

Exploring VMware to CloudStack migration

Operational Guarantees and business impact

COMMITTED DIGITAL EXPERTISE

DIMSI.FR

Your Speakers



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Who are we?

About Dimsi.

VMware world recent changes

A real bargain of a buyout
All good things come to an end

Apache Cloudstack as an alternative ?

Feature comparison
Typical migration path

Business case

Real world budget comparison

Q&R





Creation

2006

Team Size

30 experts on three locations

Practices



Vmware world recent changes

About the numbers

History

1998 : Vmware creation

2022 : Initial announcement of a potential buyout of Vmware by Broadcom

2023 : Deal Closure (\$61 billions + \$8 billions debt => \$69 billions deal)

2024 : Product and strategy integration process

Market Share

2014 : ~500 000 customers

2023 : More than 500 000 customers

2025 : 375 000 customers

2030 : expected 30% drop in users

What we've observed since the acquisition

- Price increase
- Feature depreciation
- Dependancy on broadcom strategy
- Loss of trust
- New type of users



Apache Cloudstack as an alternative ?



Open Source / Driven by community

Free to use

Pro services and support available

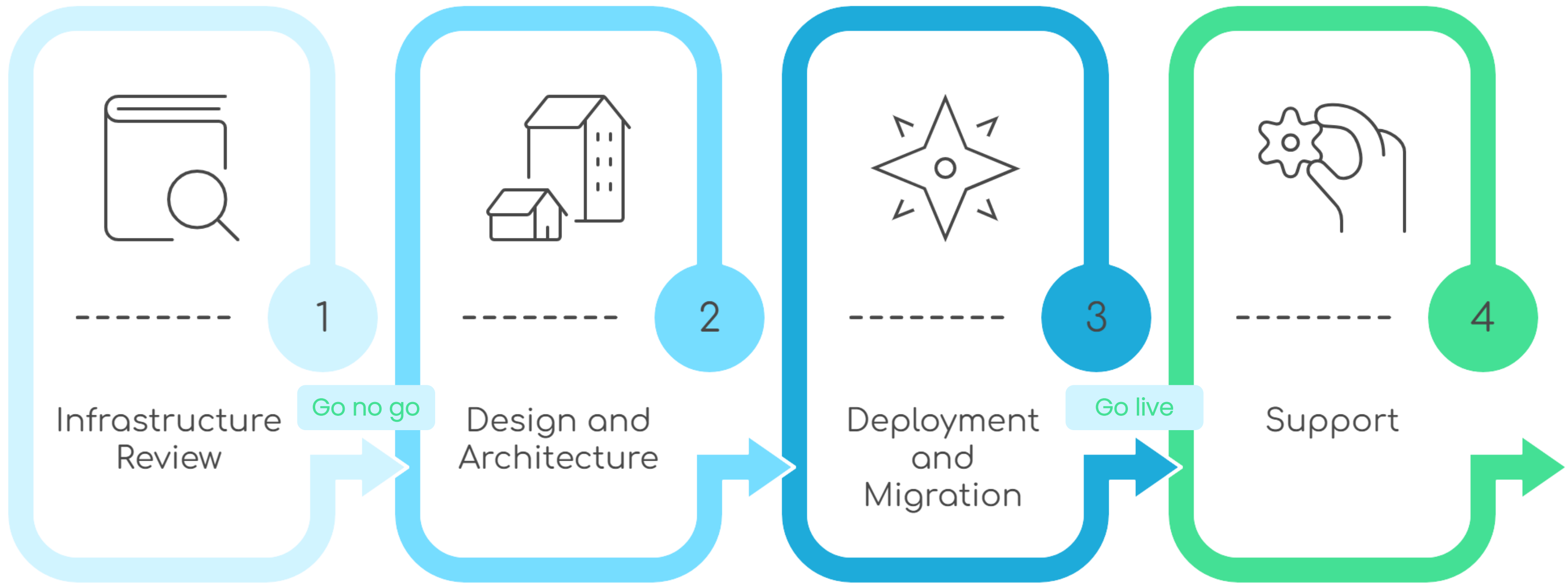
Apache project

No vendor Lock-in

Features comparison

Feature	CloudStack + KVM	VMware
Licensing	Open-source, no hypervisor cost	Requires VMware licenses (per core)
Storage	NFS, iSCSI, Ceph, local disks	VMFS, vSAN, vVols, datastore clusters
Migration	Live migration (shared storage)	vMotion + Storage vMotion
Networking	Linux bridge / OVS / Vxlan integrations	vSwitch / vDS / NSX
Performance & Scalability	High	High
HA	HA via CloudStack	vSphere HA
DRS	DRS via CloudStack	DRS
Centralized management	CloudStack UI	Centralized vCenter with rich GUI tools
Automation & API	Powerful API, Ansible and Terraform compatibility	Powerful automation ecosystem, VRA, VRO, API
Metrics & Reporting	Basic metrics and alerting, can be used with external solutions	Mature stack
Backup & Recovery	B&R Framework, a few vendor solutions	Large ecosystem and integrations (Veeam, Commvault, Rubrik, Cohesity)
Hardware Compatibility	Broad Linux-compatible hardware	Requires VMware HCL-certified hardware
Required skills	Requires Linux skills, no one-size-fits-all approach	Requires VMware ecosystem knowledge; easier to operate due to unified GUI and tooling.
Scaling Cost	Low incremental cost	Higher scaling cost due to licensing
TCO	Low, no vendor lock-in	High, strong vendor dependency
Support	Community support or paid support through Services Company	VMware Support

Migration process



Challenges

- Potential architecture changes
- Hardware compatibility
- Appliance compatibility
- Adapt existing workflows and integrations
- IT team skills and training

Business Case

- DL360 Gen10 with 2 sockets CPU
- 16 Cores CPU



	Medium-sized Infrastructure	Large-sized Infrastructure
Server number	15	100
Core number per server	32	32
Total cores number	480 Cores	3200 Cores
Estimated VSphere Foundation licence cost per year	480 cores × 190€ = 91,200€	3200 cores × 190€ = 608,000€
Estimated VSphere Foundation licence cost for 3 years	273,600€	1,824,000€

Business Case

Medium-sized Infrastructure (15 servers, 480 billed cores)

All shown prices are estimates

Cost Component	VMware	CloudStack + KVM
Setup and migration	0€	External : 20k € (professional services) Internal : 30k € (6 months, 0,25 FTE) Total : 50k €
Licensing and support 3 yrs	273,600€	Support: 1,200€ × 15 servers × 3 yrs = 54k €
Training	0€	5k €
Assumed additional workforce (FTE)	0€	0,25 FTE × 75k € × 3 yrs = 56,250€
Total 3-year TCO	273,600 €	164,250 €

- ~40% savings over 3 years

Business Case

Large sized Infrastructure (100 servers, 3200 billed cores)

All shown prices are estimates

Cost Component	VMware	CloudStack + KVM
Setup and migration	0€	175k €
Licensing and support 3 yrs	1,824,000 €	1,200 € × 100 servers × 3 yrs = 360k €
Formation	0€	20k €
Assumed additional workforce (FTE)	0€	2 FTE × 75k€ × 3 yrs = 450k €
Total 3-year TCO	1,824,000 €	1,014,000 €

- ~40% savings over 3 years

Conclusion

- Good decision !
- Smooth migration
- TCO positive impact
- Keep control

But

- Fitgap analysis
- Proper design and architecture
- Onboard technical teams
- Enjoy Apache Cloudstack project !

Thanks
For Your Attention

Let's chat

