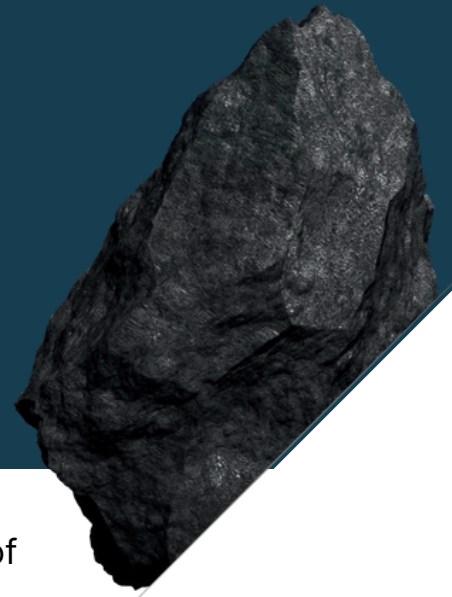


The licensing impact of Broadcom's acquisition of VMware



In November 2023, Broadcom finalised a \$69bn acquisition of VMware and immediately set about changing almost every aspect of how its products are priced, purchased, and managed, in a shake-up that is causing ripples throughout the industry.

Livingstone's licensing experts clear up the confusion to get the best outcome for your organisation and reduce the risk of huge price increases.

At a glance: The potential impact on your organisation



The sale of all **perpetual licenses has ceased**, and existing perpetual licenses cannot be migrated or traded into the new subscription model.



Much of VMware's product portfolio has been moved to **End of Availability**, with Broadcom now pushing two main suites: VMware Cloud Foundation and VMware vSphere Foundation.



For these new suites, Broadcom has introduced a **core-based licensing model**, with the added complexity of a TiB/GiB metric for the vSAN component of the suite.



Broadcom has migrated everyone off the **VMware Customer Connect portal** to the Broadcom Support portal. In this transition "only license keys that have an active support contract" were migrated.



All of the above changes have been compounded by **large price increases at renewal**. Livingstone is seeing uplifts from anywhere between **100-600%**.

How can Livingstone help?

With such big changes and large price increases on the horizon it is imperative that your business is well equipped with an understanding of what you are consuming against your current contract, and how this maps to VMware's new product sets and metrics.

Livingstone's expert consultants can help you make sense of your data in the context of all these changes to ensure that you're not spending any more than you need to with Broadcom at your renewal.



We help you assess your options, regardless if you have years or just months left on your VMware agreement.



If VMware continues to be a strategic vendor, we help you minimise your spend.



We can assess alternatives to VMware that fit your business and budget, sheltering you from Broadcom's price rises.

Livingstone's consultants have a proven track record in assisting customers with rebutting expensive initial quotes from Broadcom, recently assisting one customer **save over 70%** on their initial quote, with Livingstone's analysis directly resulting in a **\$72.7m saving**.

Let us help you navigate the complexities of
Broadcom & VMware licensing changes.
Contact us today.

e info@livingstone-tech.com
w livingstone-tech.com

