NexaVM vs VMware vSphere: Competitive Battlecard

Executive Overview

NexaVM - The Ideal Post-Broadcom Solution

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

VMware vSphere - The Post-Broadcom Crisis

VMware vSphere under Broadcom has undergone drastic changes that have made the solution unsustainable for many organizations: elimination of perpetual licenses, price increases up to 1000%, and core-based licensing with mandatory 16-core minimums per CPU.

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Critical Comparison: Where NexaVM Triumphs Over VMware

1. Licensing and Pricing - The Broadcom Disaster

✅ NexaVM - Sustainable Economic Model

Perpetual licenses available without forced lock-in

60-70% TCO reduction compared to post-Broadcom VMware

No artificial minimum core requirements

Transparent pricing without surprises

✖ VMware - The Broadcom Debacle

Complete elimination of perpetual licenses (2024)

150-1000% price increases for many customers

Subscription-only with mandatory 3-5 year contracts

20% penalty for late renewals

2. Migration and Operational Continuity

✅ NexaVM - Seamless VMware Migration

Integrated migration tool for agentless migration from VMware

Automatic V2V conversion without downtime

95% compatibility with VM lifecycle functions

Familiar interface reduces required training

Heterogeneous support for simultaneous VMware/KVM

✕ VMware - Forced Vendor Lock-in

No support for migration to alternatives

Increasingly stringent technological lock-in

High exit costs for platform changes

3. Performance and Scalability

✓ NexaVM - Proven Enterprise Performance

100,000+ VMs supported per cluster

VM creation: 100 VMs in 11 seconds

10,000+ hosts manageable from single management node

No performance degradation with scale
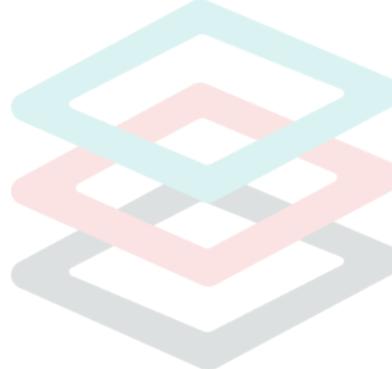
✕ VMware - Hidden Performance Issues

CPU ready time problems with over-provisioning

Memory ballooning impact on performance

Network bottlenecks in large deployments

Significant virtualization overhead for CPU-intensive workloads

Post-Broadcom Strategic Recommendation

Migrate to NexaVM IMMEDIATELY if:

- ✅ **VMware renewal** expiring in 2025-2026
- ✅ **IT budget** under pressure from VMware increases
- ✅ **Strategic independence** from mega-vendors required
- ✅ **Performance optimization** necessary
- ✅ **Long-term cloud strategy** planned