

Lower Virtualization Costs Without Disrupting Operations

A phased VMware-to-Hyper-V migration reduced licensing costs, preserved existing infrastructure, and kept the business operating throughout the transition.

CHALLENGE

A financial services organization faced a significant increase in VMware licensing costs. At the same time, the organization still had substantial value remaining in its existing Dell server and DataCore storage investments, which continued to meet performance and capacity requirements.

The environment also supported a Citrix platform for application and desktop delivery, along with Veeam backup software and ExaGrid backup storage. Replacing these technologies would have introduced unnecessary capital expense, complexity, and operational risk.

The business needed a practical path to reduce virtualization costs without interrupting business services or replacing infrastructure that continued to deliver value.

BUSINESS REQUIREMENTS

- Reduce ongoing virtualization licensing costs
- Preserve existing compute and storage investments
- Retain the Citrix environment
- Maintain Veeam and ExaGrid backup operations
- Minimize disruption to users and applications
- Avoid unnecessary capital spending

SOLUTION

The business migrated from VMware to Microsoft Hyper-V using a phased approach designed to maintain business continuity. Hyper-V provided a straightforward platform change because the existing hardware was supported, Microsoft licensing was already owned, and the customer had operated Hyper-V previously.

The solution changed the virtualization layer while retaining the surrounding infrastructure and operational processes.

EXISTING INVESTMENTS RETAINED

- Dell server infrastructure
- DataCore shared storage
- Citrix application delivery environment
- Veeam backup and recovery platform
- ExaGrid backup storage
- Existing Microsoft licensing

EXECUTIVE TAKEAWAY

Challenge:

Rising VMware licensing costs threatened the economics of an otherwise capable infrastructure.

Solution:

Migrated workloads to Hyper-V with Veeam while retaining Dell servers, DataCore storage, Citrix, and ExaGrid.

Outcome:

Reduced virtualization costs and completed the transition during normal operations with only limited, planned workload outages.

AT A GLANCE

Existing Hardware

Dell servers and DataCore storage retained

Veeam Migration

Workloads moved in planned waves

Business Online

Only small portions experienced planned outages

MIGRATION APPROACH

The migration was performed while the company continued normal operations. Veeam was used to move virtual machines from VMware to Hyper-V in controlled waves, limiting downtime to the workloads included in each planned outage.

Rather than taking the full environment offline, only small portions of the infrastructure were unavailable during scheduled cutovers. This reduced business disruption and allowed application validation to occur incrementally.

The team converted VMware hosts as additional Hyper-V resources were needed. After workloads were moved from a VMware host, that server was rebuilt as a Hyper-V host and returned to service to provide capacity for subsequent migration waves.

KEY CHARACTERISTICS

- Business operations continued throughout the migration
- Veeam moved workloads between hypervisors
- Cutovers occurred during planned maintenance windows
- Only affected workload groups experienced downtime
- Hosts converted as Hyper-V capacity was required
- No temporary compute platform was needed

WHY HYPER-V

Hyper-V aligned with both the company's financial objectives and technical requirements. It allowed the organization to reduce VMware licensing exposure without forcing a broader infrastructure refresh.

PLATFORM FIT

- Existing Dell hardware remained supported
- DataCore storage integration was preserved
- Citrix workloads remained on a familiar architecture
- Veeam supported migration and ongoing protection
- Hyper-V licensing was already paid for
- Internal staff had prior Hyper-V experience

RESULTS

The company successfully transitioned from VMware to Hyper-V while keeping the business running. Veeam moved workloads in planned waves, and only the applications included in each cutover experienced limited, scheduled downtime.

As VMware hosts were emptied, the team converted them to Hyper-V and returned them to service when additional capacity was required. This approach allowed the platform to expand throughout the project without purchasing temporary compute resources or replacing hardware that still had useful life.

The completed migration reduced virtualization licensing costs while preserving Dell servers, DataCore storage, Citrix, Veeam, and ExaGrid. The customer gained a lower-cost virtualization platform without a disruptive infrastructure replacement or broad business outage.

BUSINESS OUTCOMES



REDUCED VIRTUALIZATION COSTS

The Business avoided the quoted VMware licensing increase and used Hyper-V licensing already owned.



PROTECTED EXISTING INVESTMENTS

Dell servers, DataCore storage, Citrix, Veeam, and ExaGrid remained part of the operating environment.



MAINTAINED BUSINESS CONTINUITY

The company remained operational while small workload groups transitioned during planned outages.



MINIMIZED MIGRATION RISK

Veeam-enabled migration waves limited the scope of each cutover and supported incremental validation.



EXTENDED INFRASTRUCTURE LIFE

Existing hosts were converted as capacity was required, preserving hardware value and avoiding temporary infrastructure.



PRESERVED OPERATIONAL FAMILIARITY

Prior Hyper-V experience and retained backup processes reduced the change introduced to the operations team.

About Us

Burwood Group, Inc. is an IT consulting and integration firm. For over 25 years we've enabled our clients to design, use, and manage technology to transform their business and improve outcomes. Our technical depth spans voice, network, wireless, data center, storage, and security infrastructure technologies, combined with cloud, DevOps, automation, collaboration, and more. Whether you are developing strategy, deploying technology, or creating an operational model, Burwood is a dedicated partner.

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