

# After the VMware Exit

*How to Consolidate, Repatriate, and Prepare for AI*



## Agenda

- The State of Infrastructure Today
- The Hypervisor Sprawl Trap
- Don't Just Swap Hypervisors – The Case for Consolidation
- The Unified Migration Path – Cirrus Data
- The Unified Destination – VergeOS
- Demo of Cirrus Data & VergeOS Walkthrough
- Q&A and Closing

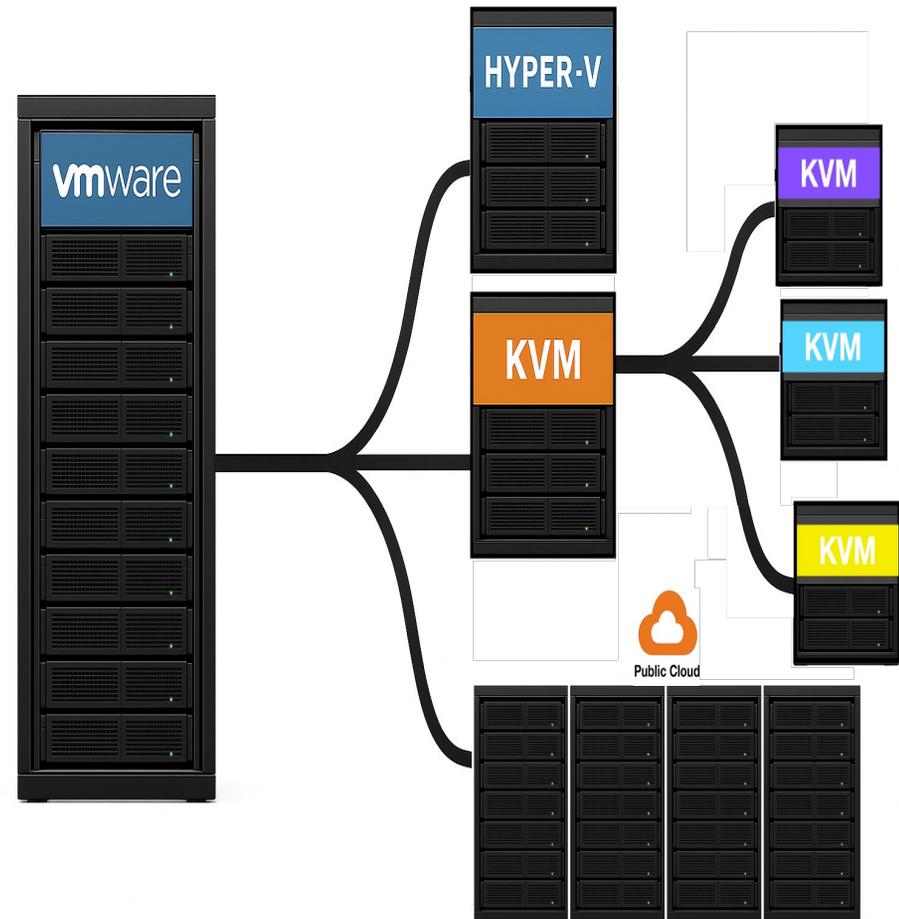


## What to do After the VMware Exit?



## The State of Infrastructure Today

- VMware licensing hikes and forced bundles
- Multiple hypervisors in most environments
- Cloud lift-and-shift adds cost and silos
- A 'logo swap' only deepens fragmentation

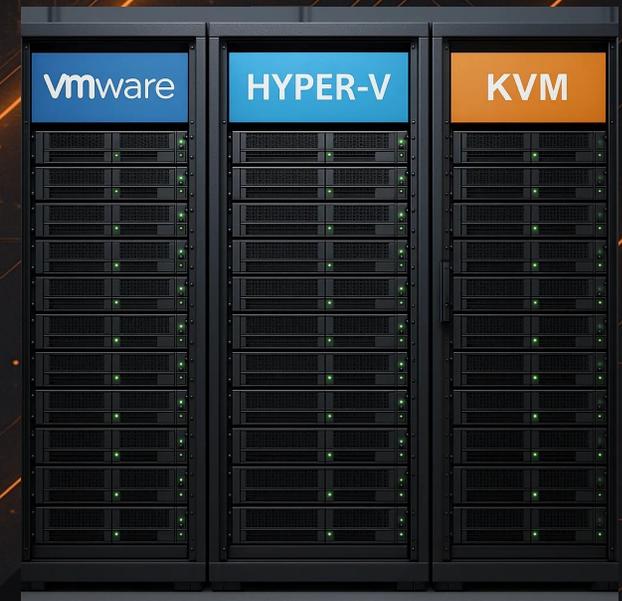


## The Hypervisor Sprawl Trap

- Replacing VMware with multiple platforms increases complexity
- Edge, AI, and ROBO teams add their own hypervisors
- Cloud migrations create new silos
- Over time, costs exceed even VMware continuation



