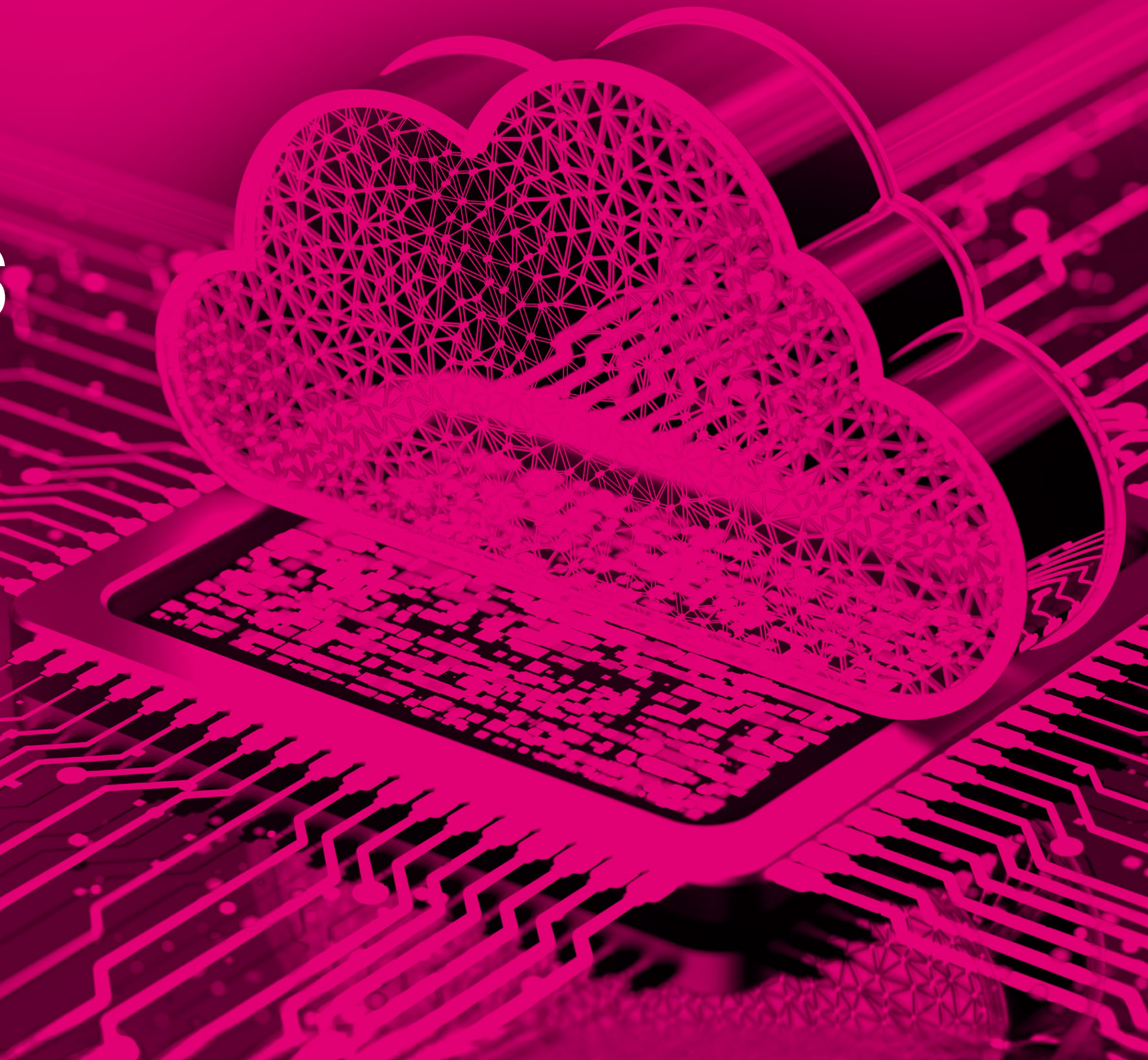


# **The challenges and opportunities of VMware:** Where should you go from here?





Replace uncertainty with clarity.

T-Systems is here to guide you through the immediate, mid-term, and long-term challenges arising from Broadcom's VMware acquisition with a range of best-in-class solutions, depending on your requirements.

From fully managed private cloud to subscription services with wrap around support, plus VMware Advisory if you need additional support to make the right decisions for your business.

## Making news

The name VMware is synonymous with virtualization, and its technology has become a cornerstone in the global marketplace. In December 2023, the company commanded a market share of around 44%, making Broadcom's \$69bn acquisition a pivotal development with far-reaching implications for the business and IT world.

