

### Connect

### **VMware Derisking**

Strategie per valutare alternative a VMware gestendo il rischio legato alla business continuity

Danilo Abbaldo, Senior Manager Liquid Reply

Milano, 19 Novembre 2024



# Agenda

- Something about REPLY & Liquid REPLY
- The Broadcom Playbook
- VMware Ecosystem
- Transformation Approach
- Migration Target Platforms
- REPLY Services





# Something about REPLY



1<sup>st</sup> enterprise workload delivered on cloud



On Cloud



**Customers on Cloud** 

Including largest Italian companies





























2023 Best Enterprise Partner -Six Solutions Partner Designations



2023 EMEA System Integrator & Security Partner of the Year



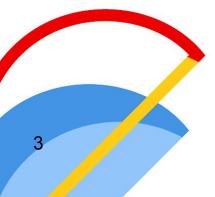
2023 Outstanding MSP Innovation Partner



2023 GCP Premier Partner



**IBM Cloud Premier Business Partner** 







### Group Presentation: Liquid REPLY

HYBRID AND MULTI-CLOUD SOLUTIONS FOR NON FUNCTIONAL REQUIREMENT



**INFRASTRUCTURE** 



**PLATFORM** 



**SECURITY** 



**PERFORMANCE** 

As one of Reply center of excellence we are specialized in the definition of **Hybrid** and **Multi Cloud** strategies and architectures and in the development of Cloud Native platforms.

We focus on designing infrastructures, automating it, developing microservices platforms and containerized solutions, securing cloud solutions, and adopting observability.

We are a technological partner for the implementation of secure, high-performance, reliable and cloud provider-agnostic environments.









































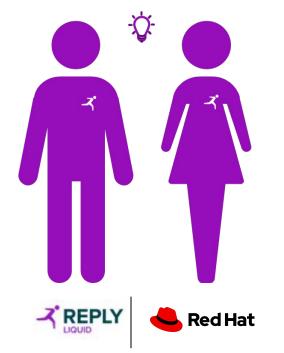








### ~ 190 PEOPLE

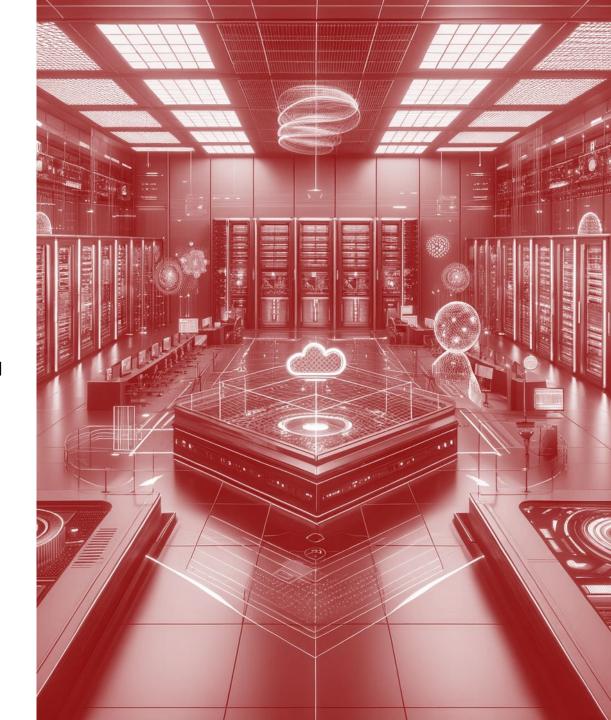


### Datacenter of the future

CLOUD, AUTOMATION, AI AND SUSTAINABILITY AT THE HEART OF MODERN IT

Data centers for the next decade will have the following characteristics:

- HYBRID and CONNECTED: synergistic integrations with public cloud (laaS/SaaS/PaaS) and with the edge
- FULLY AUTOMATED and SOFTWARE DEFINED: optimized and automatic processes
- SUSTAINABLE: energetically efficient and with low environmental impact
- AI-BASED: supported by and supporting the use of GenAI
- SECURED BY DESIGN: compliance and privacy from the design phase
- OBSERVABLE: everything visible from a single pane of glass



