

CUSTOMER SUCCESS STORY

A VMware exit that doubled as a DR upgrade.

Facing a licensing renewal it did not want to sign, a manufacturer needed a way off VMware that would not disrupt production. **UPC DRaaS** gave it a migration bridge and a better recovery position at the same time.

Renewal as forcing event

Licensing changes turned an architecture question into a deadline. For estates built over a decade on one hypervisor, the practical problem is not choosing an alternative — it is moving production systems without an outage the business will not accept.

THE SITUATION

A renewal the business could not justify

The manufacturer's estate ran production planning, MES integration, and quality systems across two plants. The renewal forced a decision it was not ready to make:

- **Re-platforming meant downtime.** Production systems cannot be migrated during a shift, and the maintenance windows were measured in hours.
- **DR was already thin.** The existing recovery site covered planning but not the plant-floor integration layer.
- **Two problems, two budgets.** Migration and DR modernisation were competing for the same capital.
- **Rollback had to be real.** Any migration path needed a way back if a cutover went badly mid-shift.

THE DECISION

Use the recovery estate as the migration path

The manufacturer replicated into UPC DRaaS on KVM, proved recovery there, then used the same replicated environment as the target for a staged migration — with the original estate as rollback until each cutover held.

“We were going to spend the money twice — once to get off VMware and once to fix DR. Doing both with the same replica was the only version that fit the budget and the shift pattern.”

— VP, MANUFACTURING IT

DEPLOYMENT SNAPSHOT

SECTOR

Multi-plant discrete manufacturer

WORKLOADS

Production planning · MES integration · Quality systems

DRIVER

VMware licensing renewal

HYPERVISOR

KVM on UPC multitenant DRaaS

TIERS

Gold for planning and MES; Silver for reporting

TOPOLOGY

Active-Passive, standby used for migration staging

CONNECTIVITY

Private Layer 2 for replication traffic

MODEL

Pay-on-Activation

HOW IT WAS DELIVERED

Bridge

Replication into a **KVM-based** environment established a working copy of the estate that served as both recovery target and migration destination.

Staging

The Active-Passive standby was used for **migration staging and validation** between drills, rather than sitting idle waiting for an incident.

Cutover

Systems moved in stages with the original estate retained as **rollback**, so no single cutover carried whole-plant risk.

Connectivity

Private Layer 2 for replication and recovery traffic, with a virtual firewall providing secure external access between plant and platform.

WHAT CHANGED

BEFORE UPC DRAAS

- A licensing renewal with **no viable alternative**
- Recovery covering planning but not plant-floor integration
- Migration and DR competing for the same budget
- Maintenance windows too short for re-platforming
- No tested rollback for a failed cutover

WITH UPC DRAAS

- A **controlled bridge** off legacy VMware
- Planning, MES integration, and quality all in scope
- One programme, one budget, two outcomes
- Staged cutover inside available windows
- **Rollback retained** until each stage held

WHERE THE CHANGE CAME FROM

The replica did double duty

Using the recovery environment as the migration target meant the work required to improve DR was the same work required to leave VMware.

Staging in the standby

An Active-Passive standby that runs test and development between drills gave the team somewhere to validate each cutover before it touched production.

Risk contained per stage

Retaining the original estate as rollback meant no single migration step could take a plant down, which is what made the schedule acceptable.

WHY THIS MATTERS IN MANUFACTURING

Capabilities doing the work in this deployment:

Strategic VMware exit

KVM hypervisor support

Migration-ready DR

Active-Passive staging

Private Layer 2 replication

Gold / Silver tiering

Staged cutover with rollback

Pay-on-Activation

BOTTOM LINE

UPC DRaaS turned a forced licensing decision into a migration path and a stronger recovery position, funded once.

Let's build your continuity plan.

Speak with a specialist, or ask us to model your RPO/RTO tiers and DR cost.

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