



The Ultimate VMware Savings Plan & Migration Roadmap

How to avoid the 10x VMware price surge and seamlessly transition to AWS for half the cost and double the opportunities

You Love VMware, but Broadcom Hiked up the Price

For years, VMware has been reliable, predictable, and familiar. But after Broadcom's acquisition, customers are now seeing massive price increases, reduced flexibility, and a shrinking partner ecosystem. Many IT leaders now face a tough choice: pay dramatically more, or rethink their infrastructure entirely.

While VMware still delivers, it may no longer be feasible with your budget. And while the idea of replacing tools your team has mastered can feel daunting, this moment is also an opportunity: **a chance to move toward a platform that supports more automation, scale, and innovation than VMware was ever designed to deliver.**

AWS gives you a modern, cost-effective alternative and a clear path to long-term growth rather than vendor lock-in.

Below, you'll find why AWS is the leading VMware alternative, where the biggest savings come from, and how to migrate smoothly with Clearscale's proven, low-disruption roadmap.

Top VMware Changes Under Broadcom



3x-10x Price Increase

The average company is seeing major price hikes with annual subscriptions.



Shrinking Partner Options

Broadcom significantly cut partnerships, so many are forced to find new partners quickly.



Bundle-Only Licensing

Even if you use one product, you pay for a full suite that you may not want or need.



Why Consider AWS as Your VMware Alternative?

AWS is the world's leading hyperscaler and the most mature cloud platform on the market. It delivers global scale, unmatched reliability, and an innovation pace that VMware and other alternatives simply can't match.

For organizations facing steep Broadcom-driven cost increases, AWS provides a modern, future-ready foundation that supports everything from day-to-day operations to advanced automation, data, and AI initiatives, with far greater flexibility and long-term value.

The Benefits of Moving to AWS

Automation and Efficiency Built In



AWS-native automation and Infrastructure-as-Code (IaC) remove manual effort from provisioning, scaling, and monitoring, which frees your team to focus on innovation instead of upkeep.

Visibility and Control You Can Trust



AWS provides at-a-glance visibility into workloads, resource utilization, and performance health, giving IT leaders full transparency and control over their environment.

Reliability Without Complexity



Built on AWS's global infrastructure, you get high availability, enterprise-grade security, and built-in disaster recovery with no additional tools, plug-ins, or license upgrades required.

Room to Grow, Not Just Run



Once your environment is stable, AWS makes it easy to evolve, whether that means adopting containerization, serverless architectures, or AI-driven workloads when the time is right.

AWS helps you achieve the same (and often greater) outcomes and opportunities as you had with VMware, without the cost hike, license bundle rigidity, or shrinking vendor options.

The AWS Savings Plan:

How to Reduce Costs Immediately and Long Term

Migrating to AWS isn't just a technical move: it's a financial strategy. Across infrastructure, licensing, hardware, and operations, AWS offers clear, measurable savings that VMware cannot compete with.

What the AWS savings picture looks like:

01 | Pay-As-You-Go Flexibility

No bundles. No surprise renewals. No forced add-ons. You pay only for what you use, and you can scale up or down instantly.

02 | Savings Plans Reduce Costs Even Further

Using AWS's Compute Savings Plans, customers can reduce cloud spend by committing to predictable usage. Even the most conservative Savings Plan commitments beat Broadcom pricing by a wide margin.

03 | Zero Hardware Spend + Zero Maintenance Overhead

When you no longer buy, rack, maintain, or refresh hardware, you eliminate capital expenditures, data center contracts, storage arrays, physical networking, cooling and power overhead, and more.

04 | Leaseback Options That Eliminate "Double Bubble" Costs

Customers can lease back their existing hardware while migrating, preventing the financial overlap of paying for both on-prem hardware *and* cloud resources at the same time.