### The Broadcom Playbook

IMPACT OF BROADCOM ACQUISITION ON VMWARE STAKEHOLDER

#### Multiple Levers to Increase VMware's Profitability



**Recurring revenue growth** from workload expansion as a structural tailwind



Focusing Research & Development and Support efforts where we are uniquely positioned to innovate and drive customer success

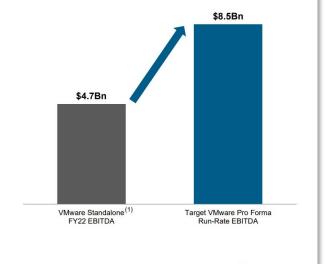


Sales & Marketing efficiency gains through prudent go-to-market investment and focus on existing customers



Eliminating duplicative General & Administrative functions across information technology, finance, legal, human resources

Derived from previously reported non-GAAP information from VMware's filings for the fiscal year ended January 28, 2022



BROADCOM ⊓

Sources: Broadcom IR, https://thestack.technology/vmware-customers-avoid-lock-in/

#### Reduce S&M and Support Costs:

Longer contract durations & product bundling

**Reduce R&D and focus on Core Products** Uncertain roadmap for non-core products like Tanzu and Carbon Black

**Focus on Top Customers** Potentially focus on top ~1,500 customers to the detriment of the rest

**Raise Prices**: Past acquisitions' customers saw significant price increases to meet Broadcom EBIT targets

**Cut Headcount**: Immediate impact on SG&A and mid term in sales and product. Likely voluntary attrition of top talent

**Moderate Partner Investment**: Reduced partner Market Development Funds (MDF) to meet SG&A targets

#### No More Perpetual License Sales and Shift to Subscriptions:

Customers can't buy perpetual licenses anymore

04/2024 PoV NO PRICE OR HIGHER PRICE

NO VMWARE PEOPLE

NO PARTNER

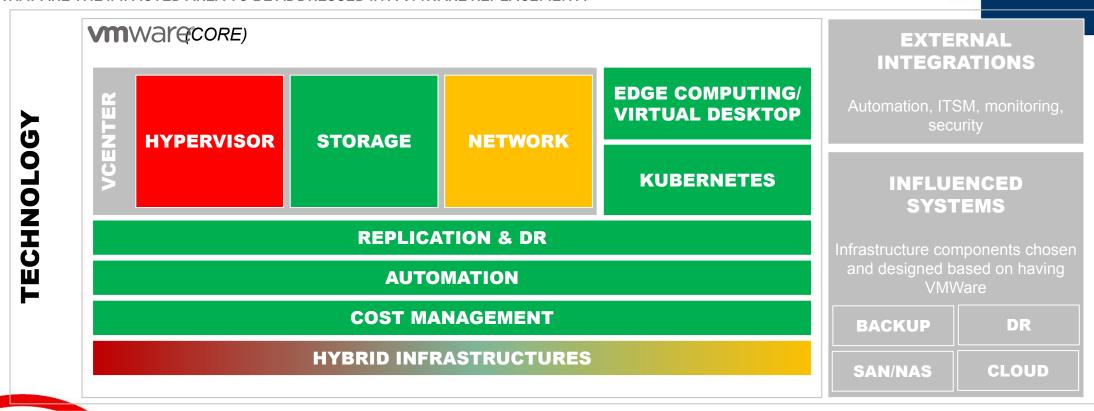
PRODUCTS
DISCONTINUITY





### The VMware Ecosystem

WHAT ARE THE IMPACTED AREA TO BE ADDRESSED IN A VMWARE REPLACEMENT?



