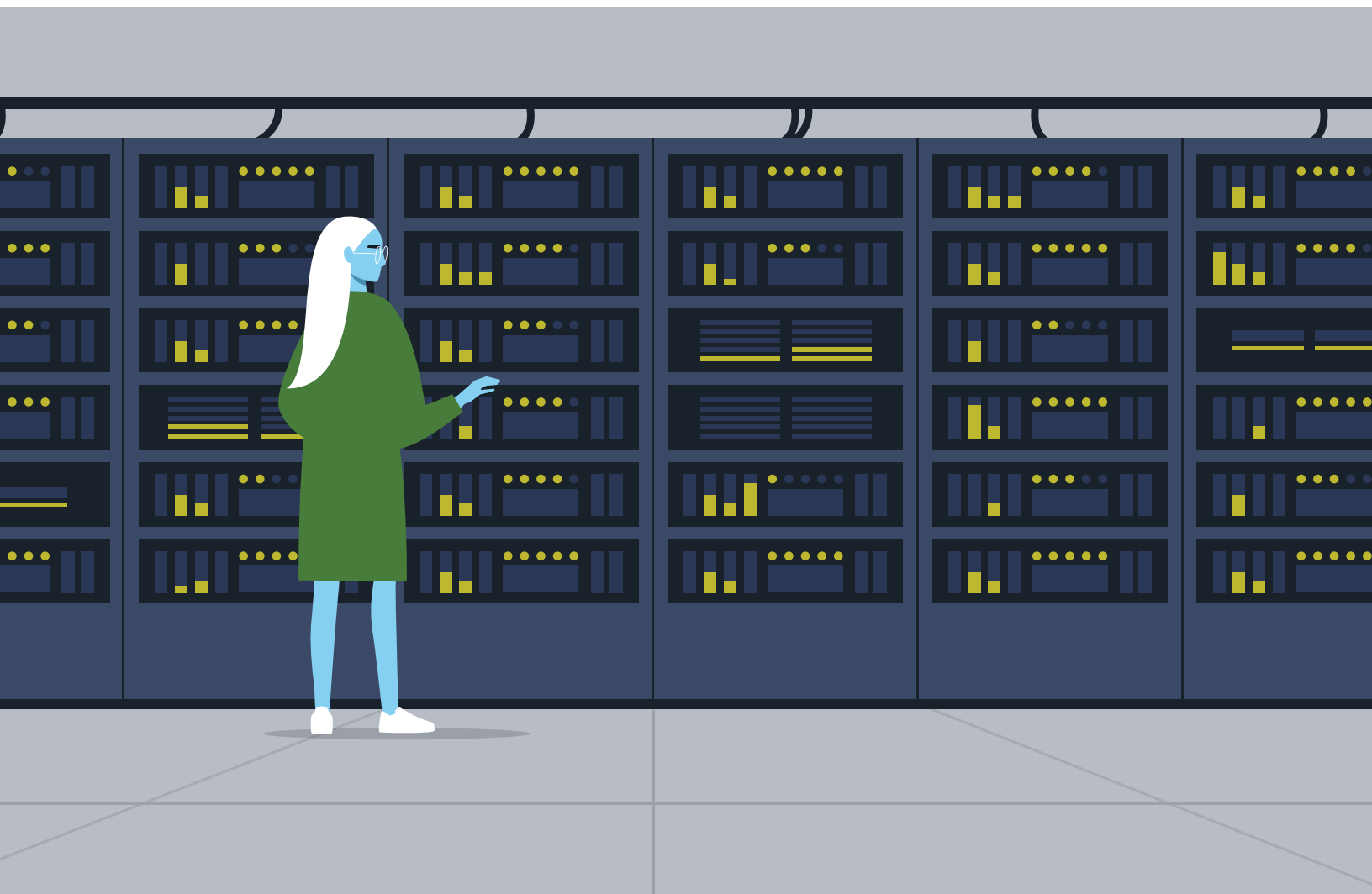




Private Cloud Delivered: The Business Value of VMware Cloud Foundation as a Managed Service

October 2025





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Executive summary

In today's rapidly evolving digital landscape, decision-makers in organizations of all sizes are considering public and private cloud options to modernize IT. This approach can increase business agility, optimize costs and efficiency, meet demands for enhanced security and compliance, and offer performance improvements. Many such efforts employ VMware Cloud Foundation (VCF), a comprehensive private cloud infrastructure solution that offers the cloud architecture, security, and data compliance that companies seek.

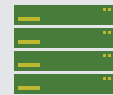
Broadcom has strategically partnered with VMware Cloud Services Providers (VCSPs) to offer VCF as a managed service. Through VCSPs, organizations gain simplified IT operations, access to expert support, and the ability to scale infrastructure on demand—while avoiding the complexities of self-managed VCF and the cost and time delay of upskilling internal staff.

To quantify the benefits of partnering with a VCSP, Principled Technologies interviewed several customers who had chosen this path, along with representatives from the VCSPs they worked with. Customer organizations in the study varied in size, industry, and geography, but all respondents experienced reductions in costs (10 to 40 percent) or physical data center footprint (up to 90 percent) and/or quick migrations. Specifically, they gained value in five key areas:

- Realizing total cost of ownership (TCO) savings and gaining IT efficiency
- Accelerating time to value
- Acquiring talent, skillset, and knowledge
- Minimizing technical debt
- Innovating while keeping pace with IT change

These are critical factors that directly influence the ability to remain competitive and agile. These dimensions address not only the financial and operational challenges of technology migration but also the strategic imperatives of building resilient, scalable, and future-ready infrastructures. Together, these elements form a comprehensive foundation to execute the transformative impact of a private cloud, meet evolving business demands, and position organizations for sustained growth. Read on to learn how engaging with a VMware Cloud Services Provider helped these organizations in their journey to modernization.

