure Virtual Desktop nerdio

OPTION THREE

MIGRATE TO CLOUD MANAGED ENDPOINTS WITH INTUNE

Traditional Laptops & Desktops Managed By Intune, & Secured With Entra ID & Defender

Cloud-Managed

Hybrid Strategy

THANK YOU

Email: Jason.Webster@eGroup-us.com

Mobile: 843.259.8654