



AVS LICENSING

Addressing Cost, Efficiency & Technical Considerations

The transition away from perpetual licensing has introduced a new challenge for businesses managing VMware environments. As organizations encounter significant increases in VMware licensing costs at renewal times, they are facing unexpected budget constraints. Reports indicate that potential renewal expenses could escalate to 2-3 times previous amounts.

This spike in costs complicates the ability to forecast IT budgets accurately, given the fluctuating nature of licensing fees. This financial pressure is prompting a strategic reevaluation of IT expenditure, underscoring the need for more cost-effective solutions. Businesses are now critically analyzing their IT spend, seeking alternative pathways that alleviate these financial burdens while maintaining operational efficiency and reliability.

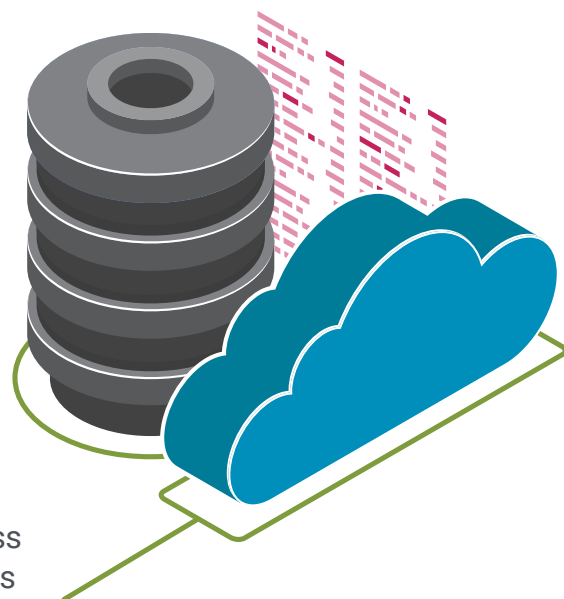
On-Premises vs. Cloud Options

Azure VMware Solution (AVS) Offers a seamless migration with familiar tools and operations, potentially reducing costs and simplifying the transition to a cloud environment.

Azure Native Transitioning directly to Azure native services provides an opportunity to reduce technical debt and optimize licensing costs.

Technical Debt & Licensing Concerns

Migrating to a cloud solution may present an opportunity to address accumulated technical debt by leveraging the advanced capabilities of cloud architectures.



3Cloud is Your Top Choice for AVS Licensing

- Deep expertise in Azure adoption & cloud solutions
- Proven track record of helping clients transition from VMware to Azure, ensuring cost savings & operational efficiencies
- A comprehensive approach that includes infrastructure, security, operations, governance & FinOps
- Exclusive partnership with Microsoft FinOps program
- Proprietary tools like 3Cloud 360 for assessment & optimization
- Recognized as the Worldwide Solution Assessment Partner of the Year by Microsoft



Both AVS and Azure Native present significant cost-saving opportunities when compared to the anticipated rise in VMware renewal costs. This economic advantage is coupled with the technical flexibility to either retain existing VMware workflows or to leverage the scalability and innovation of Azure's cloud-native services. Furthermore, as VMware licensing fees increase, the urgency for cost-effective alternatives becomes critical for budget-conscious organizations. This strategic market timing underscores the essential move towards cloud solutions that promise both financial and operational benefits, aligning with the forward-thinking imperatives of modern business.

We engage with customers to provide clarity on their options, helping them understand the cost implications and technical considerations for a smooth transition from VMware to Azure Cloud Solutions. Our goal is to empower businesses with the knowledge to make informed decisions that align with their financial and technical roadmaps.

Don't let budget cycles dictate your technology strategy. Contact 3Cloud to explore your options and set up a detailed discussion on how we can aid your transition to a cloud infrastructure that is both cost-effective and technically proficient.

Your next project may be eligible for Microsoft funding

Why 3Cloud

3Cloud is the premier pure-play Azure partner in the ecosystem with unparalleled expertise in all things Azure. We specialize in delivering top-tier Azure infrastructure, cutting-edge artificial intelligence (AI), robust data & analytics and ground-breaking app development. Leveraging our extensive experience, advanced tools and customized accelerators – we ensure the quickest time to value for your Azure-based projects.