Business value highlights of partnering with a VCSP



Infrastructure cost savings up to 40%

(based on 825 VMs)



Boost operational efficiency

Reduce data center
footprint by up to 90%



Fast time to value

1/4 the time of DIY



Avoid spending ~\$45K to reskill a team of 3

& gain access to
knowledgeable IT experts



Shift CAPEX to more predictable OPEX model

Clearing the path to private cloud with VCSPs

Top challenges with the move to VCF

VMware Cloud Foundation provides a scalable, secure, and manageable private cloud operating model, but building and optimizing a VCF platform is a transformative process that requires expertise, planning, and time. Many organizations are realizing they lack the skillsets in house to navigate this journey. Without a team skilled in VCF, the time to modernize increases as the company hires, trains, and equips staff to self-deploy VCF and then manage it day to day.

If companies are already on the VCF journey, they need options to manage these decision points for deployment, ongoing maintenance, and scalability concerns later. VCSPs immediately add business value by eliminating the need to upskill existing IT workers, which can take four to six months and cost upwards of \$15,000 per person.¹

How VCSPs solve these challenges

To support organizations who wish to modernize their IT with VCF, Broadcom has developed strategic partnerships with VCSPs. VCSPs offer a range of managed VCF services customized to meet specific customer requirements. These include hosted private clouds, sovereign cloud solutions, hybrid cloud solutions, and seamless integration of on-premises VMware environments with public cloud services. VCSPs can manage or assist with an assortment of needs ranging from day-to-day operations, lifecycle management or patching, or disaster recovery, allowing IT teams to focus on their applications. Learn more on [the Broadcom website](#).

VCSPs in action: About our study

Broadcom commissioned Principled Technologies (PT) to conduct a study on the customer business value of working with a VCSP managed services partner when adopting VCF. PT surveyed and interviewed several VCSP-customer pairs. The study found that customers consistently benefited from VCSPs in several key areas:

- **Realizing TCO savings and gaining IT efficiency:** Customer organizations generally reduced costs, with savings up to 40 percent.
- **Accelerating time to value:** All customer organizations accelerated realization of VCF compared to a do-it-yourself approach.
- **Acquiring talent, skillset, and knowledge:** All customer organizations benefited from immediate expertise to manage the major effort of the workload migrations while they were able to innovate and focus on core business goals.
- **Minimizing technical debt:** For all customer organizations, leveraging modern capabilities delivered benefits in terms of preserving features and improving performance and transparency. The one customer organization with significant pre-existing technical debt was able to reduce it through architectural transformation.
- **Innovating while keeping pace with IT change:** All customer organizations gained the ease and flexibility of scaling IT resources without significant investment.

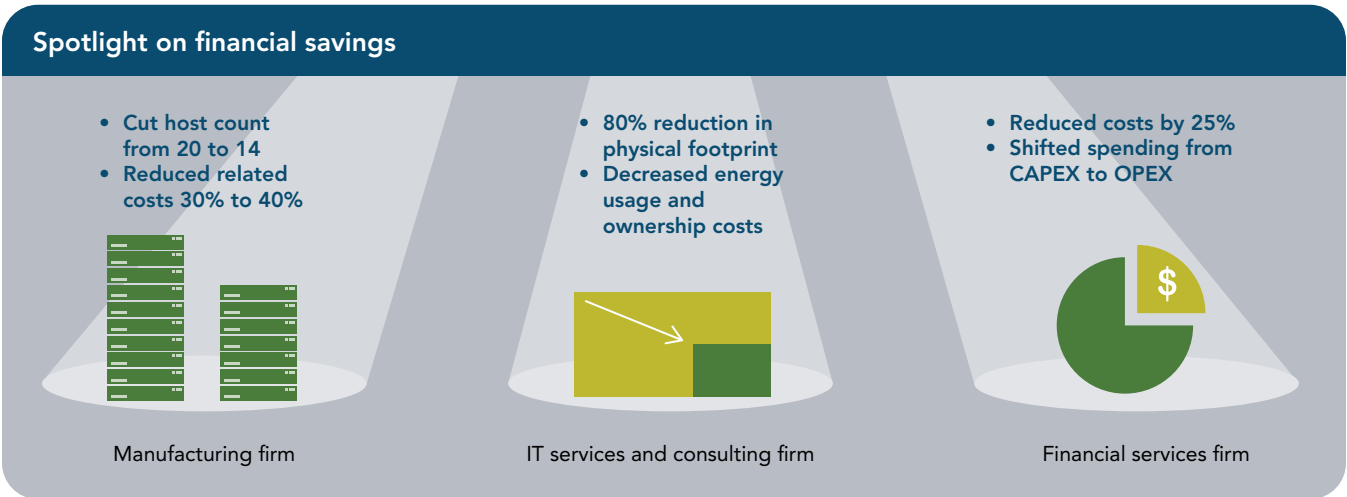
The customer organizations varied in terms of industry, geographic location, and size (see Table 1). The [Appendix](#) includes greater detail on the customer organizations. Each company had their own goals for their business and migrating their workloads, which required customized solutions. Some wanted VCF hosted on-premises, others at the VCSP site. They also had different regulatory requirements for the environment, and the solutions support different types of applications. Broadcom provided access to contacts at the VCSPs and customer organizations for the interviews. Note that for the IT services and consulting firm-VCSP pair, only representatives from the VCSP completed our survey on behalf of and with the approval of their end customer.

