Connection
we solve IT

A STRATEGIC GUIDE TO EVALUATING YOUR ENVIRONMENT, EXPLORING YOUR OPTIONS, AND BUILDING A PATH TO MODERNIZATION

Navigating the New Era of Virtualization



E-BOOK

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Virtualization Strategy Is Changing

After years of relative stability in enterprise virtualization, rising licensing costs and a broader set of infrastructure choices are putting long-standing strategies back under review—and giving infrastructure leaders more reasons to reassess what comes next.

Today's IT environments require virtualization platforms that are cost-effective, reliable, and integrated into the broader data center ecosystem. As organizations re-evaluate their infrastructure strategy in response to escalating licensing fees, many are looking for more sustainable alternatives that do not compromise on performance or scalability.

Many organizations are adopting enterprise-grade hypervisors built on a KVM-based architecture, providing robust virtualization and enterprise capabilities without the expensive, inflexible licensing typically associated with other virtualization platforms.

For infrastructure leaders, the question is no longer simply which hypervisor should replace the current one. It is whether the existing virtualization model still supports the organization's operational, financial, and modernization goals—and what a better path forward could look like.

That path will not look the same for every organization. Some will remain on-premises with a different virtualization platform. Others may move workloads to public cloud, adopt a consumption-based infrastructure model, modernize the hardware beneath the environment, or combine several of these approaches.



On-premises / Colo / Edge

Evaluate alternative hypervisors, HCI, SDDC, and hybrid-management approaches.

IaaS Cloud Hosting

Move selected virtual workloads to cloud-based hyperscalers.

OPEX / Managed Private Cloud

Shift private infrastructure toward cloud-like consumption models.

Hardware Re-platforming

Modernize the compute infrastructure supporting the virtualization environment.

The Right Destination Starts with the Right Questions

Changing virtualization platforms is not simply a product-selection exercise. A decision that looks attractive in isolation can affect workloads, infrastructure, operations, data protection, cloud strategy, licensing, and the skills required to manage the environment.

That is why the first step is understanding the environment as it exists today: what is running, what the business depends on, where current pain points exist, and what the organization needs its future platform to accomplish.

> **Connection helps bring structure to that decision.**

By combining data-driven assessment with experienced virtualization specialists, Connection can help organizations understand the current state, evaluate viable alternatives, and build a roadmap aligned to technical and organizational requirements.

1

Understand the Current State

Data-driven Assessment:

Connection SEs combine data collection toolsets with deep expertise to rapidly understand your virtual infrastructure's current state.

2

Evaluate the Alternative

Independent Expert Analysis and Advisory Services:

Gain objective insights and re-platforming recommendations from certified professionals who bring expertise and experience interpreting complex virtualization environments.

3

Build the Roadmap

Strategic Roadmap Alignment:

Connection's engineers provide a tailored implementation, workload migration, and adoption plan combined with a multi-phasic strategic roadmap that is aligned with your organizational requirements.



Only after that foundation is established does the platform conversation become useful. Instead of asking which technology is "best," the organization can ask a more productive question: **which path best fits our environment, priorities, and future strategy?**



One Destination Does Not Fit Every Environment

For some organizations, modernization will still center on infrastructure deployed in the data center, a colocation facility, or at the edge. But even within that category, the available models vary significantly.

The right fit depends on the existing environment, operational priorities, workload requirements, broader infrastructure strategy, and the level of change the organization is prepared to absorb. Connection's role is not simply to present a list of platforms; it is to help organizations understand where the strengths of each option intersect with their requirements.

On-premises / Colo / Edge Platform Options

Nutanix Cloud Platform

Nutanix Cloud Platform (NCP) delivers the core infrastructure resilience, operational simplicity, and cloud mobility that organizations require for today's dynamic hybrid IT landscape. By combining software-defined compute, storage, virtualization (AHV), and networking into a single unified platform, Nutanix simplifies the complex data center. NCP platform unifies infrastructure management and security into a consistent, repeatable model that supports agility, cost efficiency, and business growth across on-premises, edge, and public cloud environments.

Microsoft Hyper-V

Hyper-V is deeply embedded in the Windows Server platform, making it a natural fit for organizations with existing Microsoft infrastructure. Its seamless integration with tools like Windows Admin Center, System Center, and Azure Arc allows IT teams to manage virtual environments using familiar workflows and skillsets. Hyper-V offers organizations a smooth migration path without sacrificing performance, manageability, or flexibility.

