The Smart Alternative to VMware

wtl.
WE KNOW TECHNOLOGY

Why Organisations Are Moving to Proxmox

VMware renewals are landing on desks — and for many organisations, the figures no longer make sense.
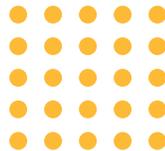If you're reviewing your virtualisation strategy, you're probably asking:

- ✓ Are we overpaying for what we actually use?
- ✓ Is there a stable, enterprise-ready alternative?
- ✓ Can we migrate without disruption?
- ✓ What does long-term cost certainty look like?

Proxmox Virtual Environment (VE) is rapidly emerging as a credible, production-ready alternative to VMware — delivering enterprise virtualisation without enterprise lock-in.

What Is Proxmox VE?

Proxmox VE is an open-source enterprise virtualisation platform combining:

- ✓ KVM virtual machines
- ✓ LXC containers
- ✓ Software-defined storage
- ✓ Built-in backup and replication
- ✓ High availability clustering
- ✓ Centralised web management

All included as standard.
No feature tiering. No complex licensing matrices.
No per-core cost escalation.

Why Organisations Are Re-Evaluating VMware

Recent changes in licensing models have resulted in:

- ✓ Significant renewal increases
- ✓ Subscription-only models
- ✓ Reduced flexibility
- ✓ Uncertainty over long-term cost control

For many mid-sized estates, virtualisation spend now exceeds hardware refresh costs.
That has prompted a strategic reassessment.

Why Proxmox Is a Viable Alternative

Cost Predictability

- ✓ No per-CPU or per-core licensing
- ✓ Subscription support model (optional but recommended)
- ✓ Transparent pricing

Organisations typically reduce virtualisation platform costs by 50–80%.

Enterprise Capability (Without the Enterprise Complexity)

Proxmox includes:
- ✓ High Availability
- ✓ Live Migration
- ✓ Role-Based Access Control
- ✓ Integrated Backup Server
- ✓ ZFS & Ceph Storage Support
- ✓ API & Automation Support

For most estates with general server workloads, Proxmox delivers everything required — without bolt-on licensing.

Migration Is Achievable

Most VMware estates can be migrated using:

- ✓ V2V conversion tools
- ✓ Phased cluster parallel builds
- ✓ Test-first workload validation
- ✓ Minimal downtime strategies

With the right assessment and planning, migration risk is manageable and well controlled.

Open Architecture = No Vendor Lock-In

Proxmox is built on open technologies:

- ✓ Debian Linux
- ✓ KVM
- ✓ ZFS
- ✓ Ceph

You retain flexibility and sovereignty over infrastructure.

Is Proxmox Right for Your Organisation?

Proxmox is particularly well suited to:

- ✓ SME and mid-market estates
- ✓ Multi-site organisations
- ✓ Edge deployments
- ✓ Private cloud strategies
- ✓ Cost-sensitive IT teams
- ✓ VMware estates under 300–400 VMs

The Financial Case

Typical 3-Year Comparison:

Area	VMware Estate	Proxmox Estate
Licensing	High recurring	Low predictable
Feature Access	Tiered	Included
Vendor Lock-In	High	Low
3-Year TCO	Elevated	Significantly Reduced

For many organisations, Proxmox pays for the migration within the first renewal cycle.

Don't renew by default. Evaluate by design.

Book your free assessment today and make your next virtualisation decision a strategic one — not a reactive one.

When VMware May Still Make Sense

For transparency, VMware may be appropriate where:

- ✓ Deep integration with specific enterprise tooling is required
- ✓ Large-scale automation is heavily embedded
- ✓ Highly regulated enterprise stacks are standardised globally

The key is evaluation — not assumption.

The Strategic Question

The real question is not:

"Can Proxmox replace VMware?"

It's:

"Does our estate still justify enterprise-tier licensing?"
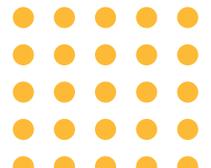
Take the Next Step

Before signing your next renewal:

- ✓ Benchmark your true VMware cost
- ✓ Assess workload suitability
- ✓ Review migration feasibility
- ✓ Understand total 3-year savings

Request a Free Proxmox Migration Assessment

We offer a no-obligation review, including:

- ✓ Cost comparison
- ✓ Infrastructure suitability analysis
- ✓ Migration roadmap outline
- ✓ Risk and impact assessment

No pressure. Just clarity.