**CONTRACTS & ECONOMICS** 

**COMPETENCES** 

**PROCESSES** 

ed Hat

### Which are the opportunities?

MIGRATE TO A NEW TECHNOLOGY COULD LEVERAGE SOME SPECIFIC ADVANTAGES





DESIGN INFRASTRUCTURES
WITH UP-TO-DATE BEST
PRACTICES



**OPTIMIZE TECHNOLOGY** 



EVALUATE (AGAIN) THE CLOUD JOURNEY



REFRESH SKILLS



OPTIMIZE RUNNING COSTS



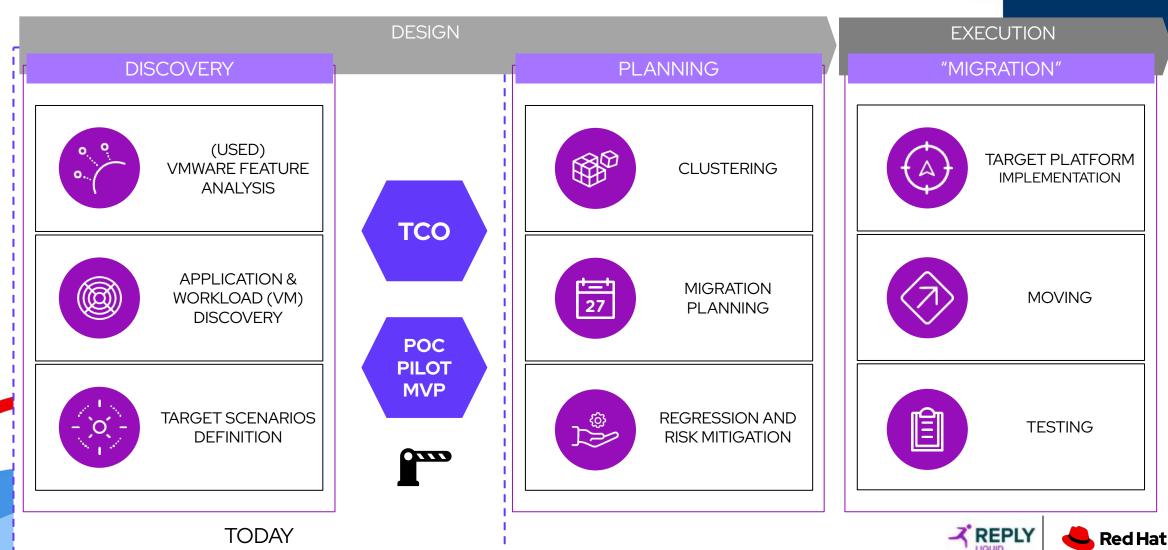
BE MORE SUSTAINABLE





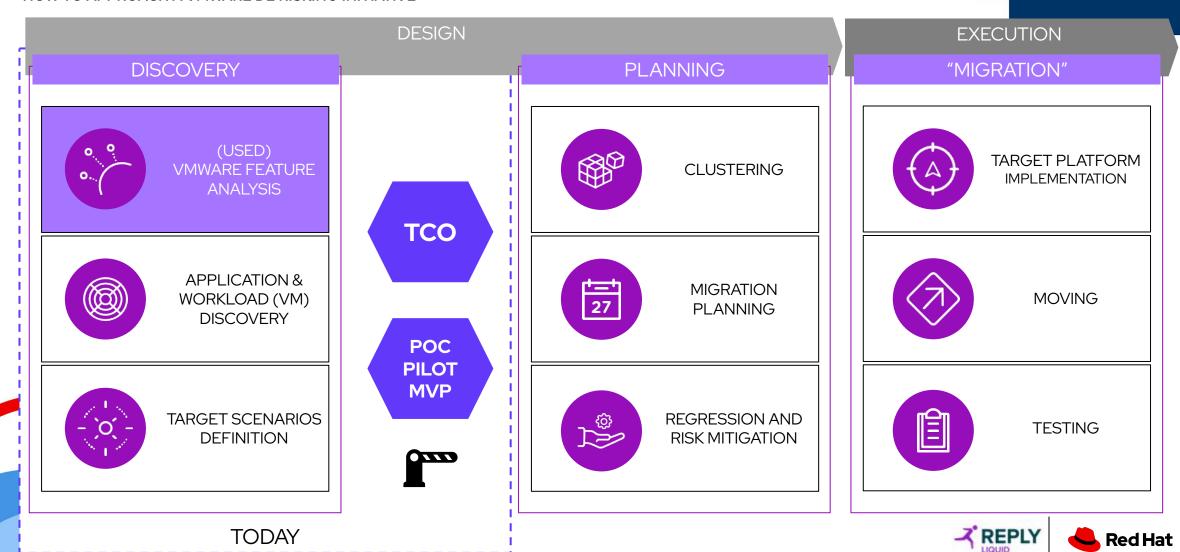
# Transformation Approach

HOW TO APPROACH A VMWARE DE RISKING INITIATIVE



# Transformation Approach

HOW TO APPROACH A VMWARE DE RISKING INITIATIVE



