

Why Pay More For VMware?

Because you are paying more for VMware.

Today, VMware is bloated in terms of its licensing structure and feature overkill. While VMware has had the stranglehold on businesses for a long time, many are waking up to the reality that VMware is nickel and diming them on features they don't need or use. VMware's complex licensing fee structure has created such a convoluted paradigm that most businesses can't begin to decipher what they're actually paying for and end up paying too much.

In most cases, the scenario goes like this: someone gets a quote for a traditional VMware virtualization infrastructure, and during their research they come upon HC3™ with a pricepoint that is about one-fifth what their in-hand quote reads. So what gives?

VMware Is Ripping You Off

Here's how:

The Storage Requirement: You'll be forced to buy a SAN.

VMware forces you to buy a SAN or other shared storage system when these systems should actually be disappearing from the topology entirely. If you don't want a SAN, they might point to their virtual SAN or vSAN, but this is highly inefficient, with a **75% loss of raw capacity**, performance issues, and a requirement to still manage the vSAN just like you would a physical SAN even though you don't have a physical SAN. Worse, you'll have to buy more than you really need, because you're probably not sure how much you need. Traditional storage systems don't allow you to **add capacity incrementally**, forcing you to buy another system. Capex cost up front IS NOT what you want.

The Server Requirement: You'll need to buy more servers.

VMware may slightly edge out the clunky Hyper-V when it comes to efficiency, but not by much. In comparison, KVM, a bare metal hypervisor, can support 5 VMs for every 3 VMs running under VMware on the same hardware. This translates directly into dollars: **You'll need 5 servers for VMware for every 3 servers under KVM.** On top of this, factor in much server capacity overage you'll need to handle a hardware failure, and you'll be paying through the nose for the privilege of using old hypervisor technology. VMware hasn't been able to move towards the same efficiencies and cost effectiveness that field proven hypervisors such as KVM can deliver today. More storage, more servers, more sunken cost. You were trying to eliminate hardware costs by going to virtualization! Not the case with VMware environments.

The Management Requirement: You'll pay more for core features, then you'll pay again to have the tools you need to manage them.

A fundamental core purpose of deploying virtualization in the first place is to achieve high availability for your applications. But the live migration and storage vMotion features and related management packages of VMware are only available in the higher priced vSphere offerings. In mid market businesses, the lure of a 'free' hypervisor when you have 2-3 servers is how they reel you in. Less than basic functionality is included and won't allow you to do much. But your business is growing everyday. You'll outgrow this very fast, and that's where VMware gets you. When it's all said and done, you'll be nickel and dimed **for every single feature.** This software upgrade will cost you more than half the cost of the deployment in total, **just to start.** But you've grown 20-30% in the last 6 months, what happens when you grow more? Right. More licenses, more storage, more servers. Then you get the privilege of spending countless ongoing hours managing the virtualization layer itself, in addition to the hardware. Not exactly what you had in mind right? We didn't think so either.

Scale HC3 as the VMware Alternative

That's why we decided to start from scratch and build HC3 from the ground up specifically for virtualized environment. Instead of dealing with this VMware, SAN, and server monstrosity, you have an alternative: Scale Computing's HC3. The hypervisor becomes invisible, as it is core to the infrastructure itself, not something that should be actively managed. We leverage KVM as a modern, field proven bare metal hypervisor that delivers the same cost efficiencies, scale and performance as VMware does. HC3 integrates server, storage and virtualization into one single platform, everything you need in a box. Built for simplicity, availability and scalability. **At a fraction of the cost** of VMware. We've taken a sample environment and compared them side by side below, using the VMware Calculator:

Example: 30 VM Deployment			
	HC3™	VMware	Hyper-V
Apps to Virtualize	30	30	30
Infrastructure Costs *Network Switch	\$33,999 \$4,000	\$54,820	\$61,236
Software Costs *MSFT DC Licenses	Included \$15,000	\$23,276 \$36,075	\$5,013 \$43,290
Total Costs	\$52,999	\$114,171	\$109,539
Cost-per-Application	\$1,766	\$3,805	\$3,651
vTax paid per App		215%	207%

With HC3: You're Able To:

- **Reduce** your **hardware costs** by **50%**
- **Reduce** your **total cost** by nearly **80%**
- **Eliminate** all the management that goes into the SAN, the storage protocols, multi-pathing, failover, and the like.
- **Eliminate** the hassle and **exorbitant cost** of VMware's licensing scam.
- **Deploy** a platform that is **10X easier** to manage than VMware.

HC3 delivers all the same features as VMware (will insert chart that compares features side by side in selling guide), wrapped into a single platform, no additional hardware, no additional licensing. This is the advantage of custom building HC3 from the ground up, with a blank canvas for creating things the way they should be. Integrated server, storage and virtualization. Simple, highly available, scalable platforms for your applications, without the VMware ripoffs. That's what HC3 is all about. Visit us at scalecomputing.com or email us at sales@scalecomputing.com and let us help you achieve your virtualization initiatives with the most affordable virtualization platform in the market today.