Table 1: The range of customer profiles and key aspects of the customers we interviewed.

	Range	Financial services firm	IT services and consulting firm	Manufacturing firm
Number of employees	50–15,000	200	1,000	15,000
Number of VMs migrated	51–8,000	51	8,000	825
Country	Varied	USA	Germany	India

Realizing TCO savings and gaining IT efficiency

Optimizing TCO enables companies to reduce infrastructure expenses, streamline management overhead, and improve budget predictability. Enhancing IT efficiency can improve system performance, reliability, and resource utilization—all key drivers of business agility and competitive advantage.



VCSPs help organizations reduce hardware costs by leveraging the advanced server, storage, and network virtualization capabilities of the VCF platform. With built-in automation and end-to-end virtualization, businesses can achieve measurable cost savings and IT efficiency gains. This enables greater agility and allows teams to shift focus from infrastructure management to strategic business priorities.

VCSP partners interviewed consistently reported that their customers experience enhanced performance and reliability without added expense.

The interviews revealed several common themes related to TCO and IT efficiency.

- **Cut infrastructure costs through consolidation with VCSPs.**

VCSPs can help significantly reduce physical infrastructure and related costs. For example:

- The manufacturing firm cut its host count from 20 to 14, resulting in 40 percent savings on infrastructure costs.
- The IT services and consulting firm reduced its data center space by 90 percent—from 1,200 to just 120 square meters—and trimmed its server count by 37 percent, going from 400 to 250.

- **Achieve more predictable costs.**

Organizations can shift from unpredictable capital expenditure (CAPEX) to more stable operating expense (OPEX) models by partnering with VCSPs.

- The financial services firm highlighted the benefit *“to manage its IT budget in a predictable manner.”*
- The IT services and consulting firm noted that, through service contracts with their provider, it consolidated many previously variable costs into a more predictable OPEX expense.

- **Improve performance and reliability, without raising costs.**

The VCSP partners consistently reported that their customers experience enhanced performance and reliability without added expense.

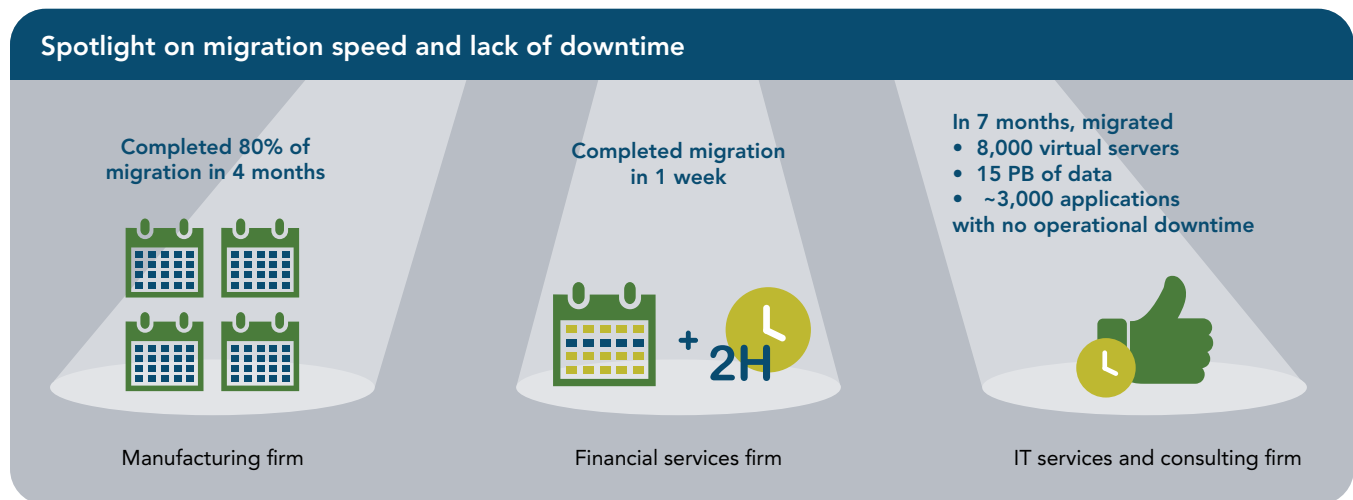
- The manufacturing firm underscored that *“performance was the key area our customer wanted to improve, and at a comparable price.”*
- The IT services and consulting firm, through the VCSP, reported *“no downtime, no crashes [...] everything works as expected and very fast.”*
- The financial services firm observed noticeable improvements in application response times.

- **Reduce operational overhead with managed and co-managed services.**

Interviews revealed that combining managed services with co-management capabilities emerged as an important enabler of IT efficiency.

- A representative of the financial services firm emphasized the benefit of extending their team’s capabilities, noting, *“my team could still have hands on, and we could get an extension of a pool of resources to help us.”* This revelation reflects the benefit of augmenting internal teams with external expertise.

What do these examples demonstrate?



Partnering with VCSPs to migrate to VCF can reduce operational overhead, lead to significant reductions in total cost of ownership, and enhance IT operational efficiency. For all VCSP-customer pairs in the study, the transition supported both financial goals and performance improvements. While each organization's situation is unique, the consistent value reported across interviews suggests that similar benefits are achievable in a range of environments.

