NETdepot Switches
from VMware to VergeIO

For Better Cost Efficiency and Technical Support

verge.io

NETdepot, a managed and cloud services provider, offers hosting and bare metal services while delivering high-touch IT support through its MSP operations. Competing with giants like AWS and Equinix, NETdepot needed an infrastructure software solution to match its current growth while providing high performance and cost efficiency.

CHALLENGES WITH VMWARE

NETdepot had long relied on VMware and Cloud Director for multi-tenancy and software-defined networking through NSX. However, increasing concerns around VMware's future—especially after the Broadcom acquisition—prompted them to reconsider their options. Uncertainty in pricing, poor communication, and a lack of clarity about VMware's future roadmap made it a stressful time for the NETdepot team.

They dealt with almost weekly cyberattacks targeting VMware, further complicating their operations. They sought a hardened solution and had mechanisms to prevent, detect, and recover from an attack.

Performance was also a concern, particularly around VMware's vSAN, which led NETdepot to opt for more expensive external storage. This external storage added complexity to their architecture and was another reason to look for a solution that could deliver the performance and capabilities of their dedicated storage arrays while simplifying storage management and reducing costs.

THE SEARCH FOR AN ALTERNATIVE

The quest for a VMware alternative started with a simple Google search, "VMware Alternative." VergeIO's platform caught NETdepot's attention due to its similar terminology and familiar interface, reminiscent of VMware's vCenter. VergeIO's unification of virtualization, storage, and networking into one code base and its robust features made it an ideal solution. Most importantly, VergeIO didn't feel like an entirely new platform, allowing NETdepot to repurpose its existing VMware expertise.
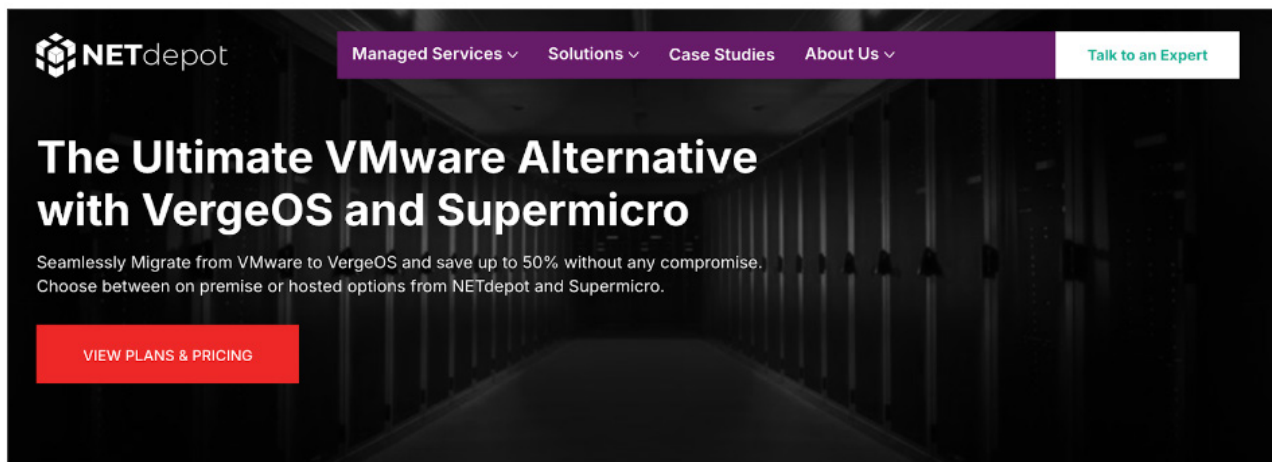
MIGRATION PROCESS

Switching to VergeIO turned out to be a remarkably smooth process. The migration was simple, requiring minimal third-party software, and virtual machines migrated seamlessly with little post-migration work. NETdepot appreciated VergeIO's speed and ease of migration, especially compared to their experience with VMware.

WHY VERGEIO?