***CirrusData***<sup>®</sup>



## Don't Just Swap Hypervisors – The Case for Consolidation

- VMware exit is a reset, not a swap
- One operating model spans core, edge, AI, and ROBO
- Consistent DR, compliance, and policies
- Teams gain depth by focusing on one system

 **verge.io** *CirrusData*<sup>®</sup>

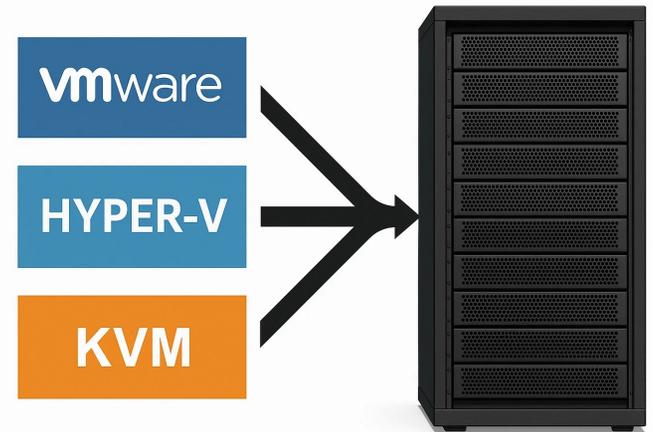


## The Unified Migration Path – Cirrus Data

- Moves workloads from VMware, Hyper-V, KVM, and cloud
- Production stays online with Intelligent QoS
- Cutovers in minutes, not hours
- Repeatable, auditable migrations with MigrateOps

