

FINANCIAL SERVICES

ILLUSTRATIVE SCENARIO

Turning a VMware renewal into a modernization plan

Facing a steep renewal quote and auditors asking harder questions about resilience, a regional bank used the deadline to move its Linux estate onto dedicated KVM, without a big-bang cutover.

ORGANIZATION

Regional bank

TRIGGER

VMware renewal quote

WORKLOADS

Digital banking, middleware, analytics

UPC SERVICES

Single-tenant KVM, DRaaS, Cyber Vault

The situation

The bank's infrastructure team ran almost everything on VMware: customer-facing digital banking, the middleware that links it to core systems, and a growing analytics platform. It worked, but it was costly and the team was small. Most of their week went to patching, capacity planning and audit evidence, not the digital services the business wanted.

The turning point

Then the renewal quote arrived. Subscription bundles meant paying for features the bank did not use, and the deadline left no room for a risky migration. At the same time, auditors asked for clearer proof of isolation and tested disaster recovery. The team needed one plan that answered both.

What was at stake

Cost

Renewal pricing would lock in higher spend for years.

Compliance

Auditors wanted dedicated infrastructure and tested DR.

Capacity

A small team could not migrate and operate at once.

Illustrative scenario based on typical UPC replatforming engagements. Not a specific customer.

THE APPROACH

How the replatforming unfolded

UPC proposed a phased replatforming onto a dedicated, single-tenant private cloud, with VMware and KVM running side by side until each wave was proven.

- 01 Assess the estate**
 Mapped every host, VM and dependency, and set aside vendor-certified systems that would stay on VMware.
- 02 Start with low risk**
 Moved dev/test and the digital banking web tier first, validating each workload in a staging VDC.
- 03 Move the core tiers**
 Replatformed middleware and analytics wave by wave, each with a rollback plan and business sign-off.
- 04 Build resilience in**
 Stood up UPC DRaaS and immutable Cyber Vault copies, then ran a full recovery test for the auditors.

WHAT CHANGED

AREA	BEFORE	AFTER
Licensing	Per-core VMware fees on every tier	→ Linux tiers on open-source KVM
Infrastructure	Shared, self-managed hosts	→ Dedicated, single-tenant UPC cloud
Recovery	DR plan on paper	→ Tested failover with DRaaS and Cyber Vault
Team focus	Patching and audit evidence	→ The digital banking roadmap

WHAT'S NEXT

With its Linux estate on KVM, the bank is right-sizing the VMware footprint that remains and planning its first containerized services on UPC Container Cloud.

Facing a similar decision?

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