

IAITAM ACE
May 7-9, 2024 The M Resort Las Vegas, NV

**VMware by Broadcom:
Don't Get Broadsided**
Anne Watson, SHI International

Finding your IAITAM Oasis

The banner features a tropical theme with palm leaves and flowers. A small globe icon with 'IAITAM' is in the bottom left corner.

1

Audience Question

vmware®

Who is currently a **VMWare** customer?

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SHI ASSET MANAGEMENT

The slide has a dark blue background with a white diagonal section. It includes the VMware logo and the SHI Asset Management logo.

2

Audience Question

Who has a **renewal** coming up in the next 12 months?

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SHI ASSET MANAGEMENT

The slide features a background image of hands typing on a laptop. It includes the SHI Asset Management logo and the event title.

3

Audience Question

What words describe the changes to VMWare licensing?



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Our Journey Today

- 1 What's happened?
- 2 What's the problem?
- 3 What we are doing to help?

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Our Journey Today

- 1 What's happened?
- 2 What's the problem?
- 3 What we are doing to help?

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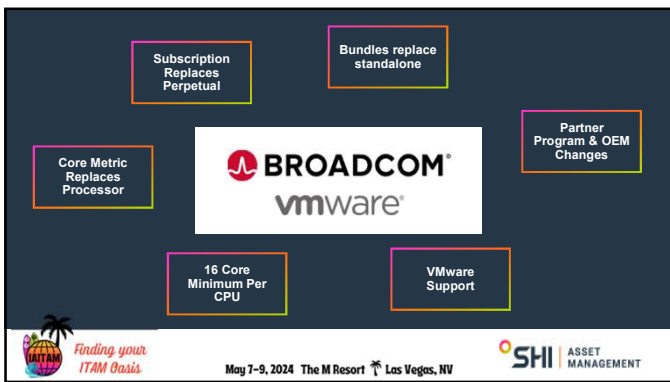
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4 Big Problems you need to understand

Problem #1
No More Perpetual Licenses

Problem #2
The Looming Renewal

Problem #3
Assessing Today & Plan for Tomorrow

Problem #4
The Licensing Domino Effect

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Problem #1 Here Come the Bundles

Bundle Offering	VVEP vSphere Essentials Plus	VVS vSphere Standard	VVF vSphere Foundation	VCF vCloud Foundation
MSRP Annual Cost (16 Core Minimum)	3 ESXi Hosts 96 Cores Maximum	No Maximum	No Maximum	3500 Core Entry Point
1 Year Prepaid Commit	\$4,800	\$70	\$189	\$490
Per Core	\$50	\$70	\$189	\$490
3 Year Prepaid Commit	\$10,080	\$150	\$405	\$1,050
Per Core	\$35	\$50	\$135	\$350
5 Year Prepaid Commit	\$16,800	\$250	\$675	\$1,750
Per Core	\$35	\$50	\$135	\$350

No Price Break from 3 to 5 Year

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Problem #1 Here Come the Bundles

	VVEP vSphere Essentials Plus	VVS vSphere Standard	VVF vSphere Foundation	VCF vCloud Foundation
	3 ESXi Hosts 96 Cores Maximum	16 Cores per CPU Maximum	16 Cores per CPU Maximum	3500 Core Entry Point 16 Cores per CPU Min
vSphere Essentials Plus				
vCenter Essentials				
vSphere Standard				
vSphere Enterprise Plus				
TKG (TANU) Kubernetes Grid - Runtime				
vSAN Enterprise (100 GB of vSAN per Core)				
vSAN Enterprise (1 TB of vSAN per Core)				
Avia Suite Standard				
Avia Operations Advanced				
Avia Operations for Logs				
vSphere w/Avia				
Avia Edge				
NEX Enterprise (Networking Only)				
NEX Enterprise				
Avia Suite Enterprise				
Avia Operations for Networks Enterprise				
Avia Suite Lifecycle				
SDOC Manager				
Avia Automation				
Data Services Manager (DSM)				

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Slide 12

an0 you can't see the tick marks for the bundles
anne_watson@shi.com, 2024-03-12T22:16:15.758