Microsoft Azure Local

Azure Local, formerly known as Azure Stack HCI, is Microsoft's full-stack, hyper-converged infrastructure (HCI) software that allows you to run virtual machines (VMs), containers, and select Azure services on your own on-premises hardware. By using Azure Local, you can manage your distributed infrastructure across different physical locations (like data centers or branch offices) directly through the Azure portal via Azure Arc—thus providing a true hybrid stack.

Scale Computing

Scale Computing HC3 is a modern hyperconverged (HCI) platform designed to simplify and optimize virtualization infrastructure for organizations of all sizes. By integrating compute, storage, hypervisor, and DR into a single solution, HC3 improves operational efficiency and ensures high availability while reducing infrastructure complexity.

Other platforms emphasize different strengths—from VMware coexistence and private-cloud economics to continuing along a VMware path. The next step is to match those strengths to the priorities driving the modernization effort.



Match the Platform to the Priority

The goal of re-platforming is not simply to replace one hypervisor with another. It is to choose an approach that addresses the reasons the organization is modernizing in the first place.

For one organization, that may mean simplifying operations. For another, it may be deeper alignment with an existing Microsoft or HPE environment. Others may prioritize edge deployment, private-cloud economics, application modernization, or continued investment in VMware.

Additional On-premises / Colo / Edge Options

HPE VM Essentials

HPE VM Essentials provides a unified solution that simplifies management of existing VMware deployments and facilitates the re-platforming of workloads to HPE's KVM-based hypervisor for customers wishing to reduce cost and complexity without sacrificing performance, manageability, or flexibility—all while offering a smooth migration path.

Microsoft Hyper-V / Azure Local

For organizations with existing Microsoft infrastructure, Hyper-V and Azure Local provide a path that builds on familiar workflows and skillsets. Hyper-V integrates with the Windows Server environment, while Azure Local extends management across distributed on-premises infrastructure through Azure—supporting a hybrid approach across data center and branch locations.

VMware vSphere Foundation (VVF)

VMware vSphere Foundation is a simplified, enterprise-grade workload platform for small to mid-sized organizations who do not require the benefits of the broader VMware Cloud Foundation offering. The VVF solution integrates vSphere with VMware's intelligent operations management platform.

VMware Cloud Foundation (VCF)

VMware Cloud Foundation (VCF) delivers a unified and automated platform, simplifying the deployment of a fully integrated infrastructure-as-a-service (IaaS) stack. Enabling consistent, secure, and agile operations across private and public clouds, VMware Cloud Foundation ensures that organizations can flexibly scale their infrastructure to meet evolving business needs. VCF consolidates SDDC functionality in a way that significantly reduces the complexity of private cloud deployments.

Decision Guidance: Platform Highlights and Differentiators

Seen together, the options reinforce an important point: there is no universally "right" replacement platform. The right choice depends on what the organization is trying to improve, preserve, or change.

- **Nutanix** excels at enterprise operational continuity and HCI maturity.
- **OpenShift** is ideal for application modernization and platform engineering.
- **Scale Computing** is a strong choice for Edge and ROBO, with mid-market simplicity.
- **Hyper-V / Azure Local** delivers Microsoft estate alignment, with Azure hybrid cloud.
- **HPE VM Essentials** provides HPE infrastructure alignment and VMware co-existence.

Modernization May Change More Than the Platform

A virtualization strategy review can also create an opportunity to reconsider where infrastructure runs and how it is consumed.

The modernization journey is rarely an all-or-nothing decision. Some workloads may be better suited to public-cloud infrastructure. Other organizations may want to retain private infrastructure while shifting toward a cloud-like consumption model.

Many will ultimately use a combination of approaches based on workload requirements, economics, governance, and operational priorities.

Some may even use a hybrid operating model that combines on-premises infrastructure, edge resources, and cloud services.

Hybrid Management Matters, Too

As infrastructure becomes more distributed, management becomes part of the modernization decision. Some platforms provide unified or centralized management across on-premises, edge, and cloud environments, helping IT teams operate distributed infrastructure through a more consistent management model.

Connection can help evaluate each of these choices as part of the same modernization roadmap rather than treating the hypervisor, cloud, and infrastructure decisions as separate conversations.