Several vital factors made VergeIO the best fit for NETdepot:

- **Familiarity and Simplicity:** VergeIO didn't feel like a foreign platform. With its integrated software-defined networking and multi-tenancy, NETdepot could easily offer its customers virtual private clouds and self-service options.
- **Comprehensive Licensing:** VergeIO's per-server licensing greatly simplified its bare metal offerings. No matter what level of bare metal server the customers subscribed to, the same version of VergeOS was in use, reducing complexity.
- **Outstanding Support:** VergeIO's support team offered quick responses and unparalleled assistance. For high-priority issues, NETdepot could get support via email within five minutes and be on Zoom calls within 15 minutes, surpassing VMware's six-hour priority response times.
- **Dense Server Support:** VergeIO's per-server licensing, instead of VMware's per-core licensing, enables NETdepot to leverage dense quad-processor servers, reducing power, cooling, and data center floor space consumption.
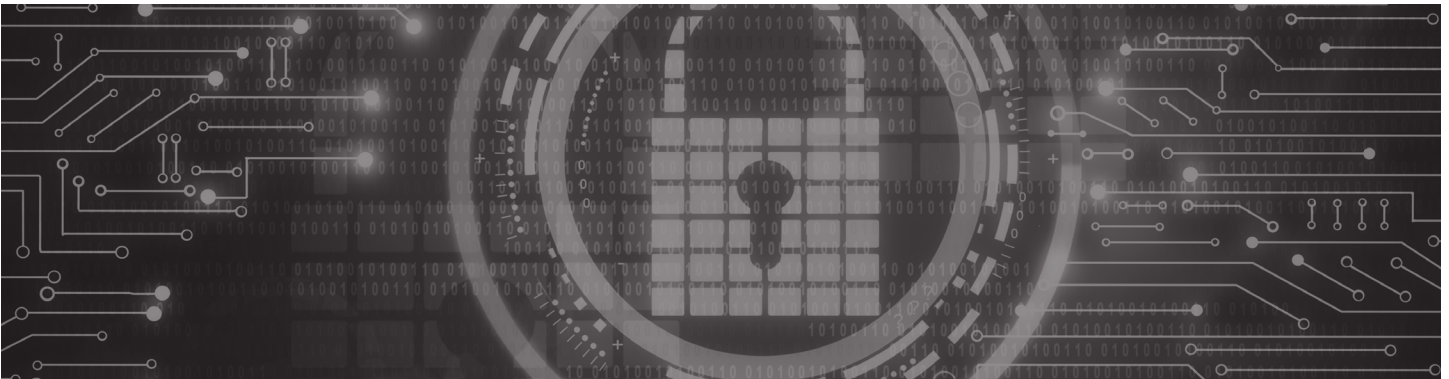

TOP 5 BENEFITS OF SWITCHING

Several vital factors made VergeIO the best fit for NETdepot:

1. **Simplified pricing** has been a significant advantage. VergeIO offers known and transparent pricing that eliminates surprises, providing clarity and predictability for NETdepot's budgeting and operations. The VergeIO model allows NETdepot to buy the hardware they want without being constrained by per-core pricing or strict hardware compatibility lists, often forcing companies to decommission servers long before their useful life.

2. The **superior support** provided by VergeIO has been exceptional. With rapid response times and a level of service that consistently outperforms VMware, NETdepot has found technical support to be one of the primary reasons for their satisfaction with the switch. Rapid response from their vendors is critical for NETdepot to provide seamless support to their own customers, ensuring their operations run smoothly.

3. Another crucial benefit has been **stability**. Despite moving to a new platform, VergeIO has proven incredibly stable, giving NETdepot confidence in its infrastructure without fearing downtime or disruptions. For a service provider like NETdepot, downtime is particularly troublesome because it impacts hundreds, if not thousands, of customers. VergeIO's stability helps them avoid these potentially widespread issues.