Accelerating time to value

- **Speed and efficiency in migration and provisioning without compromise.**

Across all interviews, customers consistently emphasized the significant reduction in time required for both provisioning workloads and completing migrations.

- The financial services firm reported that the migration from their on-premises data center to their VMware cloud took one week from initial seeding to completion. They further noted that once they procured the hardware, installed it, and configured networking, the team migrated all VMs in approximately 2 hours.
- The manufacturing firm highlighted the flexibility and speed of its vSAN-based environment, noting that when they are running low on space, they add disks or hosts to the vSAN cluster. They claimed that it's faster and seamless, more of an on-the-fly experience.

- **Minimal operational disruption and downtime.**

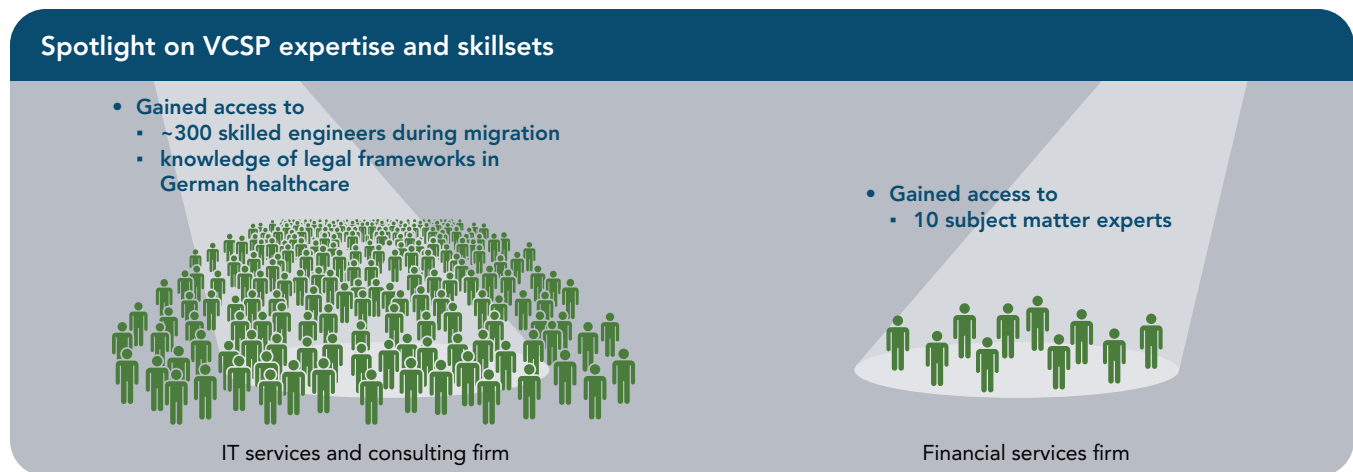
Avoiding service disruptions and downtime is critical for business success.

- The VCSP working with the IT services and consulting firm successfully migrated extensive workloads—including 8,000 virtual servers, 15 PB of data, and approximately 3,000 applications—with no operational downtime or degradation in application performance.
- Throughout the migration, a seamless transition preserved full-service continuity for 24,000 users.

- **VCSP tools can simplify the migration process.**

The availability of advanced tools and pre-built templates contributed to streamlined migration efforts.

What do these examples demonstrate?



VCF, delivered through VCSPs, enables smooth and rapid transitions without compromising scalability, stability, or flexibility.

Acquiring talent, skillset, and knowledge

The acquisition of specialized talent, skillsets, and knowledge through VCSPs represents a fundamental business benefit for organizations migrating to VCF. As these organizations transition from traditional on-premises environments to cloud-based infrastructures, they frequently encounter gaps in critical expertise. These gaps can impede operational effectiveness, security, and the capacity for innovation. Engaging with VCSPs facilitates access to advanced technological platforms and provides essential human capital—subject matter experts and technical specialists—who can fill these gaps. This strategic augmentation of internal capabilities lets companies optimize infrastructure management, ensure regulatory compliance, accelerate digital transformation initiatives, and ultimately enhance overall business performance.

VCSPs serve as trusted advisors to address resource and skill gaps through professional and managed services. Assistance can include managing, automating, or optimizing resources as well as addressing regulation. VCSPs can also deliver preconfigured services, such as disaster recovery, data protection, or application services, letting organizations avoid building and having to support these services in house. Shifting the burden of managing infrastructure and services to VCSPs frees companies to focus on higher-value projects and accelerates business outcomes.

Engaging with VCSPs facilitates access to advanced technological platforms and provides essential human capital—subject matter experts and technical specialists—who can fill these gaps.

