Funded VMware Exit & Cloud Readiness Assessment

Overview

What's Included, Deliverables, and How to Engage

Public sector organizations running VMware face a critical decision point. Broadcom's acquisition of VMware has eliminated perpetual licensing, imposed subscription-only models, tripled minimum core purchases, and introduced late-renewal penalties — driving total cost of ownership up significantly for state and local government, education, and healthcare institutions.

The **Funded VMware Exit & Cloud Readiness Assessment** is a complimentary, AWS-backed engagement that provides organizations with the data, analysis, and roadmap needed to make informed decisions about migrating VMware workloads to AWS. Combining the AWS Well-Architected Migration Assessment (WMA) and the Optimization and Licensing Assessment (OLA), this engagement is fully funded by AWS — meaning qualifying organizations pay nothing for the assessment itself.

The assessment is conducted by AWS-certified partners with deep public sector expertise, ensuring that all recommendations account for the unique budgeting, procurement, and compliance constraints faced by government agencies, educational institutions, and healthcare organizations.

$0
Fully funded by AWS

6
Pillars assessed

4
Pathways evaluated

What the Assessment Includes

The assessment combines two complementary AWS frameworks to deliver a comprehensive evaluation of your VMware environment and migration readiness.

Optimization and Licensing Assessment (OLA)

The OLA is a data-driven review that models how your current on-premises VMware workloads can be run on AWS at the lowest total cost of ownership. It evaluates your existing software licenses (BYOL opportunities vs. license-included recommendations) and identifies the most cost-effective migration approach for each workload.

Key activities include:

- Automated discovery and inventory of all VMware VMs, hosts, clusters, and resource utilization patterns
- License position analysis for VMware, Microsoft Windows Server, and SQL Server
- Right-sizing analysis mapping current VM configurations to optimal AWS instance types
- BYOL vs. License Included cost comparison for each workload
- TCO modeling comparing current VMware/Broadcom costs to AWS across all four migration pathways
- Savings Plans and Reserved Instance recommendations for post-migration cost optimization

Well-Architected Migration Assessment (WMA)

The WMA is a structured, pillar-based review that evaluates workload readiness to move to AWS, aligns the migration with the six AWS Well-Architected Pillars, and produces a concrete migration plan following the Assess, Mobilize, and Migrate and Modernize framework.

Key activities include:

- Workload readiness evaluation across all six Well-Architected Pillars (Operational Excellence, Security, Reliability, Performance Efficiency, Cost Optimization, Sustainability)
- Dependency mapping and migration wave planning
- Target architecture design for the AWS landing zone
- Compliance gap analysis identifying which AWS regions and services meet your specific regulatory requirements (FedRAMP, CJIS, HIPAA, GovRAMP, IRS-1075)
- Risk identification and mitigation planning
- Security control mapping for the target AWS environment

Assessment Deliverables

Organizations that complete the assessment receive a comprehensive set of deliverables that provide everything needed to make informed migration decisions and execute a successful VMware exit strategy.

Executive Summary

A concise, leadership-focused document that summarizes the assessment findings, quantifies the financial impact of the Broadcom licensing changes on your organization, and presents the business case for AWS migration. This deliverable is designed for presentation to agency leadership, governing bodies, and budget decision-makers.

Workload-by-Workload Cost Model

A detailed cost analysis for each VMware workload in your environment, comparing current Broadcom/VMware costs to projected AWS costs across all four migration pathways. The model includes compute, storage, networking, and licensing costs, with sensitivity analysis for different reservation and Savings Plans scenarios.

License-Efficiency Matrix

A comprehensive analysis of your current software licensing position, identifying opportunities for license optimization across VMware, Microsoft Windows Server, and SQL Server. The matrix maps each workload to the most cost-effective licensing approach (BYOL, License Included, or hybrid) and quantifies the savings achievable through each strategy.

Dependency Map

A visual and data representation of all workload dependencies in your VMware environment, including inter-VM communication patterns, network dependencies, storage relationships, and external service connections. This map is essential for planning migration waves that maintain application integrity throughout the transition.

Pillar Scorecard

A readiness assessment scored across the six AWS Well-Archected Pillars, identifying strengths, gaps, and recommended remediation actions for each pillar. The scorecard provides a clear picture of your organization's cloud readiness and highlights areas requiring attention before migration.

Target Architecture Blueprint

A detailed design for your AWS landing zone, including account structure, networking topology, security controls, IAM policies, and service selections. The blueprint is tailored to your compliance requirements and incorporates AWS best practices for public sector workloads.

Risk and Mitigation Register

A comprehensive risk assessment identifying potential migration challenges — technical, operational, compliance, and budgetary — with specific mitigation strategies for each. This register is designed to support project planning and stakeholder communication throughout the migration.

Migration Playbook and Wave Plan

A detailed, step-by-step migration execution plan organized into prioritized waves. Each wave includes workload assignments, timeline estimates, resource requirements, testing procedures, cut-over plans, and rollback procedures. The plan is designed to generate early cost savings through quick wins while managing risk through progressive migration complexity.

