Reduce your risk and take back control of application workloads

Since the $69 billion Broadcom acquisition of VMware in Nov-2023, customers, partners, and cloud providers are scrambling to reframe their relationship with the virtualization giant. Learn how Morpheus Data can help set you free.

MORPHEUS

When one vendor can cause this much drama, it's time to take back control
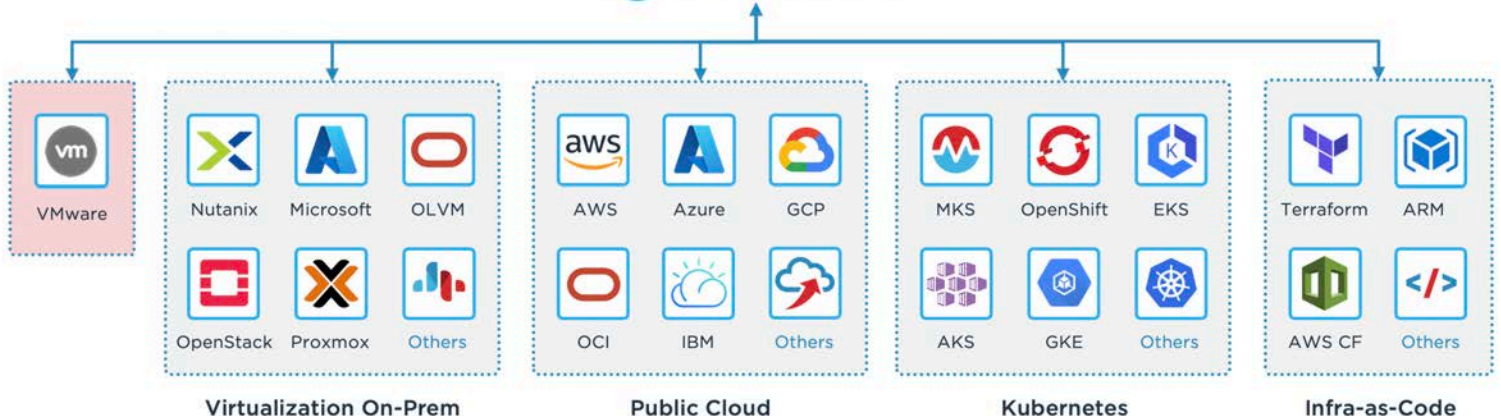
VMware has changed as Broadcom begins the painful process making a cash cow; changes include price increases, license changes, and program cancellations. Questions from customers include:

- *Is there a viable replacement?* The ripple effect on other tooling is significant so most orgs are weaning off VMware slowly; and evaluate other on-prem solutions carefully in 2024.

- *Do we go all-in on a public cloud?* The votes are in, the world is hybrid. It doesn't make sense for most large orgs to move everything to public cloud, so you'll need to manage both.

- *What about VMware license renewal?* Eliminate ELA bloatware and try to focus only on core components you absolutely require. Consider VVF instead of VCF to reduce waste.

- *Am I stuck with Aria Automation?* aka vRA, VMware's self-service portal but unfortunately, it's VMware specific and has a reputation as being expensive and brittle to deploy.

Morpheus puts you back in the hybrid cloud driver's seat with unified orchestration

Morpheus give you a foundation for hybrid cloud platform operations that is 100% agnostic and designed to enable Developer self-service while still providing IT, Security, and Finance guardrails.

- *Agnostic to find the best option*: Turn VMware into an instant private cloud but also do the same for KVM, Nutanix, Microsoft, OpenStack, etc. so you can use any hypervisor stack.

- *Adaptable for all your applications*: Enable self-service provisioning of VMs, Containers, K8s Clusters, and Cloud-Native services from AWS, Azure, GCP, and more in one platform.

- *Efficient to lower VMware costs*: Replace VMware specific tools like Aria Automation and CloudHealth so you can avoid wasting money on bloated product suites you don't need.

- *Simple to deploy and extend*: Morpheus has out-of-the-box integrations into your existing tools plus a robust plugin framework and ecosystem of technology partners.

| Virtualization On-Prem | Public Cloud | Kubernetes | Infra-as-Code |

We want to offer you a orchestrated path to Broadcom-VMware risk mitigation

Yes, we believe our software platform can play a significant role in modernizing your cloud operating model. But we're also a dedicated team of practitioners, many of whom previously worked in enterprise IT running VMware and other stacks.

We've been in your shoes and have helped dozens of companies migrate off Aria Automation (vRA), adopt new hypervisor technologies, and get on a path towards hybrid cloud platform operations and developer self-service.

That's why we're proposing a flexible, consultative, and risk-free approach to evaluating Morpheus, connecting to alternative hypervisors, and migrating off of vRA/Aria as part of your strategy.

Let's connect and make sure you agree that Morpheus can play a role in reducing risk associated with Broadcom and VMware.

Once you've heard the pitch and have seen the demo, we've got a few next-step options:
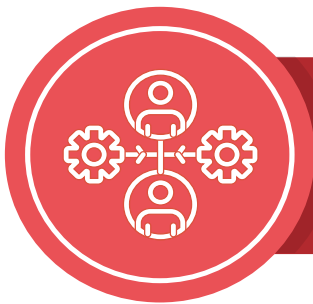
- **Not a fit?** We will be here when you're ready.

- **Mind blown?** Fast track 30-day PoC test drive.

- **Need a bit more?** Risk Mitigation Engagement

Morpheus Field Engineering can architect an ideal end-state as part of a consultative services engagement separate from software purchase.

IT is complicated, so we can't give you a set price or magic pill, but in as little as 90 days and starting at $40K we can get you a prod-ready agnostic orchestration platform plus a foundation of skills and blueprints for success.

From there, we can collaborate on a roll-out strategy for Morpheus as you adopt a modern cloud operating model. We can ramp software licenses to meet your needs knowing you're already on a path to hybrid cloud freedom.

What's a Morpheus Risk Mitigation Engagement?

**Phase 1:
Scope people, process and technology stack**

- Migration planning & requirements
- Identify teams & stakeholders
- MVP design architecture creation
- Catalogs, personas & integrations

**Phase 2:
Install, configure, train, and start migration**

- Morpheus platform installation
- QuickStart configuration delivery
- Instructor-led administration class
- Initial scoped migration if applicable

**Phase 3:
Finalize, optimize, and prep for production**

- User acceptance and leadership demo
- Optimize catalogs and workflows
- Additional scoped services as required
- Software license purchase and ramp

Learn more and get a demo at www.morpheusdata.com