### VMware features map

WE CONTINUOUSLY MAP THE FUNDAMENTAL MACRO AND MICRO FEATURES OF VMWARE



**AUTOMATION** 

**ORCHESTRATION** 

NETWORK MONITORING

**OBSERVABILITY** 

LOG AGGREGATION

MULTICLOUD

**CONTAINERS** 

CLUSTER MANAGEMENT

SOFTWARE DEFINED NETWORKING

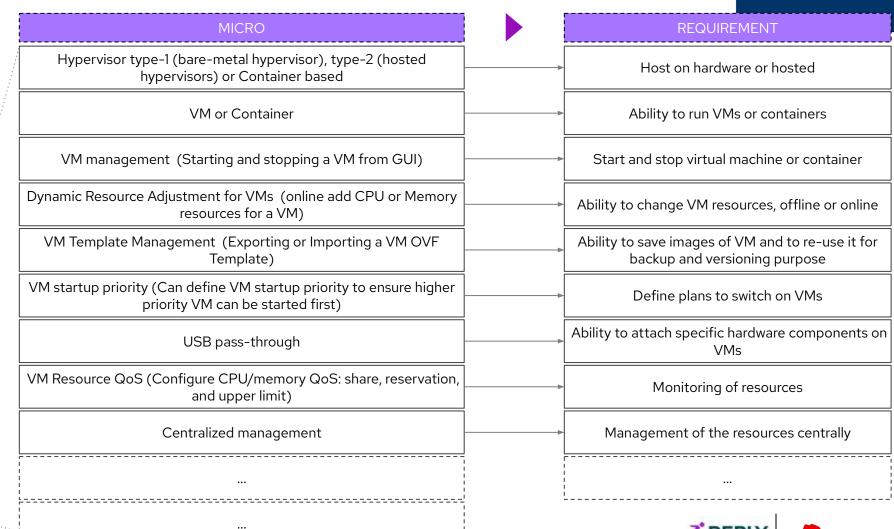
SOFTWARE DEFINED STORAGE

COMPONENTS

CORE (

**HYPERVISOR** 

**BARE METAL** 

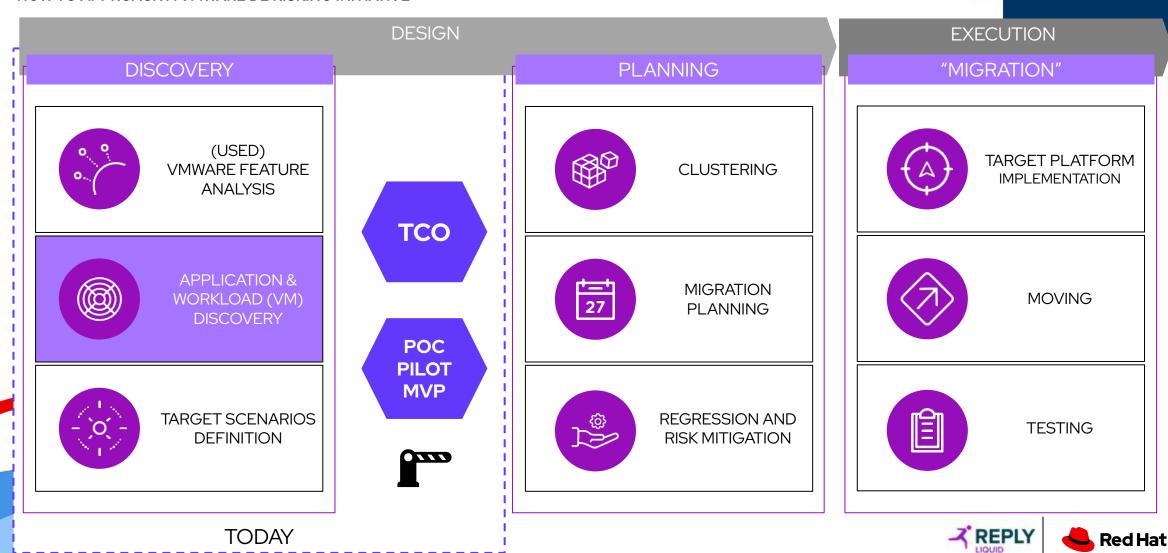






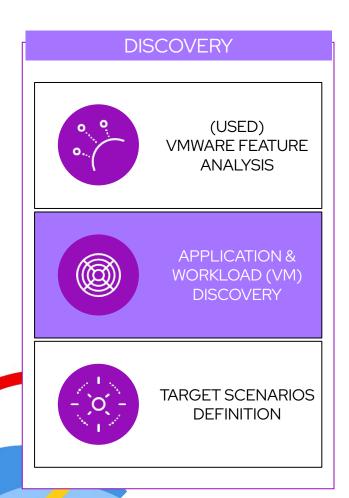
# Transformation Approach

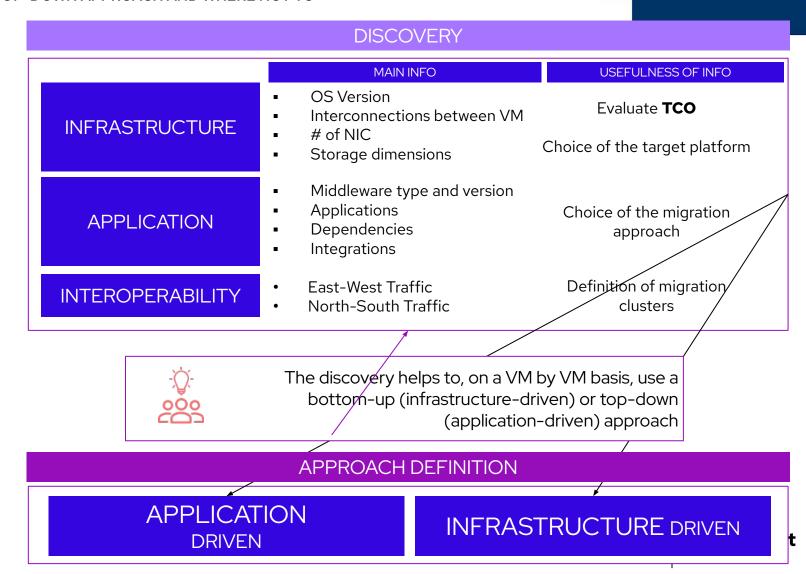
HOW TO APPROACH A VMWARE DE RISKING INITIATIVE



### Two steps discovery

FIRST STEP HELPS TO DEFINE WHERE TO USE A TOP-DOWN APPROACH AND WHERE NOT TO



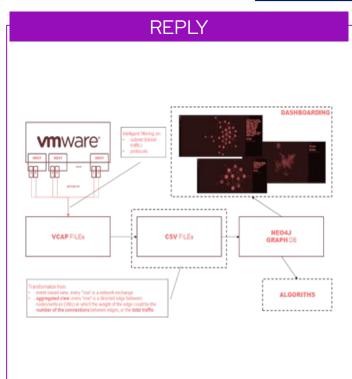


### Discover: How to?

CAN BE CONDUCTED WITH DIFFERENT TECHNOLOGIES AND APPROACHES







**CMDB** 

**m**ware

ITAM

..other tools..



### Discovery: REPLY

#### **OUR SOLUTION TO IDENTIFY YOUR INFRASTRUCTURE AND WORKLOADS**

#### **REPORT TOOL**

A Python-based application which gathers data from your VMware vSphere 6.5+ instances and Windows/Linux Virtual Machines, producing detailed reports regarding your infrastructure.

#### **SCAN**

Scan a vSphere infrastructure using native APIs and gather data about its Guest Systems using Ansible playbooks.