Compliance Artifacts

Documentation mapping your target AWS architecture to your specific compliance framework requirements, including FedRAMP control mappings, CJIS Security Policy alignment, HIPAA BAA considerations, and GovRAMP documentation templates. These artifacts accelerate the Authority to Operate (ATO) process for your AWS environment.

Post-Migration Optimization Recommendations

A prioritized list of cost optimization actions to implement after migration, including Savings Plans purchases, instance right-sizing, storage tier optimization, and license retirement. These recommendations help ensure that cost savings are realized and sustained over time.

Assessment Process and Timeline

The assessment follows a structured 30-45 day process designed to minimize disruption to your operations while delivering comprehensive results.

Phase 1: Initiation (Week 1)

The assessment begins with a kick-off call and high-level business case workshop. The project team reviews scope, confirms timelines, identifies key stakeholders, and establishes communication protocols. The team also reviews your current VMware licensing position and identifies any upcoming renewal dates that may influence timing.

Phase 2: Discovery (Weeks 2-3)

The discovery phase collects inventory, usage, and licensing data from your VMware environment. This typically involves deploying assessment tools (agent-based or agentless) to gather VM configurations, resource utilization metrics, network topology, and dependency information. The team also collects current licensing documentation and cost data for baseline comparison.

Phase 3: Analysis (Weeks 3-4)

The analysis phase processes the collected data to produce the assessment deliverables. This includes right-sizing VMs to appropriate AWS instance types, evaluating BYOL vs. License Included options for each workload, mapping compliance requirements to AWS regions and services, and building the TCO cost models across all four migration pathways.

Phase 4: Planning (Weeks 4-5)

The planning phase synthesizes the analysis into actionable recommendations. The team designs the target AWS architecture, develops the migration wave plan, creates the risk register, and produces the final deliverables package. A stakeholder review session is conducted to validate findings and refine recommendations.

Phase 5: Presentation and Handover (Week 5-6)

The final phase includes an executive presentation of assessment findings, delivery of all deliverables, and a handover session to transition the assessment outputs to your internal teams or migration execution partners. The team also provides guidance on next steps, including how to leverage AWS funding programs for migration execution.

Who Should Participate

The assessment is designed for public sector organizations that are currently running VMware workloads and are evaluating their options in light of the Broadcom licensing changes. Ideal participants include:

- **State and Local Government Agencies** facing budget pressure from VMware licensing increases and needing to maintain FedRAMP, CJIS, or GovRAMP compliance
- **Higher Education and K-12 Institutions** with limited IT budgets and growing demands for digital learning infrastructure
- **Public Healthcare Systems and Hospitals** that must maintain HIPAA compliance while controlling infrastructure costs
- **Public Utilities and Transportation Authorities** with operational technology workloads running on VMware
- **Any public sector organization** with a VMware environment of 250+ virtual machines facing upcoming license renewals

How to Engage

Requesting Your Complimentary Assessment

Getting started is straightforward. The assessment is fully funded by AWS, meaning there is no cost to qualifying organizations.

- **1. Contact TD SYNNEX** to express interest and schedule an initial consultation call
- **2. Complete a brief qualification questionnaire** to confirm eligibility and scope
- **3. Schedule the kick-off call** to launch the assessment engagement
- **4. Provide access** to your VMware environment for discovery and data collection
- **5. Receive your deliverables** within 30-45 days of engagement start

The assessment requires minimal time commitment from your internal team — typically 8-12 hours total across the engagement — with the assessment partner handling the majority of the analysis and deliverable production work.

Frequently Asked Questions

Is the assessment really free? Yes. The OLA and WMA assessments are fully funded by AWS through their partner funding programs. AWS pays the partner to conduct the assessment. Qualifying organizations pay nothing for the assessment itself.

What size VMware environment qualifies? The assessment is most valuable for organizations with 250 or more virtual machines. However, organizations with smaller environments that face significant licensing cost increases may also qualify.

How long does the assessment take? The standard assessment timeline is 30-45 days from kick-off to deliverable handover, depending on environment complexity and data collection speed.

Do we need to commit to migrating to AWS? No. The assessment is designed to provide you with the data and analysis needed to make an informed decision. There is no obligation to proceed with migration after the assessment.

Will the assessment address our compliance requirements? Yes. The assessment includes a compliance gap analysis that maps your specific regulatory requirements (FedRAMP, CJIS, HIPAA, GovRAMP, IRS-1075, state mandates) to AWS regions and services.

Can the assessment help us avoid the Broadcom late-renewal penalty? Yes. The assessment identifies your license renewal dates and helps you plan a migration timeline that avoids or minimizes penalty exposure.

Next Steps

The Broadcom VMware licensing crisis is not a future risk — it is a current reality affecting your IT budget today. Every day that passes without action is a day closer to renewal deadlines, late penalties, and higher subscription costs.

Contact TD SYNNEX – a premier AWS partner – to schedule your complimentary VMware Exit & Cloud Readiness Assessment.

Get Started

The assessment is the first step in a proven journey from VMware dependency to AWS cloud infrastructure — delivering cost savings, compliance confidence, and AI-ready data infrastructure for your organization's future.