Problem #1
Here Come the Bundles

	VSEP vSphere Essentials Plus 1 EBX3 Hours 16-Cores Maximum	VVS vSphere Standard 16-Cores per CPU Minimum	VVF vSphere Foundation 16-Cores per CPU Minimum	VCF vCloud Foundation 3600 Core Entry Point 16-Cores per CPU Min
vSphere Essentials Plus				
vCenter Essentials				
vCenter Standard				
vSphere Standard				
vSphere Enterprise Plus				
TKG (TANZ) Kubernetes Grid - Runtime				
vSAN Enterprise (100 GB of vSAN per Core)*				
vSAN Enterprise (1 TB of vSAN per Core)				
Aria Suite Standard				
Aria Operations Advanced				
Aria Operations For Logs				
vSphere w/Tanzu				
Aria Logs				
NIX Enterprise (Networking Only)				
HCK Enterprise				
Aria Suite Enterprise				
Aria Operations for Networks Enterprise				
Aria Suite Lifecycle				
SDDC Manager				
Aria Automation				
Data Services Manager (DSM)				

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Problem #1
Here Come the Bundles

	VSEP vSphere Essentials Plus 1 EBX3 Hours 16-Cores Maximum	VVS vSphere Standard 16-Cores per CPU Minimum	VVF vSphere Foundation 16-Cores per CPU Minimum	VCF vCloud Foundation 3600 Core Entry Point 16-Cores per CPU Min
vSphere Essentials Plus				
vCenter Essentials				
vCenter Standard				
vSphere Standard				
vSphere Enterprise Plus				
TKG (TANZ) Kubernetes Grid - Runtime				
vSAN Enterprise (100 GB of vSAN per Core)*				
vSAN Enterprise (1 TB of vSAN per Core)				
Aria Suite Standard				
Aria Operations Advanced				
Aria Operations For Logs				
vSphere w/Tanzu				
Aria Logs				
NIX Enterprise (Networking Only)				
HCK Enterprise				
Aria Suite Enterprise				
Aria Operations for Networks Enterprise				
Aria Suite Lifecycle				
SDDC Manager				
Aria Automation				
Data Services Manager (DSM)				

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Problem #1
Here Come the Bundles

	VSEP vSphere Essentials Plus 1 EBX3 Hours 16-Cores Maximum	VVS vSphere Standard 16-Cores per CPU Minimum	VVF vSphere Foundation 16-Cores per CPU Minimum	VCF vCloud Foundation 3600 Core Entry Point 16-Cores per CPU Min
vSphere Essentials Plus				
vCenter Essentials				
vCenter Standard				
vSphere Standard				
vSphere Enterprise Plus				
TKG (TANZ) Kubernetes Grid - Runtime				
vSAN Enterprise (100 GB of vSAN per Core)*				
vSAN Enterprise (1 TB of vSAN per Core)				
Aria Suite Standard				
Aria Operations Advanced				
Aria Operations For Logs				
vSphere w/Tanzu				
Aria Logs				
NIX Enterprise (Networking Only)				
HCK Enterprise				
Aria Suite Enterprise				
Aria Operations for Networks Enterprise				
Aria Suite Lifecycle				
SDDC Manager				
Aria Automation				
Data Services Manager (DSM)				

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Slide 13

an0 Screenshots of Bundles not good

anne_watson@shi.com, 2024-03-12T22:16:50.322

Slide 14

an0 Disregard - I see what you are doing. I was confused

anne_watson@shi.com, 2024-03-12T22:18:59.638

Problem #1 Here Come the Bundles

	VVEP vSphere Essentials Plus 3 ESXi/Hosts 96 Cores Maximum	VVS vSphere Standard 16-Core per CPU Minimum	VVF vSphere Foundation 16-Core per CPU Minimum	VCF vCloud Foundation 3500 Core Entry Point/ 16-Core per CPU Min
vSphere Essentials Plus				
vCenter Essentials				
vCenter Standard				
vSphere Standard				
vSphere Enterprise Plus				
Tanzu (Tanzu Kubernetes Grid - Runtime)				
vSAN Enterprise (100 GiB of vSAN per Core)*				
vSAN Enterprise (1 TiB of vSAN per Core)				
Arka Suite Standard				
Arka Operations Advanced				
Arka Operations for Logs				
vSphere wt-ara				
Arka Logs				
NSX Enterprise (Networking Only)				
IRIX Enterprise				
Arka Suite Enterprise				
Arka Operations for Networks Enterprise				
Arka Suite Lifecycle				
SDC Manager				
Arka Automation				
Data Service Manager (DSM)				