Avoiding the high costs of training existing staff

One of the key benefits of engaging a VCSP partner is being able to eschew the task of training existing IT staff to manage a DIY VCF environment, which can be costly in terms of both time and resources. Consider the following:

- **Cost to upskill:** One economic analysis of reskilling costs found direct training expenses of about \$3,400 to \$7,400 per worker (for formal courses) plus \$9,200 to \$21,100 in indirect costs (lost productivity while training), depending on country.² While high, these costs are still notably cheaper than hiring a new tech worker (an estimated \$23,000 hiring cost, in addition to the salary for that worker).³
- **Cost to train workers on VCF:** To fully upskill an internal engineer to act as a VCF architect or lead engineer can require combining multiple courses (e.g., VMware vSphere, vSAN, NSX, plus VCF management). The direct training cost can therefore accumulate to an estimated \$8,000 to \$12,000+ per person in coursework alone, depending on how many skill areas are covered.⁴ (For instance, an organization may send staff to a vSphere admin course (~\$4,000) and an NSX or vSAN course (~\$3,000 to \$4,000 each) to build the broad competency needed for VCF).⁵ In addition to this training cost, companies must also absorb the costs of lost productivity while employees are in training, which one source estimates at between \$9,200 and \$21,100.⁶
- **Delays, certification costs, and more:** In addition to the price of training and the opportunity cost of losing the employee's productive time during training, upskilling costs also include certification and examination costs and the delay involved in waiting for staff to complete training, which increases the time to value for any modernization effort.

Visualizing the VCSP skills opportunity cost advantage

Factoring in the planning time and upskilling time and costs necessary, the difference is stark. Table 2 shows a side-by-side view of our potential estimated time and cost savings when considering DIY versus partnering with a VCSP. We marked verifiable sources from interviews with asterisks and have noted the sources below the table. All other figures are our estimates based on our experience and can range by company depending on technologies, compliance issues, organization structure, location, and other factors.

Table 2: Estimated time and cost differences between a DIY approach and using a VCSP. Note that this table does not include the cost of software licenses, hardware, or employing the VCSP.

	DIY	VCSP	Savings with VCSP
Time			
Planning/requirements gathering time	12 weeks Could vary widely from weeks to months	3 weeks*	75%
Time for PO and budget planning and approvals	6 weeks Longer due to larger up-front cost planning; could vary widely from 4 to 12 weeks	3 weeks Shorter due to predictable monthly costs; could vary based on company	50%
Delivery + installation time	6 weeks	2 weeks	66%
Initial configuration time + testing	8 weeks	2 weeks*	75%
Time to upskill	16 weeks	N/A	100%
Migration time, 500 VMs (rounded down) [†]	6 weeks	3 weeks	50%
Total time (to go live)	54 weeks	13 weeks	75%
Costs			
Spend model	CAPEX + OPEX	OPEX	N/A
Planning/requirements gathering cost	\$48K (0.5 full-time employee [FTE] x \$200/hr x 12 weeks)	\$12K (0.5 FTE x \$200/hr x 3 weeks)	75%
PO approval and budget planning costs	\$18K (0.5 FTE x \$150/hr x 6 weeks)	\$9K (0.5 FTE x \$150/hr x 3 weeks)	50%
Delivery + installation costs	\$4K	N/A - Infrastructure pre-provisioned	100%
Initial configuration + testing costs	\$64K (1 FTE x \$200/hr x 8 weeks)	\$16K (1 FTE x \$200/hr x 2 weeks)	75%
Training/upskilling cost for in-house employees (team of 3)	\$45K ^{††}	\$0	100%
Total costs (excludes costs related to hardware, software licensing and ongoing managed services contract with the VCSP)	\$179K	\$37K	79%

*Based on PT estimates from survey responses. Configuration time based on interview and survey data from the manufacturing firm/VCSP and the financial services firm/VCSP.

[†] VCSP migration time is based on the average of two survey responses, one from the financial services firm (51 VMs per week) and the other from the IT services and consulting firm (263 VMs per week, based on 8,000 VMs over 7 months, or 30.4 weeks). The average of these two is 157 VMs per week. We estimate 80 VMs per week for DIY.

^{††} Upskilling cost per employee estimated at \$15K, based on the sources cited in the section "Avoiding the high costs of training existing staff."

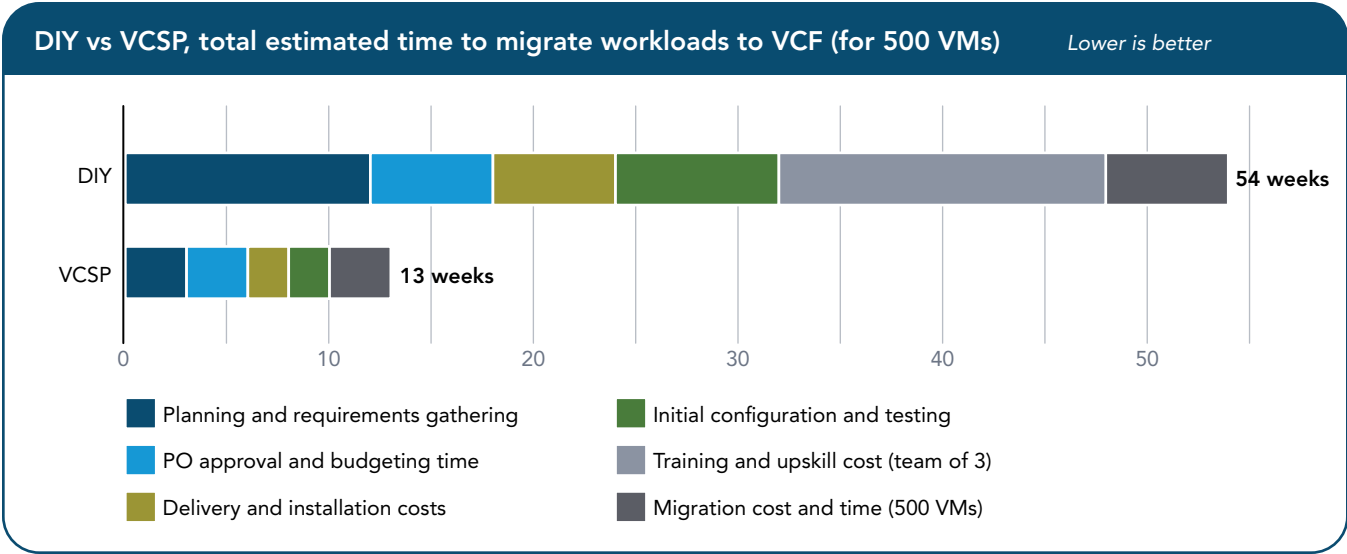


Figure 1: Companies could potentially achieve the benefits of modernization 41 weeks earlier by engaging a VCSP for their migration to VCF. Source: PT.