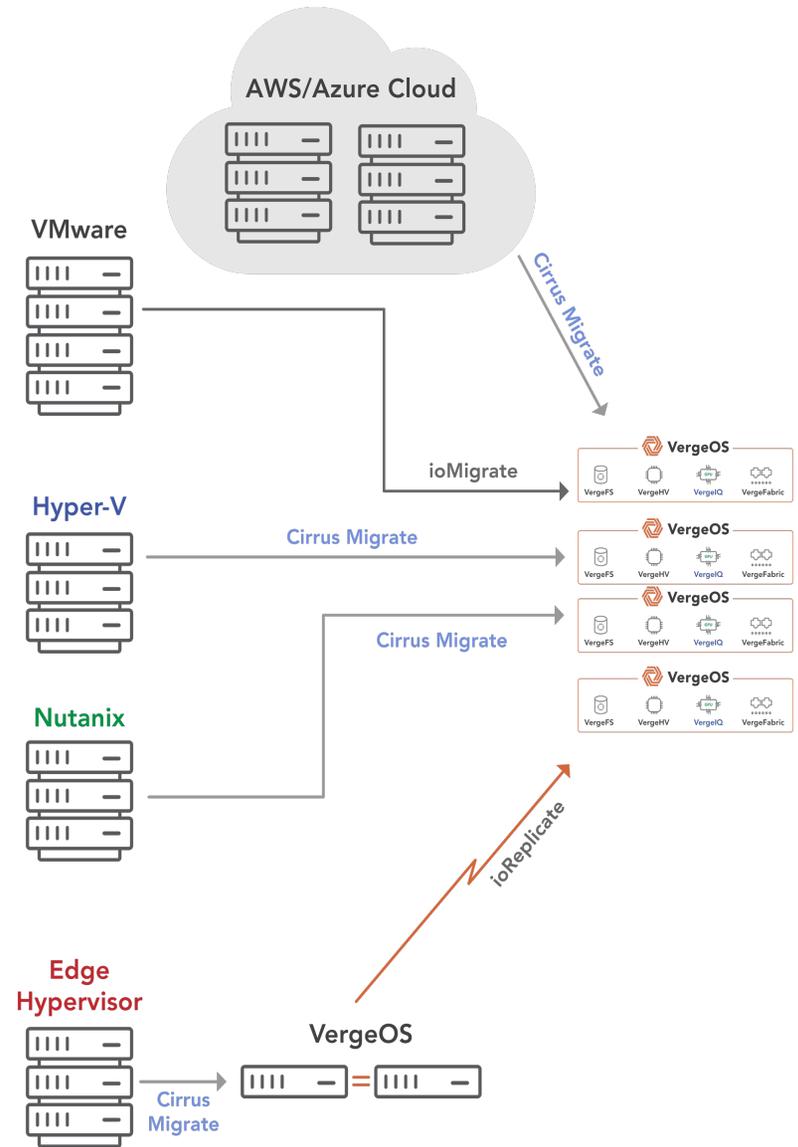


*CirrusData*<sup>®</sup>



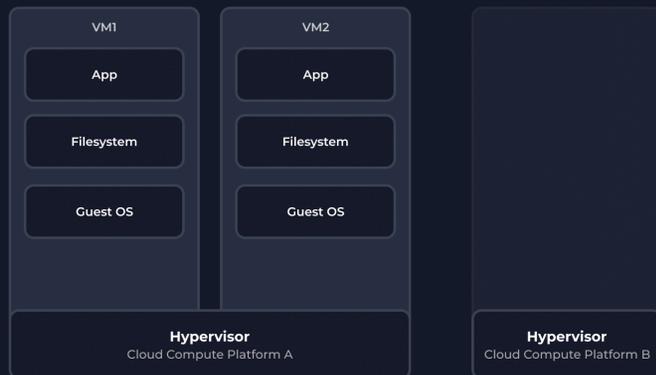
# The Unified Destination – VergeOS

- Built on a single code base, not bolt-ons
- Integrated virtualization, storage, networking, and AI
- Hardware-neutral, extends server life
- Predictable per-server licensing, no add-on sprawl



# Reliably Migrate Hypervisors and VMs *CirrusData*<sup>®</sup>

- **Challenge:** Undesirable licensing model changes driving VMware customers to find alternatives. Easy migration is a huge challenge for exiting VMware.

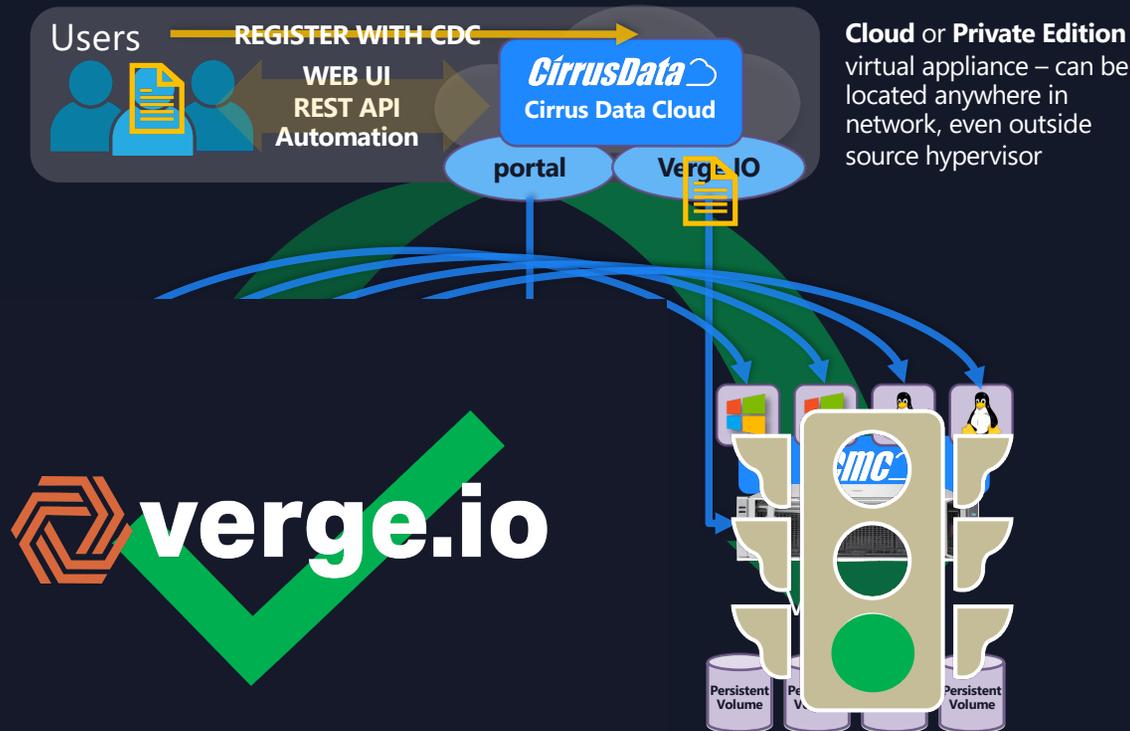


- **CDS Solution Business Benefits:**

- **Eliminate vendor lock-in**
  - Data mobility for block storage and virtual machines (VMs) with one solution.
  - Plug-ins to automatically create and size destination LUNs available for all leading hypervisors.
- **Migrate Complete VM Workloads**
  - Cirrus Migrate Cloud can migrate both the data and VM compute instance.
- **Minimal to Zero Downtime**
  - Patented solution minimizes or eliminates downtime from deployment to cutover.
- **Automated migration and transformation**
  - Automate the migration of your VMs to a new environment with a few clicks.

