

# The True Cost and Capability Gaps of VCF 9: Nutanix vs. VMware

VCF 9 is not an upgrade. It's a reset that locks customers into Broadcom's redesigned ecosystem.

Broadcom fundamentally changed [the VCF model, reshaping cost, packaging, and capabilities](#). It's a [forced migration that locks customers](#) into Broadcom's completely redesigned ecosystem, requiring you to start from scratch.<sup>1</sup>

## VCF 9: Mandated Bundles. Less Control. Reduced Flexibility.

The [new VCF model](#) forces customers<sup>2</sup> into a rigid, premium-priced stack that impacts cost, architecture, and day-to-day operations.<sup>1</sup>

VCF customers now grapple with:

### Forced Bundling

You pay for a premium stack, even if you only use a few of the features.

### Usage-based Fees

Extra costs for security, networking, and storage.<sup>2</sup>

### Loss of Architectural Control

Fewer ways to build your environment

### Increased Vendor Lock-in

Limited options that make it harder to adapt or change.

### Bottom line

Unpredictable economics and fewer configuration paths for IT teams.

## Nutanix: Enhanced Control, Greater Transparency

Nutanix is designed to deliver core platform capabilities without forced bundles or hidden add-ons — giving teams predictable cost and full control over what they deploy.

### Included with Nutanix Cloud Platform:

- ✓ Built-in advanced security
- ✓ Highly scalable storage capacity
- ✓ Integrated disaster recovery
- ✓ Flexible modular licensing

## Radical Simplicity, Real Choice

Nutanix gives IT teams a unified platform that is designed to simplify operations while preserving flexibility — without lock-in or forced architectural decisions.

### Single Control Plane

Manage compute, storage, networking, and virtualization through one unified operating model.

### Open Hypervisor Choice

Run AHV or an alternative hypervisor and switch on your terms, not your vendor's.

### Seamless Cloud Portability

Move workloads across on-prem and public cloud without re-architecting.

### Reduced Datacenter Footprint

Consolidate infrastructure to lower power, cooling, and space requirements.

## TCO is More Than a Price Tag

Industry research shows:

**15-20%**

Acquisition costs—including software—represent 15-20% of **total IT spend**.

**50-80%**

Operations, Maintenance and support account for 50-80% of **lifecycle cost**.<sup>3</sup>

The biggest pressure comes from running and supporting the environment, not the initial license.

## A complete TCO view includes:

Software, compute, storage, networking

Support & lifecycle management

Operational overhead

Migration & Services

Facilities (power, cooling, space)

## How Nutanix helps:

By consolidating compute, storage, and virtualization into a unified platform, Nutanix is designed to reduce the operational categories that make up the majority of TCO—helping to lower support effort, shrink datacenter footprint, and improve long-term cost predictability.

[Get Started](#)

<sup>1</sup> <https://www.anglepoint.com/blog/articles/broadcoms-vmware-changes-2025/>

<sup>2</sup> <https://redresscompliance.com/vcf-licensing-guide-2026.html>

<sup>3</sup> [https://pegotec.net/software-maintenance-cost-percentage-2026-industry-benchmarks/?utm\\_source=copilot.com](https://pegotec.net/software-maintenance-cost-percentage-2026-industry-benchmarks/?utm_source=copilot.com)

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