4. VergeIO's **networking capabilities** have given NETdepot all the essential features of VMware's NSX without the extra cost. NETdepot is taking full advantage of VergeIO's Routing and Firewall capabilities to replace external appliances, further reducing costs and simplifying overall operations. They also use advanced networking functions like microsegmentation to enhance security, ensuring greater protection for their infrastructure and clients.

5. VergeIO's solution is **inherently secure**. Its lower attack profile than VMware and an innately hardened operating environment enhance security. Virtual Data Centers ensure isolation between clients, while unlimited, performance-impact-free, read-only snapshots offer rapid recovery points with minimal data loss. Furthermore, built-in subscriptions can detect ransomware by alerting NETdepot when a customer's Virtual Data Center experiences a sudden increase in the change rate, a typical indicator of a ransomware attack.

IMPACT ON BUSINESS

The switch to VergeIO has allowed NETdepot to compete more effectively with AWS and Equinix. With enhanced data protection and compliance capabilities via its bare metal offering, NETdepot can now provide its customers with more reliable and affordable services. Additionally, the platform's seamless transition has mainly gone unnoticed by its customers—a testament to the ease and quality of the migration process.

THE NETDEPOT BARE METAL OFFERING
Powered by VergeIO and hosted on Supermicro hardware

NETdepot's VMware Alternative, powered by Verge.io and Supermicro, offers a comprehensive and cost-effective solution for businesses seeking flexibility and performance in their virtualization environments. This innovative solution provides seamless integration with existing infrastructure, delivering all the features and capabilities VMware users expect, but at a fraction of the cost.

With Verge.io's powerful software, Supermicro's high-performance hardware, and NETdepot's managed services, businesses can easily deploy, manage, and scale their virtual environments. They enjoy increased efficiency and simplified management without the burden of high licensing fees.

By partnering with Verge.io and Supermicro, NETdepot ensures customers can access a cutting-edge VMware alternative designed for diverse workloads and industries. This solution supports many use cases, from application hosting to disaster recovery and beyond. With unmatched support and expertise, NETdepot's VMware Alternative is the ideal choice for organizations looking to enhance their virtualization capabilities while maintaining control over their costs and operations.

AMD EPYC Milan 7313P
For smaller VMware environments. Includes VergeOS licensing.
$244.34/mo
- 16 core CPU
- 128 GB RAM
- 2 × 3.8 TB NVMe drives

Configure ↦

AMD EPYC Milan 7543P
For medium sized VMware enviornments. Includes VergeOS licensing.
$337.12/mo
- 32 core CPU
- 256 GB RAM
- 4 × 3.8 TB NVMe drives

Configure ↦

AMD EPYC Genoa 9654
For larger VMware environments. Includes VergeOS licensing.
$667.60/mo
- 96 core CPU
- 768 GB RAM
- 8 × 3.8 TB NVMe drives

Configure ↦

Need a custom solution?
Our VMware alternative experts can help tailor the right solution for your needs, whether it's hosted or in your datacenter.

Contact Us ↦

COST SAVINGS

NETdepot estimates **at least 80% savings on infrastructure costs**, thanks to VergeIO's licensing per server, which enables them to utilize denser, modern servers. Using denser server configurations will significantly save data center space, power, and cooling costs. Removing VMware's restrictive hardware requirements allows them to maximize their server hardware's life expectancy, reducing the pace at which new servers must be purchased.

RECOMMENDATION

NETdepot highly recommends VergeIO to other service providers and enterprises for several reasons:

1. **Transparent Pricing:** Simple and predictable licensing costs.
2. **Exceptional Support:** The best in the industry, ensuring quick and efficient problem resolution.
3. **Seamless Migration:** Migration is smooth and doesn't require costly professional services.
4. **Easy Learning Curve:** Transferring VMware skills to VergeIO is straightforward, making adoption much more effortless.
5. **Excellent GPU Support:** VergeIO's GPU passthrough capabilities allow customers to better utilize these expensive resources.