05 | AWS-Funded Migration Programs

AWS covers a significant portion (and in some cases all) of a customer's migration costs through programs like MAP (Migration Acceleration Program), MAP Lite, ISV Funding, Windows modernization funding, and training credits.

Not only does AWS allow you to skip the 10x VMware price increase that comes with Broadcom, but it also **opens up greater savings and cost optimization opportunities across your business now and in the future.**



Your Clear, Prescriptive VMware Migration Roadmap

Migrating from VMware doesn't have to be chaotic, risky, or disruptive. With Clearscale, you get an **AWS Premier Consulting Partner that's led more than 400+ successful migrations**, including some of the most complex VMware transitions in the market.

Our VMware Offramp for AWS gives you a guided path designed for speed, predictability, and minimal downtime.

Here's how we take you from Broadcom pain to AWS-native success:

01

Assess

Run Migration Readiness Assessment (Free or Low-Cost)

We start with a rapid discovery process that gives you everything you need to make a confident decision. This includes:

- **Complete cost comparison**
- **AWS operating cost projections**
- **Savings plan options**
- **Funding eligibility matrix**
- **VM inventory & right-sizing recommendations**
- **Clear migration plan**

This assessment becomes your single source of truth for cost, scope, and feasibility, allowing you to consider all factors and present a confident plan and proposal to your leadership.

02

Freeze

Conduct VMware Cost Freeze (Optional)

For customers facing urgent Broadcom renewals or data center renewals, we offer hardware leaseback options to freeze VMware costs while migration is underway. **This avoids double-paying for infrastructure and accelerates ROI.**

03

Plan

Develop a Proven Migration Roadmap

Using our AI-driven migration frameworks (Matilda, Rapid, and other internal tooling), we build a precise, low-risk plan that includes:

- **Deep portfolio discovery**
- **Detailed business case creation**
- **Application migration and landing zones**
- **Migration governance and Control Tower**
- **Security, risk, and compliance**
- **People: skills, culture, change, and leadership**

Together, we'll ensure every dependency is accounted for, every workload has a clear path forward, and your entire migration is engineered for predictability, speed, and minimal disruption.

04

Migrate

Execute Low-Risk, AI-Accelerated VMware to AWS Migration

AWS provides a purpose-built service for moving VMs to Amazon EC2, and Clearscale layers in an AI-driven framework to make the process fast, low-risk, and highly controlled. The migration typically includes:

- **Automated VM replication:** Your VMware VMs are copied to AWS continuously in the background, keeping everything in sync until cutover.
- **Minimal-downtime cutover:** When you're ready, AWS performs an orchestrated switch to EC2, reducing downtime to a short, planned window.
- **Automatic machine conversion:** VMware VMs are converted into EC2 instances without manual rebuilding.
- **Migration at scale:** Whether you have 20 VMs or 2,000, AWS and Clearscale support parallel migrations for predictable, efficient execution.
- **Cloud-ready foundation:** Once workloads land on EC2, they immediately benefit from AWS's native reliability, scalability, and automation.

The result is a fast, proven path off Broadcom pricing and into a modern cloud foundation.

05

Manage & Optimize

One understandable fear about leaving VMware is retraining your team. To make that transition easier, we offer various support models to make that process as easy and painless as possible.

- **Path 1: Clearscale Managed Services (MSP)**

We operate your AWS environment for you. This gives you cloud reliability without the operational burden, and without forcing your team to learn everything within AWS.

- **Path 2: Customer-Managed with AWS Training**

For teams who want long-term ownership, we provide AWS training and full knowledge transfer so your staff feels confident and capable of managing and navigating their new environment.



No matter the path you choose, with AWS and Clearscale, you're never on your own.



Wondering if the Move From VMware to AWS Is Right for You?

If you're curious if the shift from VMware to AWS could be the right move for your organization, or how Clearscale can help make that transition painless, we're here to help. Reach out, and one of our AWS engineers would love to talk through your options and answer any questions you have.

Talk to an Engineer