VMware partners weren't simplified.

They were eliminated.

Your architecture is now on the clock.

The Timeline

Hundreds of VCSPs affected

Many with 10–15 years of VMware partnership history

Jan 26 — Non-renewals sent

Same email. No negotiations.

March 31 — Wind-down deadline

No new deals. No extensions. Hard stop.

This isn't a partner change.

It's a forced architecture decision.

The window to decide deliberately is closing.

Most teams are asking:

"What's the right path forward?"

Wrong question.

The right question is: what constraint can you live with?

You are not choosing a solution.

You're choosing a **constraint.**

Each path trades one risk for another. Know which trade you're making.

Stay in VMware

- ✓ Lowest disruption — architecture unchanged
- ✓ Familiar operations — no retraining required
- ✗ Pricing risk compounds over time
- ✗ Smaller VCSP market = less negotiating leverage

Move to Hyperscaler

- ✓ Exits VMware dependency entirely
- ✓ Maximum flexibility and managed services
- ✗ Cost variability at scale — model before committing
- ✗ Migration complexity depends on workload portability

Alternative Stack

- ✓ Full control — Broadcom decisions stop mattering
- ✓ Front-loaded effort, long-term relief
- ✗ High execution complexity — requires real planning
- ✗ 12–24 month timeline — not a reactive option

What we're seeing:

→ Teams delaying

→ Teams defaulting to their provider's recommendation

→ Few teams modeling all three options

That last group wins.

>_ YOUR CALL

Reality check:

A)	Stay with VMware	→ pricing risk
B)	Hyperscalers	→ cost variability
C)	Replatform	→ execution risk

No "it depends." **What's your call — A, B, or C?**

Full breakdown → rack2cloud.com/vmware-vcsp-termination-architecture-decision