

# VMware → AWS Cloud

## Now Is the Moment To Modernize

VMware's recent acquisition by Broadcom has left many customers bracing for contract hassles, service issues, and cost increases. There's never been a better time to modernize with an efficient, cost-effective move to the AWS Cloud. ScaleCapacity can tailor your AWS Cloud implementation to your specific needs and get you running with minimal disruption—saving both time and money.

### Why Partner With Us?



#### Experts in VMware and the AWS Cloud

As an Amazon Advanced Tier Partner, we know the AWS Cloud inside and out—but we also have certified VMware specialists on our team. We understand the technical nuances of both environments, resulting in a smooth transition for our customers.



#### A Simplified, Streamlined Migration

While migrations require operating on two systems for a period of time, we provide low-complexity solutions that make this transition seamless and easy. And we help your teams learn as they go, empowering them to feel productive and in control.



#### Baby Steps to the Cloud

Not ready to migrate your whole system to the cloud? We can help you take the first step by moving to cloud-based disaster recovery (DR). We'll ensure DR compliance in your new AWS environment and test DR recovery.



#### Save Time and Money

Migration speed and resource management are the keys to maximizing value. We'll determine how to use your existing licenses and resources in the most efficient way as you're migrating, and we'll get you into your new system fast. Once you're in the cloud, we'll help you streamline your operations.



As an AWS Advanced Consulting Partner, we bring deep expertise to every project. Our AWS Cloud qualifications include:

- Advanced Tier Services
- Authorized Commercial Reseller
- AWS Public Sector Partner
- AWS Solution Provider Program
- AWS Public Sector Solution Provider
- ProServe Ready Program
- AWS Well-Architected Partner Program

## Our Four-Step Approach Delivers Efficiency and Long-Term Value

This period of uncertainty for VMware customers is a golden opportunity to leverage the full potential of the cloud. Here's how ScaleCapacity makes migrating from VMware to the AWS Cloud a substantial net gain for public and private entities.

1

### Map the Best Course

To ensure a simple, smooth migration process, we'll identify the following before developing a detailed plan:

- Duplicate apps and data that can be streamlined in the cloud
- Which loads to move first
- Policies that will prevent overspending
- Pod and node right-sizing

ScaleCapacity can also conduct an Optimization and Licensing Assessment (OLA) and Learning Needs Assessment (LNA) to help you address both licensing and onboarding issues.

2

### Transfer Apps and Data

Following your migration plan, we then move your applications and databases hosted on VMware into the AWS Cloud. As we do so, we seek to maximize resource utilization and minimize costs throughout the transition.

3

### Optimize In the New Environment

To enable you to operate at peak performance in the cloud, we leverage cloud efficiencies such as reserve instances, spot, and savings plans. We also provide training and support so your teams acclimate easily.

4

### Identify Additional Savings

What licenses are you paying for? We help identify where your licenses are and when they expire. Once you're up and running in the cloud, you can decommission old licenses to avoid paying twice.

## Should I migrate from VMware to the AWS Cloud?

### 3 Questions to ask

1. **How will Broadcom's subscription model affect me – and how long is the renewal cycle and contract period?**

VMware customers are being migrated to a subscription model. Determine what that cost looks like, how long you are locked in, and how it compares with AWS Cloud's flexible, pay-as-you-go model.

2. **What is my hardware cycle, and how does it align with the VMware renewal cycle?**

Depending on the timing, it might be more cost-effective to move to the cloud instead of refreshing your hardware and paying for VMware's new subscription.

3. **Is the Broadcom acquisition the right moment to move to the cloud?**

By 2026, 75% of orgs will adopt a cloud-based digital transformation model, according to Gartner. Broadcom's acquisition offers the opportunity to explore moving one piece of your org to the cloud.

**Why wait? Make your move to the AWS Cloud.  
Connect with us at [www.scalecapacity.com](http://www.scalecapacity.com)**