Move Workloads to Public-cloud IaaS

Infrastructure-as-a-Service (IaaS) Hosting Options:

AWS:

Migrating virtual infrastructure to AWS EC2 provides on-demand scalability, consumption-based pricing, rapid provisioning, and reduced hardware management. Organizations gain global availability, flexible compute options, automation, integrated security and cloud services, improved disaster recovery, and a foundation for application modernization.

Microsoft Azure:

Migrating virtual machines to Azure IaaS provides scalability, rapid resource provisioning, and integrated security. Organizations enjoy global availability, backup/disaster recovery, hybrid-cloud capabilities, automation, and integration with Microsoft Azure services. And the addition of Azure Local delivers unified cloud-based management of an on-premises multi-host Azure stack.

Change How Private Infrastructure Is Consumed

OPEX and Managed Private Cloud Offerings:

Dell APEX:

APEX is a cloud-like, consumption-based infrastructure platform delivering Dell compute, storage, and data services on-premises or in the cloud. Migrating virtual workloads to APEX provides flexible scaling, predictable costs, simplified management, and improved hybrid-cloud agility.

HPE Greenlake:

HPE GreenLake is a hybrid-cloud platform delivering infrastructure and cloud services through a flexible, consumption-based model. Migrating virtual workloads to GreenLake provides scalable capacity, simplified management, reduced capital expense, faster provisioning, workload flexibility, and a consistent cloud-like operating experience.

By this point, the destination is becoming clearer. The next challenge is turning that strategy into an operating environment without creating unnecessary disruption along the way.

From Modernization Roadmap to Modernized Environment

Selecting the destination is only the beginning. The new platform still has to be designed and deployed. The compute infrastructure beneath it may need to be refreshed. Existing workloads have to be migrated in a controlled way. And data protection and disaster recovery requirements must continue to be addressed throughout the transition.

This is where a virtualization strategy becomes an implementation program—and where coordinating the work across multiple domains becomes important.

Connection helps your organization fully leverage your new hypervisor by simplifying deployment, improving operational efficiency, and ensuring a seamless migration from existing virtualization platforms. Whether you are beginning a new virtualization project or migrating from an established hypervisor, our virtualization specialists provide guidance at every phase—from initial planning and design to optimization and virtual machine migration.

1 Deploy the Platform

Full-platform Deployment Services: Connection's virtualization experts provide a full-stack deployment, from the underlying compute platform and data center fabric to the hypervisor, incorporating new data protection options.

Hypervisor/Unified Stack Implementation: Connection provides comprehensive professional services for the deployment of a wide variety of hypervisors and unified virtual machine/container hosting platforms.

2 Modernize the Infrastructure

Hardware Re-platforming: The adoption of a new virtualization platform often benefits from—or requires—a planful re-platforming approach that includes the deployment of the new hypervisor on the latest generation of high-density virtualization hosts. Our SEs can design and deploy the underlying compute nodes.

Compute Nodes – Connection's Hardware Platform Options: Migrating to a new virtualization platform is an opportunity to re-platform the infrastructure to modern, more performant and efficient servers—often resulting in a lower host count and reduced power and cooling requirements. Connection can deliver a full-stack deployment, from rack-and-stack, server installation, hypervisor implementation, and workload migration.

3 Move the Workloads

Workload Migration: Connection's certified engineers leverage a proven methodology coupled with a comprehensive services approach to the migration of VM workloads from legacy hypervisors to your new platform. Our planful approach to migrations minimizes downtime and operational disruptions.

Speed and Assurance: Connection provides virtual machine migration services to efficiently migrate your workloads to your new virtualization platform, following a structured and planful methodology that enables large-scale migrations. requirements. Connection can deliver a full-stack deployment, from rack-and-stack, server installation, hypervisor implementation, and workload migration.