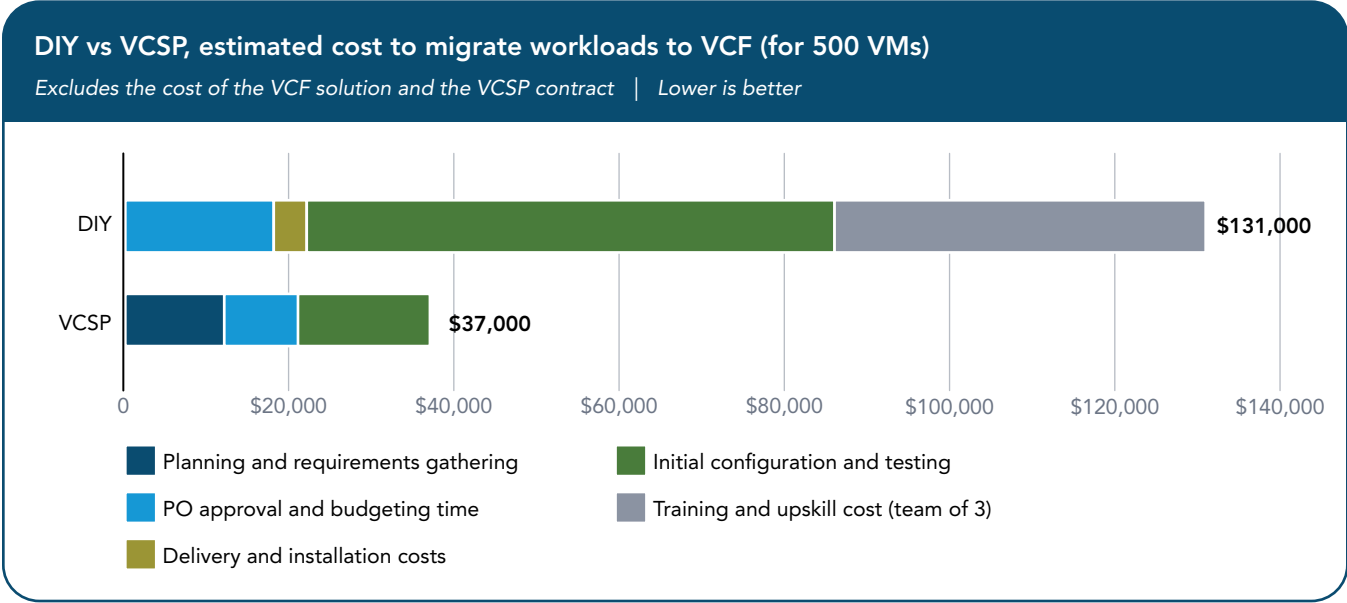


Figure 2: Potential cost savings organizations might see, in terms of the cost of human time, with a DIY solution and a VCSP solution. Note that these costs do not include the cost of the hardware, the cost of the software licenses, or any of the costs included in a contract with the VCSP. Source: PT.

In the interviews, consistent themes emerged around the talent, skillsets, and knowledge companies can gain through partnerships with VCSPs.

- **Close talent shortages and fill skill and architecture gaps.**

- The manufacturing firm acknowledged that the VCSP assisted them with necessary disaster-recovery architecture changes.
- The IT services and consulting firm faced challenges retaining IT experts due to public sector salary constraints and confronted a diminishing pool of expertise in core areas such as virtualization, network architecture, and security operations. Partnering with a VCSP gave the firm access to a large pool of skilled engineers (approximately 300 full-time during migration) and expertise in new technologies such as VCF, NSX, HCX, and AI infrastructure.
- The IT services and consulting firm's engagement with a VCSP provided the requisite proficiency to manage a complex 15-month migration plan involving extensive documentation and numerous project milestones.

- **Provision dedicated expert teams quickly.**

Several organizations emphasized the immediate availability and integration of dedicated expert teams as a significant advantage.

- One interviewee characterized their VCSP's partnership as providing *"a team of 10 subject matter experts that are now part of your team."*

- **Enhance compliance and risk management capabilities.**

Expertise in navigating complex regulatory environments emerged as a vital component of the value delivered by VCSPs.

- The IT services and consulting firm's experience, as reported by the VCSP, highlighted the challenges associated with adhering to stringent legal frameworks—including GDPR, BDSG, the E-Health Act, and Social Code/SGB—within Germany's healthcare sector.
- Partnering with a VCSP enabled the firm to maintain jurisdictional sovereignty and audit-readiness. This partnership mitigated compliance risks and reduced the firm's administrative burden.

- **Increase confidence during migration processes.**

The presence of experienced technical partners contributed significantly to customer confidence throughout migration efforts.