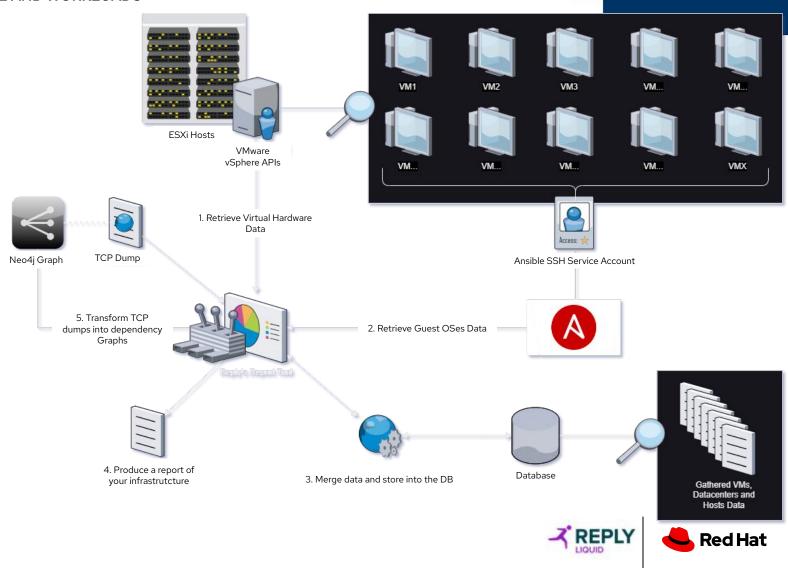
Data is then stored inside a database for ex-post analysis.

#### MAP

Create a graph of network traffic between Virtual Machines starting from a TCP dump file, to discover dependencies between hosts and carefully plan their migration.

#### **REPORT**

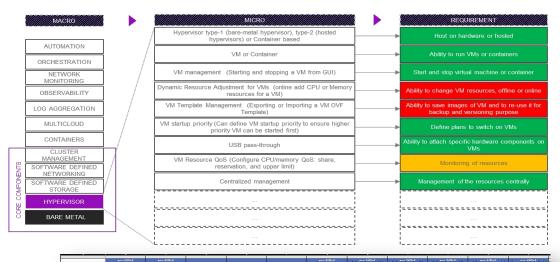
Produce a report listing gathered data regarding VMs, their configuration and installed applications.



### Discovery: Deliverable Example

THROUGH A CLEAR VIEW OF THE CURRENT SITUATION, DEFINE THE PATHS TO BE TAKEN





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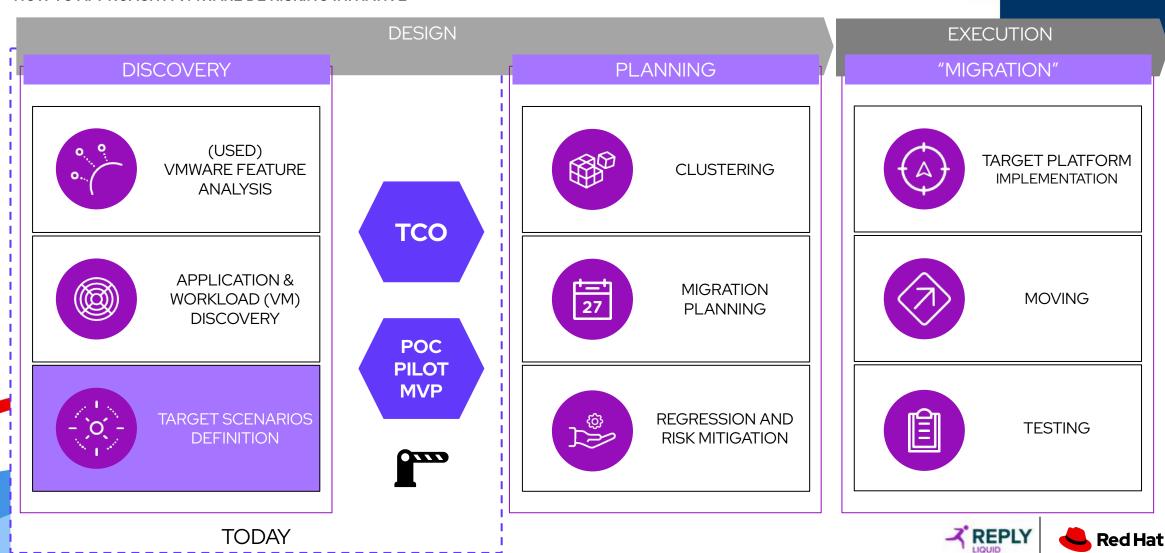






