




# **BEAR Technologies' Swift 45-Day Transition from VMware to VergeIO**



BEAR Technologies is a Managed Service Provider (MSP) specializing in providing Infrastructure as a Service (IaaS). They deliver comprehensive IT infrastructure services, allowing their customers to focus on the software essential for their business operations. BEAR also offers on-premises hardware and software for customers needing localized solutions.

## THE CHALLENGE

At the beginning of 2024, BEAR Technologies faced a significant challenge due to Broadcom's acquisition of VMware. Broadcom's new licensing scheme required companies like BEAR to commit to a minimum purchase of cores. This change meant that BEAR's annual commitment to VMware would skyrocket from five to seven figures within 45 days.

## EVALUATING ALTERNATIVES

This impending price increase prompted the BEAR team to evaluate five VMware alternatives: Proxmox, Nutanix, Scale Computing, Virtuozzo, and VergeIO. Each alternative was thoroughly researched and tested.

- **Proxmox:** While feature-rich, it lacked the seamless integration of storage and networking that BEAR required.
- **Nutanix:** Although powerful, Nutanix's cost structure and complexity were deterrents.
- **Scale Computing:** Easy to use but didn't offer the multi-tenancy and scalability needed for BEAR's IaaS model.
- **Virtuozzo:** Strong in containerization but fell short on the comprehensive virtualization front.

## CHOOSING VERGEIO

After exhaustive research and testing, BEAR Technologies selected VergeIO. They were impressed with VergeOS' tight integration of storage and networking services into the hypervisor. Another critical factor was VergeOS' seamless and fast migration of VMware virtual machines (VMs) to VergeOS. The cloud-native design of VergeOS, including multi-tenancy and impressive scalability, also played a crucial role in their decision.

## IMPLEMENTATION

BEAR Technologies aimed to use their existing hardware, and with a few upgrades to storage and memory, they achieved this goal. Any challenges encountered during the proof-of-concept phase were quickly resolved with the help of VergelO's technical support team. BEAR Technologies' President, Yogi Yeager, praised the support as "the best vendor technical support he has ever received in the industry."

From that point, testing proceeded smoothly, and BEAR Technologies quickly moved VergeOS into production. Leveraging VergeOS' fast and seamless migration capabilities, they performed an "in-place" migration, converting one server at a time with minimal downtime. Networking integration was also seamless, allowing the servers to connect to the same switches and VLAN.

## RESULTS

BEAR Technologies completed the entire conversion in less than 45 days. As an IaaS provider, any hardware outage can impact dozens of customers simultaneously, so eliminating single points of failure is critical. BEAR Technologies utilizes VergelO's ioGuardian technology, which provides a continuously updated third copy of data. In the event of multiple drive or server failures, ioGuardian ensures inline recovery of missing data segments to the affected VMs.

Operationally, BEAR Technologies has seen significant improvements. With integrated storage, virtualization, and networking services, no external applications are required to maintain high service levels. VergeOS is faster and more responsive, eliminating delays during complex tasks.

## NEXT STEPS

Next, BEAR Technologies plans to extend the VergelO rollout to their remaining four data centers and begin replacing VMware with VergeOS for their on-premises customers.

## CONCLUSION

BEAR Technologies' transition from VMware to VergelO illustrates how an MSP can navigate significant licensing changes and enhance service delivery through strategic technology adoption. With VergelO, BEAR Technologies has achieved a scalable, efficient, and cost-effective IaaS solution that meets its customers' needs.