- **Enable strategic focus through outsourcing.**

Shifting non-core infrastructure management functions to skilled external VCSPs allowed the customers to reallocate internal resources toward strategic, value-generating activities.

- The IT services and consulting firm's transition from infrastructure stewardship to digital enablement exemplifies this shift with the migration to VCF, facilitating accelerated innovation, streamlining development cycles, and improving service delivery outcomes.

Shifting non-core infrastructure management functions to skilled external VCSPs allowed the companies we interviewed to reallocate internal resources toward strategic, value-generating activities.

What do these examples demonstrate?

Customers benefited nearly immediately from the VCSP partnership, which brought them immediate access to skills they may not have had on staff, assisted with quick provisioning of resources, and assured that specialized knowledge was available during their migrations or complex configuration initiatives.

Minimizing technical debt

Technical debt—the future cost incurred by suboptimal architecture decisions—can impede an organization's future innovation, cause system performance issues over time, and increase maintenance burdens. Over the long term, these evolving suboptimal decisions can build up in the form of configuration drift, lack of resource or security policy definition, lack of documentation, lack of OS standardization, and a challenging mix of management or backup tools.



Moving to a VCSP can mitigate or reduce the impact of these past decisions, decreasing technical debt in the long term. VCSPs have practices that establish configuration baselines, reduce drift, define security policies, standardize OS template libraries and supported versions, and enforce a focused set of management tooling. Instead of IT administrators building out custom security policies, they can take advantage of a VCSP's pre-existing policy set. And instead of spending precious development time on configuration and management scripts, they can put into play a VCSP's evolved orchestration tools.

By choosing to use a VCSP to migrate from on-premises infrastructures to VCF, companies can take advantage of this reduction in technical debt and see compounding business value over time. They can enhance functionality with VCF toolsets while streamlining operational processes or handing them off entirely to the VCSP. Engaging with VCSPs additionally boosts the value of moving to VCF because of the VCSPs' knowledge of best practices, tooling and automation, deployment, and increased security features.

Customers interviewed uniformly reported that the migration process required no compromises in feature sets or application capabilities.

- **Preserve features and improve performance.**

Customers interviewed uniformly reported that the migration process required no compromises in feature sets or application capabilities.

- The manufacturing firm explicitly stated, *“There was no technical debt—we didn’t have to compromise on any features.”* They also experienced enhanced workload outcomes, specifically better performance on the apps they migrated.
- The financial services firm reported that due to being current with their applications, nothing from a technical debt perspective was an issue for them. They also noted that having the option to run in a hybrid environment and ramp up slowly if needed, could have mitigated any potential technical debt concerns.
- One VCSP noted that the migration was fast and that performance improved on many of the apps post-migration.

- **Reduce pre-existing technical debt.**

Migration initiatives provided an opportunity for organizations to address and diminish legacy technical liabilities.

- The IT services and consulting firm migration involved moving away from aging, on-premises legacy infrastructure that was costly and inflexible. The project included architectural transformation such as modernizing firewalls, network micro-segmentation, and tenant isolation.
- Removing redundant tools and automating processes step-by-step further reduced technical debt. As articulated by the VCSP working with the IT services and consulting firm, *“By consolidating data center and server infrastructure onto the VMware Cloud Foundation private cloud platform within new sovereign data centers, [the IT services and consulting firm] reduced existing technical debt and improved resource utilization.”*

- **Improve transparency.**

Adoption of VCF afforded our interviewees with enhanced visibility into workload deployment and performance metrics, thereby supporting more effective management practices.

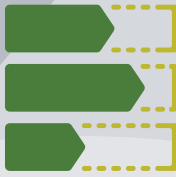
What do these examples demonstrate?

Using a VCSP to deploy and run VCF serves as a catalyst for minimizing technical debt while simultaneously advancing performance, operational efficiency, and alignment with contemporary IT paradigms.

Innovating while keeping pace with IT change

Spotlight on managing IT change

Support growth by
simplifying infrastructure
and reducing complexity



Free IT teams to focus on
strategic work and innovation



Boost agility,
future-proofing,
and compliance



In the contemporary digital environment, organizations must simultaneously innovate and manage the pace of IT change. Transitioning from traditional infrastructures to modern private cloud platforms such as VCF equips companies with modernized technology and a scalable solution that facilitates ongoing innovation. Engaging with a VCSP partner allows companies to offload the burden of modernizing their infrastructure and managing it on an ongoing basis, enabling companies to reap the benefits of an efficient private cloud operating model while being able to focus on business priorities. Leveraging VCF managed services lets companies prioritize strategic initiatives related to their core business over routine IT maintenance activities, contributing to organizational growth.

Several recurring themes supporting innovation amid IT transformation with VCSPs were evident in our interviews.

- **Take advantage of advanced technologies and simplified infrastructure management.**

Interviewees consistently associated their adoption of VCF, alongside complementary technologies such as NSX, vSAN, and vROps, with streamlined infrastructure management and reduced operational complexity.

- The manufacturing firm reported significant benefits including simplified storage management, scalability, and reduced complexity, which have been instrumental in sustaining its 30 percent year-over-year growth.

- **Free IT teams for strategic initiatives.**

Several organizations emphasized that partnering with a VCSP to migrate to VCF allowed their internal IT personnel to redirect efforts from maintenance and reactive tasks toward core business operations and innovation.

