#### At a glance

VMware, a leader in virtual machine software, provides a complex suite of products aimed at diverse needs. This extensive portfolio makes it challenging to operate. Cloud functionality was added later with Tanzu, which itself comprises multiple products further increasing complexity.



### People

#### INTRODUCTION



In this comparison we try to zoom in on a few key factors that interest customers when they need to migrate:

- what is no longer required;
- changes needed;
- new things to learn;
- improvements;
- reduction.

We have divided these subjects into: **People**, **Process** and **Technology**.

| No longer<br>required                      | Reduce             | No<br>change | Increase               | New |
|--|--------------------|--------------|------------------------|-----|
| Certification                              | Complexity         |              | Easy to use            |     |
| Formal<br>training                         | Management<br>time |              | Increase<br>efficiency |     |
| Operating<br>server<br>infra-<br>structure |                    |              | Easy to use<br>API     |     |

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#### **Process**

| No longer<br>required | Reduce | No change           | Increase            | New  |
|-----------------------|--------|---------------------|---------------------|--|
|                       | TCO    | Compliance          | Simplify operations | Automatic<br>snapshots                       |
|                       |        | Compatibility       |                     | Cloud on premises                            |
|                       |        | Location of choice  |                     | Buying an<br>selling<br>between<br>locations |
|                       |        | On your<br>hardware |                     | laaS   |
|                       |        |                     |                     | Multitenant<br>out of the<br>box             |

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# whitesky.cloud vs VMware

A plain vanilla cloud: Safe, Simple and affordable.



## Technology

|   | No longer<br>required | Reduce   | No<br>change       | Increase                         | New                                     |
|---|-----------------------|--|--------------------|----------------------------------|---|
|   |                       | Complex<br>CLI                                       | IaC                | Affordable                       | Billing and payment                     |
|   |                       | VM's and<br>containers<br>on the<br>same<br>platform | Migration<br>tools | Interoperability                 | Built in<br>Firewall                    |
|   |                       |  | Resiliency         | Open<br>standards                | Monetization                            |
|   |                       |  | Scalability        | Streamline<br>app.<br>deveopment | Metering                                |
|   |                       |  |                    | Streamline<br>app.<br>deployment | Block<br>storage                        |
|   |                       |  |                    |                                  | S3 storage                              |
| 0 |                       |  |                    |                                  | Partner<br>federation                   |
|   |                       |  |                    |                                  |   |
|   |                       |  |                    |                                  | One portal<br>for private<br>and public |
|   |                       |  |                    |                                  |   |

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