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Problem #1 Don't Forget The Add-Ons

	VVEP vSphere Essentials Plus	VVS vSphere Standard	VVF vSphere Foundation	VCF vCloud Foundation
vSAN Enterprise (1 TiB/Core)				
VCDP/RW (Disaster Recovery & Ransomware Recovery)				
VMware Site Recovery Manager (SRM)				
NSX Distributed Firewall				
NSX Distributed Firewall with ATP				
VMware Load Balancer (Adv & Global, L7 App Security Kubernetes Ingress)				
NSX Load Balancer				
VMware Advanced Load Balancing				
Tanzu Intelligence (Components Detailed Below)				
Tanzu Mission Control: SaaS & Self-Managed				
Tanzu Spring Runtime (TSR)				
Tanzu Application Platform (TAP & TSR)				
Tanzu Mission Control: SaaS & Self-Managed				
Tanzu Spring Runtime (TSR)				
Tanzu Application Platform (TAP & TSR)				
Tanzu Intelligence Services				
VMware Private AI Foundation				

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Problem #1 Don't Forget The Add-Ons

	VVEP vSphere Essentials Plus	VVS vSphere Standard	VVF vSphere Foundation	VCF vCloud Foundation
vSAN Enterprise (1 TiB/Core)				
VCDP/RW (Disaster Recovery & Ransomware Recovery)	Add-On			
VMware Site Recovery Manager (SRM)	Add-On			
NSX Distributed Firewall				
NSX Distributed Firewall with ATP				
VMware Load Balancer (Adv & Global, L7 App Security Kubernetes Ingress)				
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VMware Private AI Foundation				

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Problem #1
Don't Forget The Add-Ons

	VSEP vSphere Essentials Plus	VSB vSphere Standard	VVF vSphere Foundation	VCF vCloud Foundation
VSAN Enterprise (1 TB/Cone)				
VCORRW (Disaster Recovery & Ransomware Recovery)		Add-On		
VMware Site Recovery Manager (SRM)		Add-On		
NSX Distributed Firewall				
NSX Distributed Firewall with ATP				
VMware Load Balancer (Adv & Global, L7 App Security, Kubernetes Ingress)				
NSX Load Balancer				
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Tanzu Intelligence (Components Detailed Below)				
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Tanzu Spring Runtime (TSR)				
Tanzu Application Platform (TAP & TSR)				
Tanzu Intelligence Services				
VMware Private AI Foundation				

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Problem #1
Don't Forget The Add-Ons

	VSEP vSphere Essentials Plus	VSB vSphere Standard	VVF vSphere Foundation	VCF vCloud Foundation
VSAN Enterprise (1 TB/Cone)			Add-On	
VCORRW (Disaster Recovery & Ransomware Recovery)			Add-On	
VMware Site Recovery Manager (SRM)			Add-On	
NSX Distributed Firewall			Add-On	
NSX Distributed Firewall with ATP			Add-On	
VMware Load Balancer (Adv & Global, L7 App Security, Kubernetes Ingress)			Add-On	
NSX Load Balancer			Add-On	
VMware Advanced Load Balancing			Add-On	
Tanzu Intelligence (Components Detailed Below)			Add-On	
Tanzu Mission Control: SaaS & Self-Managed			Add-On	
Tanzu Spring Runtime (TSR)			Add-On	
Tanzu Application Platform (TAP & TSR)			Add-On	
Tanzu Mission Control: SaaS & Self-Managed			Add-On	
Tanzu Spring Runtime (TSR)			Add-On	
Tanzu Application Platform (TAP & TSR)			Add-On	
Tanzu Intelligence Services			Add-On	
VMware Private AI Foundation			Add-On	

