

VMWARE EXIT GUIDE FOR SERVICE PROVIDERS

Eviction Notice Received. Exit Plan Enclosed.

The fastest, lowest-risk path off VMware—on the hardware you already own.

March 2027

The hard stop. After this date, service providers still on VMware cannot sign new customers or expand contracts.

4,400+

VCSP partners lost their license overnight. Most are still evaluating. Every month that passes without moving toward an alternative brings you 30 days closer to a hard deadline, last minute alternatives, and possible business/revenue disruption.

200 VMs/Day

Sustained migration throughput with vJailbreak. One [Fortune 500 customer](#) is migrating 40,000 VMs across 3,000 hypervisors with minimal business disruption.

Every Alternative Has a Catch

You've probably already looked at the main options. Here's the honest version of what each one actually requires.

Red Hat OpenShift Virtualization	Nutanix	Proxmox
<p>Enterprise-backed and Kubernetes-native. But running VMs requires adopting the full OpenShift platform—a massive architectural shift. There's a steep learning curve for VMware-trained teams, and per-core Red Hat + OpenShift subscriptions escalate quickly.</p> <p>Trade-off: Container-centric. Retraining time is required before a single customer workload moves.</p>	<p>Enterprise-grade with genuine multi-tenancy. But HCI-first means a hardware purchase order before a single VM moves. Select external storage support exists. After Broadcom, another proprietary commitment is the same structural risk.</p> <p>Trade-off: Strong product, slow start. New hardware, new vendor lock-in, and months of procurement before your first customer workload moves.</p>	<p>Accessible, fast-improving, free to start. Hits structural limits at provider scale: no built-in multi-tenancy with enforced quotas, limited enterprise storage integration, no commercial SLA, no automated VMware migration path.</p> <p>Trade-off: Good for simpler environments, but runs out of architecture at provider scale—no tooling to get you there fast.</p>

Some providers consider building on raw KVM/OpenStack. In practice, the engineering burden of maintaining HA, SDN, multi-tenancy, and storage integrations in perpetuity makes this viable only for organizations with dedicated platform engineering teams.

You Were Paying for Six Products. You Need One.

Platform9 offers the fastest, lowest-risk VMware exit in the market. Operational in days, not months.



One product replaces six

Hypervisor, SDN, multi-tenancy, management, LBaaS, SSO—included at the per-core price. No NSX to layer. No Aria to configure. No management domain to provision. Broadcom consolidated roughly 160 VMware products into 6 SKUs and made you pay for all of them. Platform9 collapsed the stack back into one.



No forklift. No procurement cycle. No storage tax

Runs on existing x86 servers and integrates with NetApp, Pure Storage, Dell EMC, HPE, and any Cinder-compatible array via NFS, FC, iSCSI, NVMe, and NVMeoF. vSAN is mandatory in VCF and VVF; [Private Cloud Director](#) has no proprietary storage layer. Your hardware stays. Your storage stays. Day one.



Multi-tenancy is the architecture, not a bolt-on

Enforced quotas per customer, self-service provisioning within guardrails you define, tenant-scoped networking, enterprise SSO via SAML 2.0—all out of the box. Time-to-first-tenant is minutes, not weeks. In VCF, comparable multi-tenancy requires dedicated clusters, NSX, and VCF Automation—adding complexity and management overhead.



SaaS management plane

Management infrastructure runs in Platform9's cloud, included in the per-core price. Every core in your data center runs customer workloads, not management VMs. VCF dedicates a minimum of four licensed nodes to infrastructure management instead of revenue. Using Private Cloud Director, those cores are now billable.



Non-destructive migration at 200 VMs/day

vJailbreak copies data in the background while source VMs run. Cutover is seconds to minutes. Source VMs are never modified—rollback is power-on. Free and open-source. 70% migration time reduction. 100% risk reduction.



Built on open standards. Never locked in again

KVM, OVS/OVN, OpenStack APIs, QCOW2 disk format. No proprietary hypervisor, no proprietary disk format. If terms change with any vendor again, your workloads aren't trapped. This is the structural answer to the problem that brought you here.

View the full feature parity map in our [VMware-to-Private Cloud Director feature glossary](#)



“Apple made BSD Unix feel approachable through macOS, and Google did something similar with Linux across ChromeOS and Android. What makes Private Cloud Director remarkable is that it has delivered that same ‘complexity under the hood’ experience for Private Cloud infrastructure, with a deployment experience and time to value that beats anything else in the industry.”

— **Hitachi Vantara**

Trusted by platform teams at Juniper Networks, Rackspace Technology, Cloudera, and enterprises across financial services, telecommunications, healthcare, and government—with over 20,000 nodes under management worldwide.



The Honest Gaps

Most vendors skip this section. We think service providers deserve the full picture before making a platform decision.

Feature	Details	Status
Boot volume encryption	Data volume encryption supported; boot volume not yet. Array-level encryption (NetApp, Pure Storage) covers most compliance scenarios. On the roadmap.	On the roadmap
vTPM live migration	vTPM-enabled VMs excluded from automatic rebalancing. Plan for manual placement of Windows 11 and compliance workloads. On the roadmap.	On the roadmap
VDI	OmniSSA Horizon Cloud integrates with Private Cloud Director via Horizon Edge (beta). Same Horizon product, non-proprietary hypervisor.	Beta
Layer 7 networking	L3/L4 microsegmentation included. Deep packet inspection and HTTP load balancing require third-party solutions (Palo Alto, Fortinet).	Third-party solutions
VPN as a Service	VPN connectivity requires external appliances.	Not included

The bigger picture

If you were running vSphere (not full VCF), you never had NSX Advanced Load Balancer, Horizon, or vSAN encryption at boot. Private Cloud Director gives you more than you had, not less. Our extensive [partner network](#) helps fill the gaps and lets you keep the integrations you already have. Evaluate against what your environment actually needs today, and confirm roadmap alignment for what you'll need in 6-12 months.



How Migration Actually Works

[vJailbreak](#) is Platform9's free, open-source migration tool. No agents on source VMs. No changes to the source VMware environment. Connects to your source vCenter, auto-discovers all VMs, and handles the migration end-to-end.

Path	How It Works	Best For
Warm migration (CBT)	Data copies in the background while source VMs run. Final sync at cutover.	Production workloads. Cutover in seconds to minutes.
Cold migration	Power off, then copy. Faster overall throughput.	Maintenance-window migrations.
Storage-Accelerated Copy (beta)	XCOPY offload to Pure Storage or NetApp arrays. 1TB in 5-30 min vs. ~2.5 hours.	Large VMs on supported arrays. Requires cold migration.

The bottom line for providers

Source VMs are never modified. Rollback is always available—allowing you to power the original back on. Your customers' environments are never at risk because the originals are never touched. That's the architecture, not a setting. For full VMware exits, vJailbreak can also reimage ESXi hosts as Private Cloud Director nodes—host by host, zero new hardware.

March 2027 is a real deadline

See It Before You Try It

Webinar replays and technical walkthroughs that show exactly how vJailbreak, Private Cloud Director, and multi-tenancy work in practice.

[Watch Now](#)

See It Live

Our Hands-on Labs are instructor-led and available in both the Americas and EMEA. See how your skills translate. No commitment.

[Register](#)

Talk to the Team

Bring your environment specifics. We'll scope a proof of value against your workload profile and timeline.

[Request a Demo](#)

Go Deeper. All in One Place.

Migration guides, technical deep-dives, cost comparisons, and everything else you need to plan and execute your VMware exit—all on the Platform9 Service Providers hub.

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