



# VMware migration to AWS with Virtusa, AWS, and RiverMeadow

Broadcom's acquisition of VMware has introduced significant challenges for enterprises using VMware as their core virtualization platform.

Broadcom's changes, particularly the removal of perpetual licenses and the imposition of recurring licensing fees, have increased VMware customers' costs by up to 11x. This has forced many businesses to reevaluate VMware as a long-term solution.

Virtusa, AWS, and RiverMeadow present a seamless migration pathway from VMware to AWS Cloud, offering a cost-effective and scalable alternative to on-premises VMware environments. This collaboration aims to reduce operational costs, minimize vendor lock-in risks, and enhance infrastructure scalability, helping organizations modernize their workloads.



# Migration pathways from VMware to AWS

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## Rehost VMware workloads to AWS EC2 (Lift and shift)

**Virtusa's solution:** Virtusa's migration factory approach, combined with RiverMeadow's automated tools, accelerates the rehosting of VMware workloads to AWS EC2. The process incurs near-zero migration costs, minimizes downtime, and ensures faster time to market.

**Key benefits:** Cost reduction, operational efficiency, and fast migration timelines without application refactoring.

2

## Replatform workloads to containers

**Virtusa's solution:** Virtusa's expertise in containerization helps clients move VMware workloads to AWS Elastic Kubernetes Service (EKS) or Elastic Container Service (ECS). This strategy enhances application portability, scalability, and developer productivity.

**Key benefits:** Reduced infrastructure management overhead, improved security, and enhanced scalability with containerized workloads.

3

## Replatform to AWS managed services

**Virtusa's solution:** Moving VMware-hosted applications to AWS-managed services (e.g., AWS RDS) simplifies infrastructure management, reduces licensing costs, and improves performance.

**Key benefits:** Elimination of VMware licensing costs, better operational flexibility, and managed service automation.

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## Refactor workloads to cloud-native AWS services

**Virtusa's solution:** For businesses seeking full modernization, Virtusa helps refactor VMware workloads to take advantage of cloud-native services such as AWS Lambda. This approach decouples and rewrites applications to be serverless, unlocking new agility and performance capabilities.

**Key benefits:** Scalability, cost optimization, and increased agility through modern application architectures.



# Virtusa's unique value proposition

Virtusa's comprehensive migration strategy is driven by deep expertise in both VMware and AWS, providing organizations with a smooth transition to the cloud. Key differentiators include:

## **Recognized expertise:**

Gartner has acknowledged Virtusa as a "Niche Player" in the 2024 Magic Quadrant for public cloud IT transformation services.

## **Proven track record:**

Virtusa is an experienced cloud migration partner, having migrated over 40,000 VMs using a balanced mix of rehost, platform, and refactor strategies.

## **Certified talent:**

Virtusa has 2,500+ AWS-certified professionals, ensuring clients receive top-tier cloud expertise during their migration journey.

## **AI-powered solutions:**

Virtusa's AI-driven platform, Helio, accelerates migration by up to 35%, optimizing every stage of cloud transformation.

## **Cloud migration factory:**

Virtusa's factory-based approach accelerates migrations by 40%, reducing the time and cost involved.

## **Innovative tools:**

Proprietary platforms like Virtusa Hive automate and expedite workload migration, driving operational efficiencies.



## Migration accelerators, tools, and platforms

Virtusa, AWS, and RiverMeadow provide various tools and accelerators to streamline the VMware-to-AWS migration process:

### **Automated discovery tools:**

Virtusa's platform conducts deep discovery of on-premises infrastructure, enabling seamless migration planning with detailed insights into dependencies.

### **Infrastructure as Code (IaC):**

Virtusa automates infrastructure provisioning, embedding security by design, which improves productivity by up to 30%.

### **vTransform for data:**

Accelerates data pipeline integration and execution, enabling smoother data migration.

### **vDataAid:**

Enhances data engineering processes, speeding up data analytics transformation.

### **FinOps and cost management:**

Virtusa leverages AWS-native tools and third-party solutions to optimize cloud spending and reduce overall infrastructure costs post-migration.

### **AI-powered testing:**

Using Helio Innovate and Helio Operate, Virtusa automates the test lifecycle, improving validation and ensuring that infrastructure and applications meet compliance and performance requirements.

# Virtusa-RiverMeadow partnership: Risk-free migration

Virtusa and RiverMeadow deliver a risk-free migration experience by leveraging RiverMeadow's migration platform, automating VMware workloads rehosting to AWS. Key highlights of this partnership include:



## Minimal downtime:

The platform creates cloned workloads on AWS that are synchronized with the on-premises environment, enabling extensive testing before cutover.



## Near-zero cost migration:

RiverMeadow's rehost services ensure a near-zero cost migration for enterprises transitioning VMware workloads to AWS.

## Funding and incentive programs

Virtusa and AWS offer several funding options and incentives to reduce migration costs:



### AWS Migration Acceleration Program (MAP):

This comprehensive program offers financial incentives, technical tools, and expert training to reduce migration costs and risks. Enterprises can also benefit from MAP's specialized programs designed for VMware-to-AWS migrations.



### AWS VMware Migration Accelerator (VMA):

Until December 2024, companies can earn AWS promotional credits of up to \$400 per VM migrated to AWS EC2 from VMware Cloud on AWS, reducing overall migration expenses.



### Bundled services:

Virtusa offers end-to-end solutions combining cloud advisory, migration, modernization, and cloud-managed services, ensuring enterprises get maximum value from their AWS investments.



### Self-funded migration programs:

Virtusa provides outcome-based pricing models for migration, including per-VM or per-application pricing, tied to cloud spend reduction initiatives.

# Success stories

- 1. Leading care-management network:** Virtusa helped reduce operational costs by 35% through AWS Cloud Migration, improving scalability and reducing infrastructure overhead.
- 2. Canadian construction company:** Virtusa enabled a 50% reduction in operational costs through an AWS migration, utilizing automation tools to streamline the process.

## Get started on your migration journey today!

Virtusa's comprehensive VMware migration solutions, powered by partnerships with AWS and RiverMeadow, offer a streamlined, risk-free path to the cloud. To learn more about how Virtusa can help your business migrate VMware workloads to AWS, contact [marketing@virtusa.com](mailto:marketing@virtusa.com) or contact subject matter experts [sivaramachandrani@virtusa.com](mailto:sivaramachandrani@virtusa.com) and [venkateswararaom@virtusa.com](mailto:venkateswararaom@virtusa.com).

### About Virtusa

Virtusa Corporation is a global provider of digital engineering and technology services and solutions for Forbes Global 2000 companies in the financial services, healthcare, communications, media, entertainment, travel, manufacturing, and technology industries worldwide. At Virtusa, digital engineering is at the heart of everything we do. We are 30,000 builders, makers, and doers that partner with customers to reimagine enterprises and creatively build solutions to the most pressing business challenges that move them to the forefront of their industries.

Virtusa's unique Engineering First approach means never presenting an idea we can't execute. With deep industry expertise and empowered agile teams made up of world-class talent, we think about execution early in the process, because the earlier you think about execution the earlier an idea can have an impact. Solving from the inside out enables businesses to respond swiftly to changing needs with improved quality, lower costs, and lasting results.

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