NexaVM vs Proxmox: Comparison Battlecard

Overview

NexaVM – The Complete Enterprise Solution

NexaVM delivers a comprehensive stack for enterprise virtualization and cloud, designed for mission-critical production environments. With over 4,000 customers in 30+ countries and regions, NexaVM offers a complete solution for virtualization, cloud management, and hyperconvergence.

Proxmox – Enterprise Limitations

Proxmox VE is an open-source virtualization platform mostly suited for homelab and small-medium business environments, but shows significant limitations for large-scale enterprise deployments.

Comparison: Where NexaVM Excels

1. Enterprise Support and SLA

☑ **NexaVM – Guaranteed Enterprise Support**

- **24/7 support** with defined enterprise SLA
- **1000+ clients supported globally** for VMware migration
- **Dedicated team** of certified engineers

✕ Proxmox – Inadequate Enterprise Support

- **Community-only support** for the free version

- **Support limited** to CEST office hours

- **No SLA guarantee** for critical environments

- **Difficulty in finding qualified consultants**

- **Limited ecosystem** of certified partners

2. Scalability and Performance

✓ NexaVM – Proven Enterprise Scalability

- **10,000+ hosts manageable** from a single management node

- **100,000+ VMs supported** per cluster

- **VM creation: 100 VMs in 10 seconds, 1000 VMs in 100 seconds**

- **Distributed architecture** with no single point of failure

✕ Proxmox – Critical Scalability Limitations

- **Web UI unusable** with hundreds of VMs (20+ seconds to load)

- **Heavy clustering** that adds significant complexity

- **Manual management required** for complex configurations

- **Stability issues** in hyperconverged clusters with large storage

3. VMware Migration and Integration

☑ NexaVM – Seamless VMware Migration

- **Integrated native tool** for agentless VMware migration

- **Full V2V support** with automated conversion

- **95% compatibility** with VM lifecycle functions

- **Consistent interface with VMware** (reduces learning curve)

- **Heterogeneous support** for simultaneous management of KVM and VMware

✕ Proxmox – Complex VMware Migration

- **No native tool** for VMware migration

- **Dependency on third-party tools** (qemu-img, manual scripts)

- **Complex process** requiring advanced technical expertise

- **No guarantee of application compatibility**

- **High risk of downtime** during migration

4. Enterprise Management and Governance

✅ NexaVM – Complete Enterprise Governance

- **Native multi-tenancy** with complete GDPR-compliant isolation

- **Full Active Directory/LDAP integration**

- **Granular role-based access control**

- **Workflow approval** for change management

- **Complete audit trail** for compliance

- **Integrated billing and cost management**

✖ Proxmox – Lacking Enterprise Governance

- **Limited and coarse multi-tenancy**

- **Basic user management** without enterprise integration

- **No approval workflow**

- **Limited audit capabilities** for compliance

- **No native billing system integrated**

5. Security and Compliance

☑ NexaVM – Enterprise Security

- **99% self-developed code** for total control

- **Built in distributed firewall** for Microsegmentation

- **Enterprise security** certifications

- **Management/data plane isolation** for fault tolerance

- **Native encryption** for data protection

- **Integrated compliance** frameworks

✗ Proxmox – Security Vulnerabilities

- **Root SSH required** for VM migration (bad practice)

- **Certificate management requires root access**

- **Lacking enterprise certifications**

- **Security relies on manual configuration**

- **Audit and compliance insufficient** for enterprise

6. Ecosystem and Integrations

☑ NexaVM – Rich Enterprise Ecosystem

- **Native integration with enterprise storage (SAN, NAS, Ceph)**

- **Full GPU/vGPU support for AI/ML workloads**

- **Integrated container platform**

- **Multi-cloud management for hybrid deployments**

- **Complete APIs** for enterprise automation

✕ Proxmox – Limited Ecosystem

- **Fewer third-party integrations** compared to VMware

- **Manual GPU passthrough and not GUI-oriented**

- **No native enterprise container solution**

- **Limited API for complex automation**

- **No vendor support** for enterprise-grade applications

7. Total Cost of Ownership (TCO)

☑ NexaVM – No lock-in and no hidden costs

- **Perpetual licensing available**
- **No lock-in policies**
- **60–70% TCO reduction** vs VMware
- **Support included in subscription licenses**
- **No hidden costs** for advanced features

✕ Proxmox – Hidden Enterprise Costs

- **High support costs for enterprise SLA**
- **Staff training required** for Linux expertise
- **External consulting mandatory** for complex deployments
- **High downtime costs** for unsupported issues

Strategic Recommendation

☑ When to Choose NexaVM

- **Enterprise environments with more than 50 VMs**
- **Planned migration from VMware**
- **Strict compliance requirements (CSP, MSP)**
- **Mission-critical 24/7 uptime**
- **Guaranteed future scalability**
- **Professional support required**

✕ Critical Limitations of Proxmox

- **Limited for enterprise production environments**

- **Few guarantees for mission-critical 24/7 applications**

- **Scalability beyond 100 VMs results in increased O&M and degraded performance**

- **Complex VMware migration**

- **No guaranteed enterprise support**