Broadcom Making Big Changes to VMWare

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As many feared, Broadcom, after their acquisition of VMWare, has made significant changes that are set to increase costs for customers. Broadcom has cut staff, canceled several reseller partnerships, and terminated products as they perform a reorganization.

In December 2023, VMware announced that they will **no longer offer perpetual licenses** and customers **will need to move to a subscription-based framework**. This will streamline VMWare's product offerings and will change how customers access and utilize VMware products.

The new subscription model is centered around two primary offerings: VMware Cloud Foundation (VCF) and VMware vSphere Foundation (VVF) that may ultimately increase customers' costs moving forward. VMWare has introduced advanced add-on services for VCF and VVF which will add incremental costs for customers who require specific functionalities. VCF and VVF product sets are broken down in the following table:

VMware Cloud Foundation (VCF)	VMware vSphere Foundation (VVF)
vSphere	Tanzu Kubernetes Grid
vSAN	Aria Operations
NSX	Aria Operations for Logs
Aria Management Suite	....

These changes are set to increase costs for customers who have previously purchased standalone products for their specific functionality. VMWare announced the End of Availability (EOA) for many of these standalone products and will force customers to adapt to the new subscription offerings and the associated costs once their current support contract ends.

The table below illustrates these changes. The products highlighted below are EOA and **not included** within VCF, VVF or Add-On Services.

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Existing EOA Product	Replacement Product or Add-On
VMware vSphere Enterprise Plus	VCF, VVF
VMware vSphere+	-
VMware vSphere Enterprise	-
VMware vSphere Standard (excluding subscription)	New vSphere Standard
VMware vSphere ROBO	-
VMware vSphere Scale Out	-
VMware vSphere Desktop	-
VMware vSphere Acceleration Kits	-
VMware vSphere Essentials Kits	-
VMware vSphere Essentials Plus (excluding subscription)	vSphere Essentials Plus Kit
VMware vSphere Starter/Foundation	-
VMware vSphere with Operations Management	-
VMware vSphere Basic	-
VMware vSphere Advanced	-
VMware vSphere Storage Appliance	-
VMware vSphere Hypervisor (free edition)	-
VMware Cloud Foundation (excluding new VDF subscription)	-
VMware Cloud Foundation for VDI	-
VMware Cloud Foundation for ROBO	-
VMware SDDC Manager	VCF
VMware vCenter Standard	VCF, VVF, and vSphere STD
VMware vCenter Foundation	-
VMware vSAN	VCF, VVF, vSAN add-on
VMware vSAN ROBO	-
VMware vSAN Desktop	-
VMware vSAN+	-
VMware HCI Kit	-

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Existing EOA Product	Replacement Product or Add-On
VMware Site Recovery Manager	Add-On Service
VMware Cloud Editions/Cloud Packs	Replaced with VCF, VVF
VMware vCloud Suite	Replaced with VCF, VVF
VMware Aria Suite (formerly vRealize Suite)	VCF, VVW
VMware Aria Universal Suite(formerly vRealize Cloud Universal)	-
VMware Aria Suite Term	VCF, VVF
VMware Aria Operations for Networks (formerly vRealize Network Insight)	VCF
VMware Aria Operations for Networks Universal (formerly vRealize Network Insight Universal)	-
VMware vRealize Network Insight Robo	-
VMware Aria Operations for Logs (formerly vRealize Log Insight)	VVF, VCF
VMware vRealize Operations 8 Application Monitoring Add-On	-
VMware Aria Operations	VVF, VCF
VMware Aria Automation	VCF
VMware Aria Suite Cloud for US Public Sector	-
VMware Aria Automation for Secure Hosts add-on (formerly SaltStack SecOps)	Tanzu Guardrails Add-On
VMware vRealize Automation SaltStack SecOps add-on	Tanzu Guardrails Add-On
VMware Aria Operations for Integrations (formerly vRealize True Visibility Suite)	VCF, VVF
VMware Cloud Director	VCF (CSP Only)
VMware Cloud Director Services	-
VMware NSX	VCF and VMware Firewall (with ATP)
VMware NSX for Desktop	-
VMware NSX ROBO	-

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Existing EOA Product	Replacement Product or Add-On
VMware NSX Distributed Firewall	VCF and VMware Firewall
VMware NSX Gateway Firewall	VCF and VMware Firewall
VMware NSX Threat Prevention to Distributed Firewall	VCF and VMware Firewall (with ATP)
VMware NSX Threat Prevention to Gateway Firewall	VCF and VMware Firewall (with ATP)
VMware NSX Advanced Threat Prevention to Distributed Firewall	VCF and VMware Firewall (with ATP)
VMware NSX Advanced Threat Prevention to Gateway Firewall	VCF and VMware Firewall (with ATP)
VMware AVI Load Balancer (excluding Subscription, SaaS)	VMware Avi Load Balancer Add-On (also standalone)
VMware	VCF and VMware Firewall
VMware HCX	VCF
VMware HCX+	-

Another noteworthy change is the switch from per CPU to per Core pricing for virtual machines (VMs) which will have a large impact on many organizations.

Gray Wolf recommends that customers review their current product sets and requirements well before their renewal to ensure they understand the impact of these changes. The EOA of the products listed above could create significant disruptions for VMware users while forcing them to adopt new solutions that may not align with their needs or financial plans.