- The financial services firm highlighted this shift, noting that the VCSP partnership enabled it to focus their small internal IT team on business operations rather than maintenance and reactive tasks, thereby supporting substantial business growth over the preceding five to seven years.
- The VCSP working with the IT services and consulting firm created a workflow and blueprints to help their customer manage applications, while they managed the VCF service architecture.

Leveraging VCF managed services lets companies prioritize strategic initiatives related to their core business over routine IT maintenance activities, contributing to organizational growth.

The capacity to select among private, hybrid, and multi-cloud deployment models within a unified management framework emerged as a valuable VCSP benefit for customers.

- **Enhance agility and responsiveness to market dynamics.**

VCSPs' ability to leverage VCF facilitates more agile responses to evolving market conditions.

- **Future-proof infrastructure through flexible deployment models.**

The capacity to select among private, hybrid, and multi-cloud deployment models within a unified management framework emerged as a valuable VCSP benefit for customers.

- The VCSP working with the IT services and consulting firm designed the solution to be future-proof, enabling their customer to potentially add other cloud services in years to come. They described this VCF flexibility as enabling a *"future-proof architecture without sacrificing sovereignty."* This allowed them to meet current compliance requirements while maintaining focus on future innovation initiatives.

What do these examples demonstrate?

Working with VCSPs to deploy VCF empowers organizations to pursue continuous innovation while effectively navigating the complexities inherent in IT transformation.

Conclusion

Migrating to a modern infrastructure with VCF can offer organizations a powerful pathway to modernize IT infrastructure, reduce costs, and enhance operational efficiency. Engaging VCSPs to plan for and execute these migrations can add business value in a number of ways.

By leveraging VCSP expertise and managed services, the companies that participated in the study were able to accelerate time to value, minimize technical debt, and overcome talent shortages—all while maintaining compliance with regulatory requirements. They were also able to focus on core business concerns and applications by offloading the maintenance of their VCF environments to service providers. This in turn positioned them to respond effectively to evolving market demands and future-proof their IT environments. Adopting VCF with the support of VCSPs empowered these businesses to achieve significant cost savings, improved performance, and offered strategic growth in today's dynamic digital landscape—benefits that many organizations could also enjoy in an effort to reach critical business outcomes.

Appendix: Company profiles

Below is data on the three VCSP-customer pairs that participated in the study. Note that for the IT services and consulting firm-VCSP pair, representatives from the VCSP completed the survey on behalf of their client.

VCSP and financial services firm *Solution size: 51 VMs on 4 hosts*

VCSP

- Full stack cloud service provider
- Over 20 years of experience
- 1,500 clients across varying sizes and industries



Financial services firm *(Customer)*

Geographic location: Boston, Massachusetts, USA

Company size: Under 200 employees

Company description: A privately held company that provides wealth management services including investment management, trust services, and estate settlement.

Migration goals: In late 2024, the firm contracted with the VCSP to migrate workloads from the firm’s on-premises environment in Boston to a cloud-based platform hosted in the VCSP data center and to improve their disaster-recovery capabilities, then handled by a third-party provider. They wanted a solution that they could co-manage with their partner.

VCSP and IT services and consulting firm *Solution size: 8,000 VMs on 250 hosts*

VCSP

- IT specialist and multi-cloud service provider
- ~3,400 employees at more than 25 locations worldwide



IT services and consulting firm *(Customer)*

Geographic location: Germany

Company size: Under 1,000 employees

Company description: A subsidiary and IT service provider of health insurance funds in Germany.

Migration goals: The firm had several problems it needed to solve: One of its two data centers was nearing obsolescence, and they were having a hard time hiring talented staff with the expertise they needed in areas such as virtualization, network architecture, security, and healthcare regulatory compliance. Their goal was to find a cloud partner that would provide a fully managed hybrid cloud environment that met Germany’s healthcare regulatory compliance requirements.

VCSP and manufacturing firm *Solution size: 825 VMs on 14 hosts*

VCSP

- A global leader in sustainable AI Cloud solutions
- Delivers scalable, secure, and cost-effective cloud solutions



Manufacturing firm

Industry sector: Manufacturing

Geographic location: India with multiple locations worldwide

Company size: 15,000+ employees

Company description: A privately held company with a significant presence across multiple consumer and industrial areas.

Migration goals: The organization desired a new cloud solution that improved performance but was comparably priced. They chose to move workloads from their VMware vSphere three-tier architecture to a VCF environment. They chose VCF to take advantage of its hardware, storage, and network technologies. The infrastructure is located on-premises at the customer site and follows a managed services pay-for-use model.

1. Pluralsight, "Hire or upskill? The cost of tech industry skill development," accessed July 9, 2025, <https://www.pluralsight.com/resources/blog/business-and-leadership/tech-industry-skill-development>.
2. Pluralsight, "Hire or upskill? The cost of tech industry skill development," accessed July 9, 2025, <https://www.pluralsight.com/resources/blog/business-and-leadership/tech-industry-skill-development>.
3. Pluralsight, "Hire or upskill? The cost of tech industry skill development," accessed July 9, 2025, <https://www.pluralsight.com/resources/blog/business-and-leadership/tech-industry-skill-development>.
4. New Horizons, "VMware Training Courses," accessed July 9, 2025, <https://www.newhorizons.com/find-training/vmware>.
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6. Pluralsight, "Hire or upskill? The cost of tech industry skill development," accessed July 9, 2025, <https://www.pluralsight.com/resources/blog/business-and-leadership/tech-industry-skill-development>.

This project was commissioned by Broadcom.



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