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Problem #1
Don't Forget The Add-Ons

	VSEP vSphere Essentials Plus	VSB vSphere Standard	VVF vSphere Foundation	VCF vCloud Foundation
VSAN Enterprise (1 TB/Cone)				Add-On
VCORRW (Disaster Recovery & Ransomware Recovery)				Add-On
VMware Site Recovery Manager (SRM)				Add-On
NSX Distributed Firewall				Add-On
NSX Distributed Firewall with ATP				Add-On
VMware Load Balancer (Adv & Global, L7 App Security, Kubernetes Ingress)				Add-On
NSX Load Balancer				Add-On
VMware Advanced Load Balancing				Add-On
Tanzu Intelligence (Components Detailed Below)				Add-On
Tanzu Mission Control: SaaS & Self-Managed				Add-On
Tanzu Spring Runtime (TSR)				Add-On
Tanzu Application Platform (TAP & TSR)				Add-On
Tanzu Mission Control: SaaS & Self-Managed				Add-On
Tanzu Spring Runtime (TSR)				Add-On
Tanzu Application Platform (TAP & TSR)				Add-On
Tanzu Intelligence Services				Add-On
VMware Private AI Foundation				Add-On: Coming Soon

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Slide 27

an0 Added new table. Adjusted per comments from VMware SME
anne_watson@shi.com, 2024-03-12T22:22:29.004

Problem #2
Cost Bomb

Organisation #2

\$643k Perpetual

\$10.1m VCF Subscription

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Problem #3
Assess Today, Plan For Tomorrow

Organisation #3

Do The Math

COST ANALYSIS PER ESXI HOST				
Annual Cost (Bundle Based on Price Break for 3- or 5- Year Term)	16	24	32	48
Assumption: 1 Host w/2 CPUs & 1 vCenter	Cores	Cores	Cores	Cores
VIS - vSphere Standard	\$1,800.00	\$2,400.00	\$3,200.00	\$4,800.00
vSphere Standard + vCenter CPU Cost	\$11,045.00	\$11,045.00	\$11,045.00	\$14,371.00
vSphere Standard + vCenter CPU Cost w/Discount	\$6,074.75	\$6,074.75	\$6,074.75	\$7,564.05
VVF - vSphere Foundation	\$4,320.00	\$6,480.00	\$8,640.00	\$12,960.00
vCenter + vSphere EPP per CPU Cost	\$17,595.00	\$17,595.00	\$17,595.00	\$27,471.00
vCenter + vSphere EPP per CPU Cost w/Discount	\$9,677.25	\$9,677.25	\$9,677.25	\$15,109.05
VCF - vCloud Foundation	\$11,200.00	\$16,800.00	\$22,400.00	\$33,600.00
vCenter + vSphere EPP per CPU Cost	\$17,595.00	\$17,595.00	\$17,595.00	\$27,471.00
vCenter + vSphere EPP per CPU Cost w/Discount	\$9,677.25	\$9,677.25	\$9,677.25	\$15,109.05

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Problem #4
The Licensing Domino Effect

vmware

ORACLE

Microsoft

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an0 Found an error on vSphere Foundation. Factored in the wrong product
anne_watson@shi.com, 2024-03-12T22:24:43.055

Problem #4
The Licensing Domino Effect




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Problem #4
The Licensing Domino Effect



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Problem #4
The Licensing Domino Effect

Virtualization Shifts Can Impact Licensing Counts



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Our Journey Today

- 1 What's happened?
- 2 What's the problem?
- 3 What we are doing to help?

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What we are doing to help?

Don't Panic

Get Your Ducks in a Row

- 1 Prepare an effective license position
- 2 Evaluate Cost Impact & Virtualization Needs
- 3 Assess Options & Develop Roadmap

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What we are doing to help?

Getting you prepared for your Broadcom Journey

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 **www.shi.com**
Email & Phone

 
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