

Unit4 turns to Livingstone for VMware licensing clarity & savings opportunities

Exec Summary

Livingstone, a Gartner Magic Quadrant Leader for SAM Managed Services, helped Unit4, a leader in enterprise cloud applications, identify how to **save \$49.6k** on its VMware renewal by giving clarity on its licensing position and devising a custom licensing solution to fit its unique needs.



The challenge

Broadcom's acquisition of VMware in 2023 resulted in a change to its licensing, moving to a subscription model with a simplified product portfolio, and significant price rises. Unit4 was aware of these changes and wanted to explore options with regards to its license renewal.

As Unit4 had both production and disaster recovery environments, it sought the optimal VMware solution for each and turned to Livingstone to get clarity on the best route forward.

"We wanted to see if there was a different way that we could manage our VMware contract given all the changes that had taken place after the Broadcom acquisition."

FAST FACTS

Client:	Unit4
Size:	2,400+ employees
Sector:	Information technology
Location:	Netherlands HQ, global
Service:	VMware ELP & advisory
Duration of service:	4 - 6 weeks, 2024



The solution

Unit4's existing VMware solutions had been purchased under a VMware Cloud Partner Program (VCP) Rental agreement, which would terminate under Broadcom when it expired. As part of that agreement, Unit4 had access to all of VMware's product portfolio. However, it was only utilising two of the products: vSphere and vCenter.

Livingstone conducted an **Effective License Position (ELP)** on the exported data from these two vCenters. After analysing the data, Livingstone showed that while Unit4 would remain compliant until the end of its VCP agreement, it would need to purchase new subscription licenses as Broadcom had ended all Perpetual Licensing.

Livingstone recommended a solution whereby vSphere Standard could be used in the Disaster Recovery environment with vSphere Foundation in the Production environment to reduce costs.

Livingstone also advised Unit4 to review the need for both the Distributed Resource Schedule (DRS) and the Distributed Switch.

In addition, Livingstone provided VMware alternatives with associated pricing for comparative purposes.



The outcome

While Unit4 knew that its VMware spend would increase due to Broadcom's industry-wide price increases, it wanted to limit those increases as much as possible. Livingstone identified a way for Unit4 to reduce the price rise by **\$49.6k**.

In addition, the guidance provided by Livingstone would ensure that the software version used were fully supported, and an **additional potential saving of \$84k** was identified in relation to the use of DRS and Distributed Switch.

"We wanted to put our best foot forward from an ELP perspective and be confident of our license position. We have realised value from engaging with Livingstone and are confident of the company's expertise; that we are making the right licensing, product and support choices to achieve our business objectives."

**Global Head of Procurement
at Unit4**

**Looking for a second opinion?
Discover how Livingstone can
help you save.**

Contact us today.

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