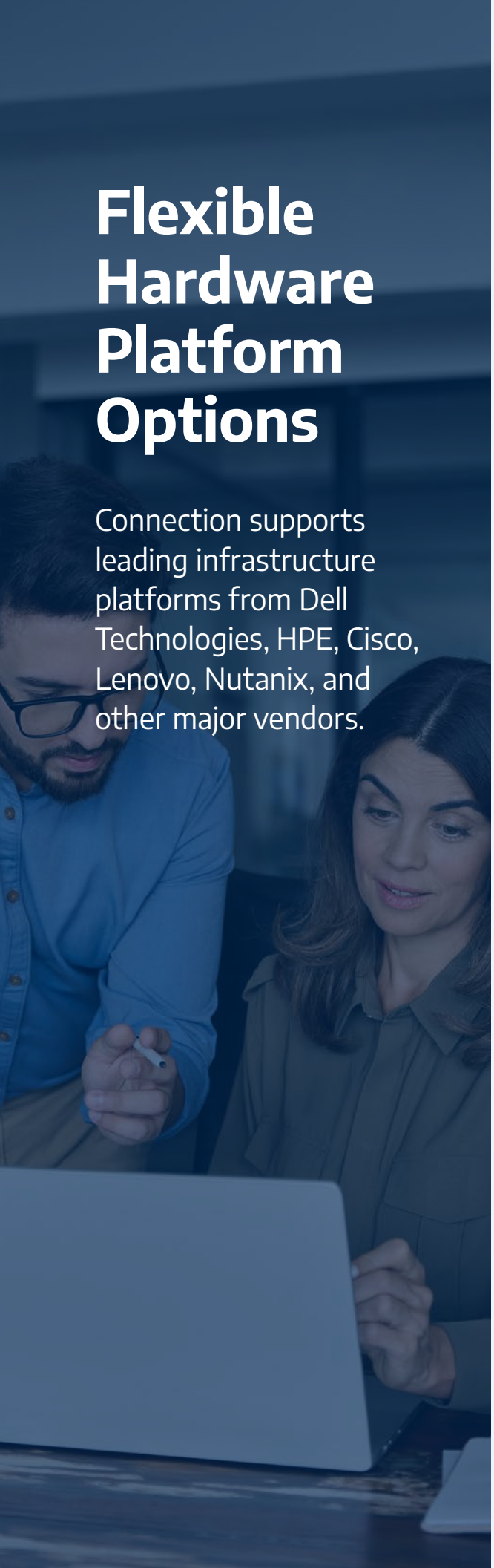
4 Protect the Environment

Data Protection and Disaster Recovery: Connection helps you design and implement a data protection strategy that adheres to your business continuity requirements using integrated data protection or third-party backup applications.

One modernization strategy. One coordinated services engagement—from the platform and compute layer through workload migration and data protection.

Flexible Hardware Platform Options

Connection supports leading infrastructure platforms from Dell Technologies, HPE, Cisco, Lenovo, Nutanix, and other major vendors.





To deliver a unified, turnkey approach to adoption, deployment, and migration, Connection can implement a full stack to your specifications—from the underlying compute infrastructure to the hypervisor or virtualization and container platform.

Common hardware options include:

NUTANIX

Nutanix Cloud Platform:

Nutanix appliances and supported OEM hardware

vmware CLOUD FOUNDATION

VMware Cloud Foundation (VCF):

Supported enterprise server platforms from leading OEMs

MORPHEUS

HPE VM Essentials with Morpheus:

HPE and other compatible enterprise server infrastructure

Microsoft Azure

Microsoft Azure Local:

Cloud-connected software deployed on validated OEM hardware

SCALE COMPUTING

Scale Computing:

Purpose-built appliances and supported server infrastructure

You Do Not Need to Know the Destination to Start



For many organizations, the hardest part of virtualization modernization is not recognizing that something needs to change. It is knowing which changes make sense—and how to move forward without introducing unnecessary cost, complexity, or risk.

You do not need to arrive with the destination already chosen. Start by understanding the environment, defining the priorities that matter most, and evaluating the available paths against those requirements.

From assessment and roadmap development through platform deployment, infrastructure modernization, workload migration, and data protection, Connection can help turn that decision into an actionable modernization plan.

Assess

Understand the current environment and the pressures driving change.

Evaluate

Compare viable platform, cloud, and infrastructure paths against your priorities.

Roadmap

Build an implementation, workload migration, and adoption plan.

Execute

Deploy the destination, modernize infrastructure, migrate workloads, and protect the environment.



Regardless of whether it's a net-new Greenfield Implementation, or a re-platforming exercise with workload migration, Connection's services team can plan, design, and deploy a variety of hypervisors and virtualization platforms and assist our customers in their adoption—including the migration of virtual machines from customers' legacy vSphere infrastructures.

Start the Virtualization Modernization

Connection combines infrastructure expertise, strategic guidance, and professional services to help organizations navigate virtualization modernization from initial assessment through deployment and migration. With experience across leading virtualization, cloud, and infrastructure platforms, Connection can help you evaluate the right path for your environment and turn that strategy into an actionable modernization plan.

Contact Connection to start the virtualization modernization conversation.

Connection.com/ModernInfrastructure

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