



SOLUTION BROCHURE

VMware Exit Strategy

A phased path from VMware lock-in to infrastructure choice
— without disrupting the business.

01

Assess

Know exactly what you run

02

Migrate in phases

No big-bang cutover

03

Run with confidence

Managed, optimized,
protected

VMware changed. Your infrastructure strategy should too.

Since Broadcom completed its acquisition of VMware in late 2023, licensing, packaging and pricing have shifted quickly. For many enterprises, the platform at the heart of their data center no longer fits their cost, control or flexibility requirements.



Subscription-only licensing

Perpetual licenses have been discontinued. Renewals now move onto subscription terms, turning a one-time asset into a recurring cost.



Bundled, not à la carte

A broad product catalogue was consolidated into a few large bundles — so many customers pay for capabilities they never use.



Higher, less predictable costs

Per-core pricing and minimum purchase requirements have pushed renewal quotes up and made multi-year budgeting harder.



Deeper lock-in risk

When VMs, tooling, DR and support all depend on one vendor, every pricing change lands directly on your operations.

The question is no longer which platform is best technically. It is which platform gives you control over your future.

Four ways forward. One that keeps you in control.

Every VMware estate is different, but most enterprises weigh the same four paths. The right answer balances cost, risk and the pace your business can absorb.

PATH	WHAT IT MEANS	UPSIDE	RISK
Renew and absorb	Accept new subscription and bundle terms	No migration effort in the short term	Rising costs and continued dependence
Big-bang migration	Move the whole estate in one program	Fast exit on paper	High downtime and execution risk for critical apps
Lift to public cloud	Rehost VMs on a hyperscaler	Elastic capacity	Egress, sovereignty and cost surprises at scale
Phased exit with UnitedLayer	Move workload by workload onto a managed private cloud	Control, predictability and continuity	Needs upfront assessment — which we lead



You don't have to choose all or nothing

Keep workloads that aren't ready to move on VMware while the rest migrate. A multi-hypervisor private cloud lets both run side by side, under one managed service.

A structured path out of lock-in

Most enterprises don't need a disruptive big-bang migration. They need a plan that moves them from dependency to choice without compromising continuity.

UnitedLayer leads it end to end.

01

Assess your VMware footprint

Inventory hosts, VMs, licenses, dependencies and DR processes to establish a true baseline.

Outcome: Footprint and dependency map

02

Prioritize workloads

Identify which workloads are best suited to migrate first, which to modernize and which to retain.

Outcome: Risk-ranked migration waves

03

Design the target architecture

Design a KVM-based or hybrid architecture sized for performance, resilience and compliance.

Outcome: Target architecture blueprint

04

Migrate in phases

Move wave by wave with tested cutover plans to minimize downtime and protect business continuity.

Outcome: Cutover runbook per wave

05

Optimize and operate

Tune cost and performance after transition, with managed operations and support from day one.

Outcome: Ongoing optimization review

One private cloud. Every workload model.

There is no universal VMware replacement — so United Private Cloud® doesn't force one. VMs, containers and serverless run together on one secure, managed platform, and each workload lands where it fits best.

Virtual machines

For ultimate control

Containers

For fast microservices

Serverless

For zero-ops execution

PLATFORM	BEST FIT	WHY IT WORKS
KVM	Enterprises seeking an open, Linux-native foundation	Avoids rigid hypervisor licensing; flexible choice of management, storage and orchestration layers
Microsoft Hyper-V	Windows-centric environments	Aligns with existing Microsoft skills, tooling and licensing
VMware (retained)	Workloads not yet ready to move	Keeps critical systems stable while the rest of the estate transitions
UPC Container Cloud	Applications ready to modernize	Cloud-native microservices with Kubernetes, on private infrastructure
UPC Serverless	Event-driven and bursty functions	Zero-ops execution without managing servers

Deep VMware expertise. No VMware dependency.

The skills that built enterprise VMware clouds are exactly what it takes to move off them safely. UnitedLayer brings both — and a full private cloud portfolio to land on.

4 years

Consecutive ISG Leader recognition in Private/Hybrid Cloud – Data Center Services

99.999%

Availability built into the United Private Cloud® platform

30%

Cost reduction delivered in a hybrid cloud migration case study

CASE STUDY

A leading enterprise migrated to a customized private cloud with direct, redundant AWS connectivity across three U.S. data centers — achieving zero RPO, enhanced security and a 30% cost reduction.

UPC DRaaS

Disaster recovery that is always ready, during and after migration

UPC Cyber Vault

Immutable, isolated copies of critical data

UnitedSecure™

Zero-trust security and compliance across the stack

UPC Sovereign Cloud

Data residency and regulatory control

UnitedConnect®

Low-latency connectivity to public clouds and sites

Built-in intelligence

Unified observability, automation and cloud management

Is it time to plan your exit?

If two or more of these sound familiar, a structured assessment will show you what a VMware exit could look like — before your next renewal decides for you.

- ☒ Your VMware renewal is due within the next 12–24 months
- ☒ Your latest renewal quote is well above what you paid before
- ☒ You are paying for bundled capabilities you don't use
- ☒ Mission-critical applications can't tolerate extended downtime
- ☒ Your team has limited capacity or skills for a large migration
- ☒ You face data sovereignty or compliance requirements

Start with a VMware Exit Readiness Assessment

Complete inventory

Hosts, VMs, licenses and dependencies

TCO comparison

Your renewal vs. alternative platforms

Wave plan

Workloads ranked by risk and readiness

Platform recommendation

The right target for each workload



— 07 — CONTACT US

Let's plan your exit — on your terms.

Talk to our team about your VMware footprint, your renewal timeline and a phased path forward.



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