# Transformation Approach

HOW TO APPROACH A VMWARE DE RISKING INITIATIVE



# Migration Target Platforms

VM CAN BE MOVED to DIFFERENT ARCHITECTURE, EVEN WITH MIXED APPROACHES



**OPERATING SYSTEM** 

VIRTUALIZATION LAYER

**CHANGED COMPONENT** 

**UNCHANGED COMPONENT** 

MIGRATION COMPLEXITY COMPATIBILITY AND FIT

IMPACT ON OPERATIONS

#### **APPLICATIONs**

**OPERATING SYSTEM** 

**VIRTUALIZATION** LAYER

**APPLICATIONs** 

**OPERATING SYSTEM** 

**VIRTUALIZATION** LAYER

#### HYP 2 HYP

Transitioning to another hypervisor













Migrating to KubeVirt

**HYP 2 CLOUD** 

Moving to cloud laaS













Shifting to K8S transforming to cloud-native











Transitioning from VMware to SaaS









### TCO: Prepare and Understand if

LESSONS LEARNT AND ELEMENTS ABOUT HOW TO DETERMINE IF A MIGRATION IS THE RIGHT WAY



**VMware Renewal Costs** 

Expenses associated with renewing licenses for VMware products.

**VMware and Broadcom Trust** 

Level of confidence or the partnership between VMware and Broadcom, which could be pertinent if there is a reliance on technologies from both companies.

The Burden of Legacy and Business-Critical Apps

Challenge of maintaining older applications that are essential to business operations while also ensuring they can be supported by future technology advancements.

The Clear Picture of ASIS
VMware Situation

"As Is" state of the VMware environment, meaning the current setup without any changes. Having a clear understanding of this is crucial for planning any transitions or upgrades

**Cloud Journey Readiness** 

Preparedness of the infrastructure and applications for migration to the cloud or for functioning in a cloud environment.

Team Competences and Flexibility

Importance of having a team with the necessary skills and the ability to adapt to changes in the technology landscape

**Economic Availability** 

Financial resources that are available for investment in these areas.





### **REPLY Services**

HOW CAN WE HELP YOU IN THIS INITIATIVES

REPLY ACCELERATORS





DISCOVERY TOOLS



#### DESIGN

#### **DISCOVERY**

- Analyze, abstract, and formalize features used in VMware
- Discover VMs, Workloads, and Applications
- Study, Proof of Concept (PoC) and Pilot
- Design target platform architecture & scenarios

#### **PLANNING**

- Define migration waves by clustering the VMs according to the connected workload and/or the target architecture
- Plan the migration
- Develop a risk mitigation plan that includes regression management

#### **EXECUTION**

#### "MIGRATION"

- Implement the target platforms with the support of the vendor.
- Activate and manage the plan, focusing on governance and technical activities
- Define and execute tests

Detailed Knowledge on ASIS

- Tools to facilitate decision-making on the target platform and migration approach
- Platforms testing/PoC/Pilot/MVP
- Planning and governance of the migration
- Execution of the migration

**DELIVERABLES** 

lat

# EXECUTION

### **REPLY Accelerators**

#### HOW CAN WE HELP YOU IN THIS INITIATIVES



- Requirements refresh and revalidation
- Definition of the functional and non-functional KPIs necessary for the evaluation of the strategy
- Technical functionality map definition related to VMware
- Design of the target scenarios and definition of the associated BOM
- Migration plan and Cut Over proposal



**DISCOVERY TOOLS** 

- Economic evaluation for migration project
- Collection of environmental information and KPIs
- Workload census and update of the infrastructural CMDB
- Definition of technical compatibility matrix



- Refinement of economic evaluation for migration project
- Architectural blueprint definition
- Process analysis and revalidation on a new technological basis
- Check functionalities on new platforms and first migration test



**Connect** 

Q&A







**Connect** 

# Thank you



