

# Are Your IT Operations Too Dependent on VMware?

Nutanix helps technical leaders reduce Broadcom uncertainty and risk.

The acquisition of VMware by Broadcom may create significant risks for organizations that rely on VMware virtualization technologies including VMware Cloud Foundation®, vSphere®, vSAN®, and VMC®. According to Broadcom, there may be intent to double VMware's profitability after the acquisition through *Recurring Revenue Growth, Focusing Research & Development and Support*, and other levers.\*

As a technical leader, you are no doubt considering how this acquisition will impact VMware support, pricing, and innovation and preparing for possible adjustments to your existing VMware deployments and next-generation technology plans. Nutanix is here to help you navigate this uncertainty with strategies to address risks posed by the Broadcom acquisition.

## Manage VMware Support Risk In The Broadcom Era

Infrastructure is at the heart of modern IT, and support is critical for maintaining security, compliance, and day 2 operations. The Broadcom acquisition may raise concerns about the level of support for VMware products after the deal closes.

Support has been a Nutanix core competency for years. We have a 96% customer satisfaction rating, and our support organization has maintained a Net Promoter Score of 90 for over 7 years. We operate 9 support centers providing support services in more than 150 countries and 20 languages.

“One of our key decision points in choosing Nutanix was its support organization. Nutanix has by far the best support of any IT organization that I've ever worked with.

—Trek Bikes

## Three Strategies To Reduce Innovation And Pricing Risks

Innovation drives competitive advantage, and some VMware customers may have concerns that Broadcom could potentially delay VMware roadmaps and increase prices. Nutanix is ready with three strategies to help you:

### For SAN Customers Running VMware vSphere

Respond more quickly to the fast pace of application growth — while minimizing exposure to price increases across vSphere and vRealize — by moving to Nutanix HCI. The Nutanix Cloud Platform supports all your business-critical applications including databases, VDI, and Big Data. Nutanix has also been recognized as a Leader in the 2021 Gartner® Magic Quadrant™ for HCI software.\*

### For HCI Customers Running vSAN

Migrate to Nutanix and eliminate both the business risk caused by Broadcom and the architectural risk due to the inability to access the full performance of NVMe storage or to take advantage of SAN-level features such as snapshots and replication. Nutanix gives you the storage capabilities you need today with no waiting.

### For HCI Customers running VMware on Nutanix

Replace the VMware hypervisor with Nutanix AHV to control costs, ensure continued access to enterprise-level support, and speed security patching with one-click upgrades for the entire infrastructure stack.

\* Source: Slide 13, "Broadcom to Acquire VMware Investor Presentation" May 26, 2022

## The Nutanix Cloud Platform Addresses All Your VMware Challenges

Whatever VMware products you currently use, Nutanix offers low-risk, award-winning alternatives backed by outstanding support while reducing risks from price increases and lack of innovation.

VMware Product	Nutanix Product
VMware Cloud Foundation®	<a href="#">Nutanix Cloud Platform</a>
vSphere®	<a href="#">Nutanix AHV</a>
vSAN®	<a href="#">AOS Storage</a>
NSX®	<a href="#">Flow Virtual Networking</a>
VMware Cloud on AWS®	<a href="#">Nutanix Cloud Clusters on AWS</a>
Azure VMware Cloud®	<a href="#">Nutanix Cloud Clusters on Azure</a>
vCenter®	<a href="#">Nutanix Cloud Manager (NCM)</a>
vRealize Automation®	<a href="#">NCM Intelligent Operations</a>
vRealize Orchestrator®	<a href="#">NCM Self-Service</a>
CloudHealth®	<a href="#">NCM Cost Governance</a>

### Why Nutanix?

Nutanix created the hyperconverged infrastructure (HCI) category and today has over 20,000 customers, including nearly half of Global 2000 companies. These customers choose Nutanix to modernize infrastructure and respond to the fast pace of application development. Our server-based, software-defined solutions support the most demanding applications with a consistent operating model that extends from the datacenter to the edge to the cloud.

Only Nutanix offers seamless integration with VMware, easy migration paths from VMware solutions, unified storage capabilities, and proven cloud integration, all combined with lower total cost of ownership (TCO). In [a recent study](#), IDC found that Nutanix customers achieve an average TCO savings of 43% and an ROI of 356% over a 3-year period with a 12-month payback.

“It’s really easy to use the Nutanix platform. After working with it for just a few days, I told my colleagues that ‘Nutanix works the way that VMware should.’ Prism Central manages not only HCI but also AHV virtualization. By easing the management burden, I’ve been able to focus on more strategic projects.

– [Ruffalo Noel Levitz](#)

## Innovate In The Areas That Matter Most

Nutanix focuses on innovation in areas critical to modern IT operations, including:

- **Security:** With cyber threats increasing, Nutanix protects your operations with self-healing security and compliance, built-in encryption, microsegmentation, and immutable backups for ransomware protection.
- **Data Storage:** Nutanix HCI integrates block, object, and file storage, all with enterprise-class snapshots and replication. Nutanix eliminates vSAN uncertainty and enables you to address all data storage needs without third-party storage.
- **Automation:** Nutanix focuses on one-click simplicity and automation, so IT teams spend less time on routine tasks, make fewer errors, and accomplish more.

## A Path To The Future You Can Get Started On Today

Nutanix makes it simple for you to mitigate any risk that may arise from the Broadcom acquisition. Our cross-hypervisor mobility tool enables you to move VMs with minimal disruption, including:

- Move VMs from ESXi on legacy infrastructure to ESXi on Nutanix
- Move VMs from ESXi on legacy infrastructure to AHV on Nutanix
- Move VMs from ESXi to Nutanix Cloud Clusters on AWS or Azure

**To learn how Nutanix can help your company navigate Broadcom's VMware acquisition, visit [www.nutanix.com/vmaware](http://www.nutanix.com/vmaware), or get in touch with us directly.**

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T. 855.NUTANIX (855.688.2649) | F. 408.916.4039

[info@nutanix.com](mailto:info@nutanix.com) | [www.nutanix.com](http://www.nutanix.com) | [@nutanix](https://twitter.com/nutanix)

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