

VMware Licensing Changes

What IT Leaders Need to Know



Why this matters

- **Broadcom's acquisition of VMware** has upended the market
- Mid-market IT teams are **facing uncertainty, higher costs, and shrinking flexibility**
- This isn't just a licensing shift, it's a **structural change in how VMware does business**

The result: Unpredictable bills, limited options, and increased risk for anyone outside the Fortune 500.

What's Changing

- **No more perpetual licenses:** all subscriptions now
- **Minimum cores jumped from 16 → 72**
- **Bundles cut and consolidated:** fewer SKUs, enterprise focus only
- **Renewals penalized if late**
- **EOL for multiple products** forcing migrations
- **VCSP partner program restricted:** many MSPs dropped or merged under larger resellers

Impact: SMBs pay for capacity they don't use, lose flexibility, and face compliance exposure if contracts lag.

The Real-World Fallout

- **Up to 1,500 % cost increases**
- **Forced feature bundles** you may never deploy
- **Subscription lock-in** limiting migration freedom
- **Legal and audit risk** if you mis-license or miss renewal windows
- **Complexity spike** for IT teams already stretched thin

What CIOs Should Do Now

- **Audit licensing terms:** map every workload against new rules
- **Model next-cycle cost exposure**
- **Plan six months ahead** of renewal; don't wait for an invoice
- **Evaluate exit paths** (Hyper-V, KVM, Proxmox, hybrid private cloud)
- **Prioritize partners** who offer transparent contracts and predictable billing

SCAN





Thinking About Migrating?

Save Money & Time With Dynascale



What now? Here are some options.

	VMware	Hyper-V (Azure Local)
Cost per Core	Estimated 2x+ Higher Per Core*	\$10 per core
Multi-Cloud	Not Available	Native
VDI Licensing	Not available	Native to Hyper-V license
Migration Fees	Included (no cost)	Included (no cost)
Support	24/7 real engineers + vCIO/vCTO	24/7 real engineers + vCIO/vCTO

* Based on Dynascale's understanding of current and emerging licensing cost changes

** Free Migration, 24/7 Support and included vCIO/vCTO only guaranteed with Dynascale's Managed Services - features not guaranteed for other Service Providers

Why Dynascale?

Every solution includes transparent pricing, real engineer support, and built-in security. [We support every new and returning customer with the white glove experience by including:](#)

- Live migration with **zero downtime**
- Hardware in stock: **deploy in 2-3 weeks**
- vCTO / vCIO **guidance included**
- **Fixed payments**, no surprise bills
- **U.S.-owned** data centers
- **24 / 7 support** from real engineers

The Bottom Line

Broadcom's VMware model is built for global enterprises, not the mid-market. **If you're being priced out (or locked in) you have better options. Dynascale helps you move, modernize and stay compliant without downtime, hidden costs or vendor games.**

