

eBRIEF

BEYOND COST: WHAT TO CONSIDER WHEN CHOOSING YOUR NEXT VIRTUALIZATION PLATFORM

PROBLEM

Virtualization was not on the list of technologies most IT leaders were looking to replace. Then the economics changed.

Following Broadcom's acquisition of VMware, licensing changes and rising costs pushed many organizations to reconsider platforms they've relied on for years. One survey found that 99% of respondents were concerned about the acquisition's impact on their business,¹ while another report found that 32% were considering leaving VMware.²

Many organizations have spent years building their virtualization environments around VMware, with the internal expertise to support them. Rising costs are now forcing IT leaders to reconsider a platform they may have otherwise continued using for years.

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It also presents an opportunity to take a broader look at what they need from their virtualization environment, where it fits within their infrastructure, and how they want to manage it.

The Replacement Trap

For many, the most obvious response is to find another hypervisor that can run the same workloads at a lower cost.

While that addresses the immediate cost concern, it leaves larger operational questions unresolved, such as:

→ **Migration cost and effort:** How much work will it take to move existing workloads, and how long will it take for the savings to justify that investment?

→ **Operational risk:** What downtime, security, or business continuity concerns could arise during migration?

→ **Management and orchestration:** How will IT provision, automate, monitor, and manage workloads once they move?

→ **Internal skills:** Does the IT team already have the expertise to manage the new platform, or will the organization need additional training or outside support?

→ **Future requirements:** Will the platform support where the organization plans to go over the next several years, or does it primarily solve the immediate need to replace VMware?

A straight hypervisor-to-hypervisor comparison is too narrow for a decision with implications that span the entire IT environment.

Your Infrastructure Has Outgrown its Management Model

Virtualization solved a major infrastructure problem, allowing organizations to get far more use from physical servers by running multiple virtual machines on each one. Today, the average physical server supports nearly 16 VMs.³



According to IDC Research Director Gary Chen, this growing mix of runtimes and workloads requires more cohesive management strategies to address interoperability, security, and consistent performance across environments.

The infrastructure surrounding those VMs has expanded considerably. IT workloads now span private and public clouds, containers, bare metal, edge environments, and multiple virtualization technologies. According to IDC Research Director Gary Chen, this growing mix of runtimes and workloads requires more cohesive management strategies to address interoperability, security, and consistent performance across environments.⁴

These environments often require different management tools, processes, policies, and skills, leaving teams to manage different parts of the same IT environment through separate systems. This, in turn, creates an operational burden. Teams need to provision resources, monitor performance, control access, apply security policies, manage costs, and automate routine work across environments that don't always operate the same way.

The more fragmented the management model becomes, the harder it can be to apply those practices consistently.

The Control Plane Becomes the New Center of IT



A control plane brings the management of VMs, containers, private and public clouds, and other infrastructure together in one place.

From there, IT teams can:

- ✓ **Discover resources across environments**
- ✓ **Automate routine tasks and workflows**
- ✓ **Manage infrastructure through common tools and processes**
- ✓ **Provision infrastructure and workloads**
- ✓ **Optimize resources, performance, and costs**
- ✓ **Protect workloads through consistent governance and security controls**

A control plane brings consistency to an otherwise fragmented environment. Rather than maintaining separate approaches for different infrastructure and workload types, IT can establish common processes across the organization.

The hypervisor is still responsible for running virtual machines. The control plane provides the management layer across the broader IT environment. That means organizations can change where workloads run without having to build a separate management approach around every new platform they introduce.

Rethinking What You Need from Your Next Virtualization Platform

Choosing a platform that supports the organization's broader IT environment requires a wider evaluation lens, focusing on factors such as:

- **Licensing and long-term cost:** How is the platform licensed, and what will it cost as infrastructure and workload requirements change?
- **Migration path:** Can workloads move gradually, or will the organization face a large-scale migration? Can existing VMware workloads remain in place during the transition?

- **Management across hypervisors:** Can IT manage multiple hypervisors through a common interface during and after migration?
- **Cloud and container support:** Can the management platform accommodate containers and public and private cloud resources as requirements develop?
- **Automation and governance:** Can IT apply common policies, automate routine processes, and manage resources consistently across environments?
- **Skills and training:** How much existing knowledge can the IT team carry forward, and what additional training will a new platform require?
- **Vendor dependence:** How much flexibility will the organization have to choose where workloads run and change course later?
- **Migration and ongoing support:** What resources are available to assess workloads, plan the transition, execute migrations, and support the environment afterward?

The answers will vary by organization and even by workload. The objective is to understand what makes sense to move, when it makes sense to move it, and what IT will need to support the resulting environment.

There is no one standard replacement path that applies across the board. Each organization will have its own:

Migration
Tolerance

Infrastructure
Mix

Appetite for
Change

Deciding How Far to Take the VMware Change

Being forced to reconsider VMware creates choices organizations haven't had to make in years. There is no one standard replacement path that applies across the board. Each organization will have its own migration tolerance, infrastructure mix, and appetite for change. Some may want the least disruptive route while others may use the opportunity to rethink how they manage their infrastructure or migrate selectively based on individual workloads.

What does apply across the board is the importance of making an intentional decision rather than a reactive one driven by the immediate pressure to replace VMware.

What This Looks Like in Practice

For organizations applying these criteria to their virtualization decisions, HPE offers a path that addresses both the immediate VMware question and the broader management requirements discussed throughout this paper.

HPE Morpheus VM Essentials puts this approach into practice, combining an enterprise-grade KVM-based hypervisor with a common control plane for managing HPE virtualization and existing VMware environments. That gives organizations several options as they determine how and when to make a change:

☑ Migrate gradually based on workload requirements, priorities, and timing

☑ Maintain VMware workloads during the transition while introducing HPE virtualization where it makes sense

☑ Automate provisioning and routine tasks across virtualized infrastructure

☑ Manage multiple hypervisors through a common interface rather than creating another separate management environment

Cost remains part of the equation that started this conversation. HPE offers an alternative licensing model for organizations looking to reduce virtualization costs while giving IT teams flexibility in how and when they migrate VMware workloads.

If broader cloud and container management becomes a priority, organizations can upgrade to HPE Morpheus Enterprise Software. This allows them to continue using the same management platform as their needs expand.

ProCern combines HPE virtualization technology with migration expertise and ongoing managed services to help organizations assess their current environment, determine the right migration path, and support the environment over time.



Contact ProCern to assess your current VMware environment and determine the right migration and management approach for your organization.



REFERENCES

1 High Levels of Customer Unease Around VMware-Broadcom Deal: Report, Redmond Channel Partner, June 2024.

2 VMware Under Broadcom: Challenges, customer impacts and choices, ITAA, June 2024.

3,4 IDC, From Virtualization to Hybrid Cloud Platform Operations, February 2025.