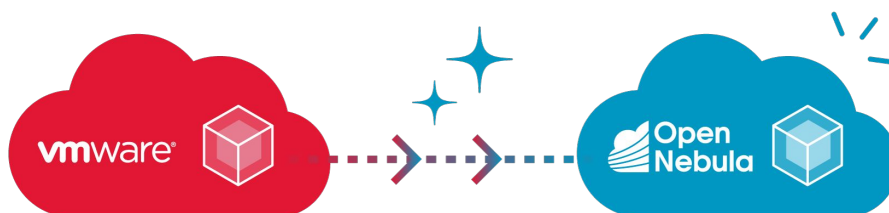




| GUIDE

# VMware Migration Service



The **VMware Migration Service** accelerates the adoption of KVM-based OpenNebula cloud deployments, enabling organizations to quickly benefit from the simplicity, ease of use, openness, and flexibility of OpenNebula. The **OpenNebula Cloud Management Platform** is designed for versatility, supporting a wide range of workloads—including both virtualized and containerized environments—and adaptable to **various architectures such as private, hybrid, and multiple cloud configurations (on-premises, public cloud, and edge)**. This flexibility provides customers with a broad spectrum of choices, enabling them to utilize current technologies effectively while also preparing for future shifts in the infrastructure landscape.

## What is included?

The VMware Migration Service equips IT teams with substantial domain expertise and a wealth of experience in migrating virtual machines from ESXi to KVM-based OpenNebula systems. This service is specifically tailored for organizations at the migration stage of their hybrid multi-cloud journey, facilitating a seamless transition:



### Validation of Migration Requirements

Properly validating migration requirements is essential for ensuring a smooth and effective transition of virtual machines within the OpenNebula environment.



### Tool Selection for Migration

Identify the best migration tools compatible with OpenNebula. These tools should support seamless integration and offer robust data handling capabilities to ensure a smooth transition. Popular options include Cloud Migration tools from VMware or tools that specialize in OpenNebula environments.



### Configuration Setup

Configure the OpenNebula hypervisor, network, and storage infrastructure to optimize performance and compatibility. Ensure that network settings are adjusted for high availability and minimal downtime, and that storage configurations are optimized for data integrity and quick access.



### Training and Demonstration Session

Once the environment is set up—either independently by the customer or by OpenNebula Systems as part of a Cloud Deployment Service—a 2-hour live remote session should be conducted. In this session, demonstrate the use of selected migration tools and discuss best practices for migrating two virtual machines. This will assist the customer in developing an effective Migration Plan.



### Migration Plan Execution and Support

When the customer is prepared to implement the Migration Plan, provide guidance throughout the execution phase. Offer continuous support over a two-week period to address and remediate any issues that arise during the migration process. This support is crucial for ensuring that the migration is completed successfully and efficiently.

**The service includes a 2-hour live remote session** along with ongoing remote interaction with the Consultant Team through a dedicated mailing list. **Guidance and support for the migration process** are estimated to span two weeks. This timeframe applies to smaller environments, accommodating up to five different operating systems, disk, and network configurations, and including up to 20 virtual machines.

For larger environments requiring additional customization and resources, a custom statement of work (SOW) can be prepared. All migrations are to be conducted in a single, contiguous wave to ensure consistency and manageability.

## What is not included?

The following are not included in the service:



### Migration of Production Virtual Machines

The Consultant Team will not perform migrations of production virtual machines.



### Deployment or Support of the OpenNebula Cloud

Deployment, maintenance, and ongoing support of the OpenNebula cloud environment are not covered.



### On-site and Remote Access Services

No on-site services or remote access support will be provided.



### Development Services

The service does not include any software development or customization tasks.

## Service Requirements

To utilize this service, the following **conditions** must be met:

- **OpenNebula Software Subscription:** A valid subscription with either Standard or Premium Service Level Agreement (SLA) is required.
- **KVM-Based OpenNebula Cloud:** A fully supported and operational on-premises KVM-based OpenNebula cloud is essential.
- **Source VMware Environment:** A fully supported and operational source VMware environment must be in place.
- **Supported Operating Systems:** The operating systems used must be supported by both OpenNebula and the selected migration tool.

These prerequisites ensure that the service can be delivered effectively and align with technical compatibility and support standards.

## Pricing

The cost for the Migration Service to an OpenNebula cloud is set at **\$12,500 (€10,000)**. This pricing applies for migrations involving up to **10 hypervisors (managed nodes)**. It also covers the number of virtual machines (VMs) and the various configurations as previously described.

This structured pricing ensures transparency and helps in budget planning for potential clients considering the migration service.

## Special Promotion: Migrate from VMware to OpenNebula

- **For New Customers:** If you are currently operating a VMware infrastructure and are planning to migrate to OpenNebula/KVM, you can take advantage of our introductory offer. New customers buying an **Enterprise Subscription (Standard or Premium SLA)** for the first time with a minimum total of **\$50K (€40K)** over one or multiple year terms are eligible for free migration services.
- **For Existing Customers:** Existing OpenNebula customers with an active Enterprise Subscription (Standard or Premium SLA) who currently use VMware and plan to migrate to KVM will receive **free migration services**. This offer is conditional upon the renewal of their subscription for at least one additional year.

## Contact

OpenNebula has successfully migrated numerous enterprise deployments, eliminating the need for ESXi licensing for those virtual machines. Contact us to discover how OpenNebula offers the optimal solution at an ideal price for your specific needs. Our team is ready to provide detailed information and assist you in making the transition smooth and cost-effective.



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**Reference:** VMware Migration Service - Rev20240515