# VMware to VergeIO – Process Details

**CirrusData**<sup>®</sup>



## User Steps

- 1) CMC deployed to each VM using one-line cmd + register with Cirrus Data Cloud
- 2) Specify migration config (storage class, etc.) – configuration as code, one-click submit

## Cirrus Data Automated Steps

- 1) Create VM's / storage via VergeIO configs, auto-match CPU & mem from source
- 2) Establish secure connection from source to destination (or destination to source)
- 3) Auto create all storage volumes using specified storage class, auto-match vol size
- 4) Sync block data from VMware to Verge.IO byte-to-byte / lift & shift (IP, network, hostname, app settings)
- 5) Auto perform host driver remediation & config changes, then power off VM once cutover is approved
- 6) Power on VM and boot – all IP, hostname, DNS remain same with lift & shift

<https://www.youtube.com/watch?v=oCUIIgdQN40>

***CirrusData***<sup>®</sup>



# About MigrateOps

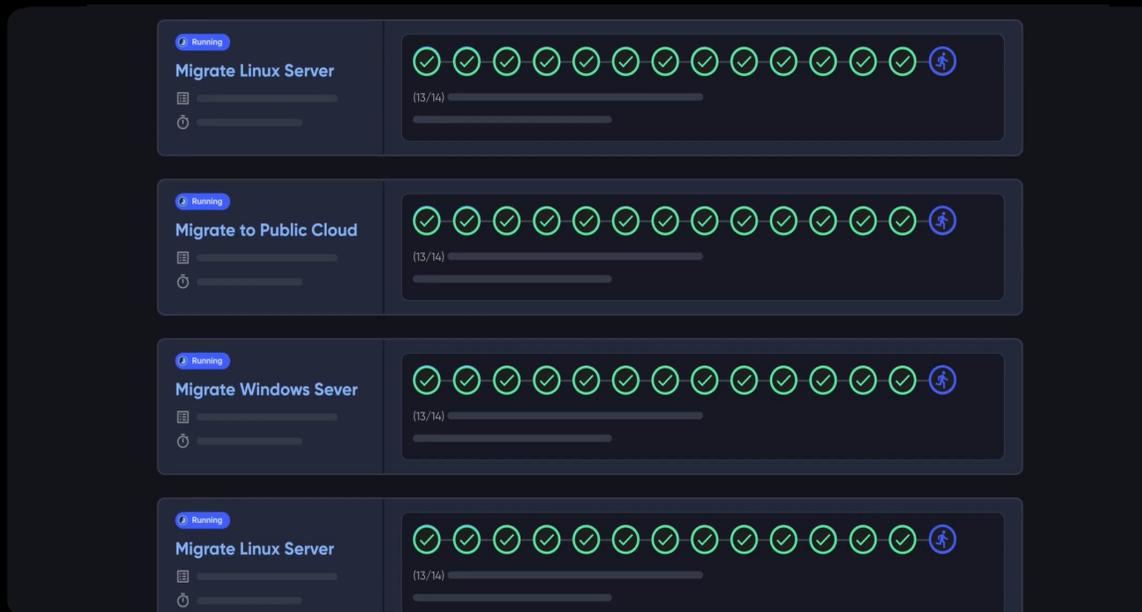
**CirrusData**<sup>®</sup>

MigrateOps is Cirrus Data Cloud's enterprise-scale intelligent automation *data-mobility-as-code* platform for migrating block storage workloads with just one click

- Create, manage, scale the automation of migrating data, workloads, and virtual environments
- Create a secure foundation for data mobility automation
- Flexible, consistent, and proven
- Recipes for Windows SQL multi-node cluster, Oracle RAC on ASM, and more



# Scalable, Secure, Efficient Migration



YAML configuration files used with CMC Recipes can save you up to 95% migration time

Deliver the Future  
**Faster, Safer and  
Simply** with Cirrus  
Data.



***CirrusData***<sup>®</sup>

## Q&A and Closing

- Recap: Don't swap → Consolidate
- The VMware exit is a strategic reset
- Path = Cirrus Data | Destination = VergeOS
- Next steps: white paper, blog, whiteboard session

***CirrusData***<sup>®</sup>

 **verge.io**

***CirrusData***<sup>®</sup>

Thank You

 **verge.io**