A series of announcements swiftly followed the news, signaling a strategic shift. Broadcom's decision to transition from perpetual licenses to subscription-based models – while representing a significant cost increase for many – aligns with a standard industry practice favouring flexibility and scalability. Additionally, Broadcom is streamlining VMware's product portfolio to concentrate on a select number of primary offerings, with a particular focus on VMware Cloud Foundation (VCF) and VMware vSphere Foundation (VVF). Ultimately, VCF and VVF are expected to enhance simplicity and drive innovation.

In addition, VMware's long-standing partner program VMware Cloud Provider Program (VCP), comprising numerous cloud hosting partners globally, will be replaced by the leaner Broadcom Partner Connect Program. This new program will involve fewer partners, numbering in the low three digits. While this reflects Broadcom's more focused strategy, it also offers customers opportunities for deeper collaboration with experts and access to more specialized service offerings.



# The decisions

Almost overnight, VMware customers were confronted with numerous questions concerning the potential operational, financial, and technical impact of Broadcom's takeover. For many, the acquisition has interrupted their transformation plans; for others, it has compelled or sped up decisions.

Fundamentally, there is one core question to answer: how should you proceed? Do you want to maintain the status quo as far as possible and avoid disruption? Or do you see yourself at a crossroads, with a world of new possibilities before you?

# The options

Perhaps – in common with many customers – VMware is deeply embedded in how you run your operations, so your preference is to stay with it, at least in the shorter term. Or maybe you're considering embracing different platforms while keeping some workloads on VMware. We can work with you to map your VMware strategy and ensure you achieve your short-, mid-, and long-term ambitions.

Or, if you are contemplating moving away from the VMware ecosystem entirely, we can support you on your chosen path.

## **Whatever your preferred route, our focus is on:**

- Minimizing operational disruption
- Ensuring a stable environment
- Overcoming technical challenges
- Offering competitive pricing and predictable costs
- Meeting your legacy, regulatory, and compliance needs

Above all, we provide the clarity and certainty you need to proceed with confidence.





# T-Systems: A solution for every scenario

With a range of VMware-based options provided by T-Systems, we can transfer you seamlessly to our best-in-class private cloud, Future Cloud Infrastructure (FCI).

FCI utilizes VMware's Software Defined Data Center (SDDC) stack and VMware Cloud Foundation.

By leveraging the complementary strength of FCI, we offer flexibility and scalability with the control of a private cloud built on the familiar VMware ecosystem.

If you are facing a VMware contract renewal, T-Systems also offers competitive VMware subscription packages with comprehensive support.

Our Professional Services teams can help you optimize your VMware investment and explore a wide range of tailored options. If you want to explore your alternative options, our VMware Advisory services can guide you in establishing a multi-cloud or hybrid environment. Our partnerships with top hyperscalers enable your transformation without the hassle of managing multiple providers or the risk of vendor lock-in.

# Why T-Systems?

Our Broadcom Pinnacle Partner status and extensive purchasing power enable us to offer highly competitive VMware subscriptions and support services, in many cases below the market average pricing. We know the technology inside out, drawing on over five years of experience building our VMware-based private cloud, Future Cloud Infrastructure. Having already navigated this journey ourselves, we are well-equipped to steer your organization in the right direction.

As an early adopter and development partner with VMware, we were among the first to bring VMware Cloud Foundation to enterprise customers, contributing to the creation of VMware's Cloud Center of Excellence. Our private clouds currently host over 100,000 virtual machines globally, and our end-to-end cloud solutions are mature, tried, and tested.





# Are you ready to jump aboard?

## Choose from:

- A high-level analysis of your current VMware environment, swiftly followed by our expert recommendations
- A private cloud pilot
- Engage our VMware Advisory and Professional Services teams for tailored support

Contact us for an exploratory conversation and let us help you decide which option is right for you.

Do you have any questions, or would you like to learn more about us? Contact us by phone or email, and we will get back to you.

**Call free of charge\*: 00800 33 090300**

**Email: [info@t-systems.com](mailto:info@t-systems.com)**

We look forward to hearing from you!

\* from the following countries: Austria, Belgium, Denmark, France, Germany, Great Britain, Luxembourg, Netherlands, Norway, Poland, Portugal, South Africa, Spain, Sweden and Switzerland.

The T-Systems logo is located in the bottom right corner. It features a white 'T' icon inside a magenta square, followed by the word 'Systems' in a white sans-serif font, all set against a background of overlapping magenta and white geometric shapes.