










Avoid the Vx Derailment with Tintri Switchblade



Seamlessly migrate your infrastructure from VxRail and VMware to a modern, cost-effective private cloud.

The current landscape for VxRail and VMware users is fraught with significant challenges, largely exacerbated by recent market shifts and the inherent complexities of these platforms. Following Broadcom's acquisition of VMware, customers have reported dramatic increases in licensing costs (300%-1000%). Conventional migration methods consume significant hypervisor resources, leading to negative impacts on production workloads (VMs and Containers). The impending end-of-life for vSphere 7 support creates significant pressure for organizations with critical systems to act. As you approach the trainwreck ahead, what options do you have to avoid it?

 <h3>Licensing Cost Increases</h3> <p>Following Broadcom's acquisition of VMware, customers have reported dramatic increases in licensing costs.</p> <table border="1"> <thead> <tr> <th>Before Acquisition</th> <th>After Acquisition</th> </tr> </thead> <tbody> <tr> <td>100%</td> <td>300-1,000%</td> </tr> </tbody> </table>	Before Acquisition	After Acquisition	100%	300-1,000%	 <h3>Inefficient Migration</h3> <p>Conventional migration methods like VMware Storage vMotion are highly inefficient, consuming significant resources.</p> <div style="display: flex; justify-content: space-around;"> <div data-bbox="646 957 737 1054">  <p>Hours to Days Performance Degradation</p> </div> <div data-bbox="867 957 958 1054">  <p>High Resolution Consumption</p> </div> </div>	 <h3>Vendor Lock-in</h3> <p>Enterprise applications are deeply integrated with VMware environments, creating strong vendor dependencies.</p> <div style="display: flex; justify-content: space-around;"> <div data-bbox="1117 957 1208 1012">  <p>API Mismatches</p> </div> <div data-bbox="1354 957 1445 1012">  <p>Feature Dependencies</p> </div> </div> <div style="display: flex; justify-content: space-around;"> <div data-bbox="1127 1087 1201 1142">  <p>Storage Architecture</p> </div> <div data-bbox="1344 1087 1419 1142">  <p>Integration Complexity</p> </div> </div>
Before Acquisition	After Acquisition					
100%	300-1,000%					
<p>300-1,000% Increase in Operational Expenditure</p>	<p>300-1,000% per VM Migration Costs</p>	<p>Risk Assessment High Migration Complexity and Risk</p>				

One option is to remain with VMware, pay their ransom and be locked-in to their box of legacy features. If staying with VMware isn't a viable option, a rapid response and decisive change in your infrastructure strategy is required. Heading down the familiar set of track, you see a sign with a new route you've never seen before, a switch to the right called Switchblade. This new route built by Tintri and Platform9 can safely guide you away from impending doom down a better path. A seamless, cost-effective and agile path without legacy restrictions, escalating cost increases and integration complexities.

Solution Brief

The Switchblade solution combines two innovative, industry-leading technologies to deliver a superior private cloud experience.

VMstore

The intelligent, workload-aware foundation that enables efficient and high-performance migration.

- AI-driven storage that optimizes individual VM performance
- Workload-aware storage at the VM level
- 10x-30x deduplication and compression ratios



PLATFORM 9

The private cloud control plane and migration engine, offering the ideal direct replacement for VMware with enhanced capabilities.

- vJailbreak migration tool with automated workflows
- Private Cloud Director with VMware feature parity
- Preserves existing server and storage hardware investments

How Switchblade Works: Tintri's Role

Tintri VMStore provides the intelligent, workload-aware storage foundation that enables efficient and high-performance migration as the "smooth track" of the Switchblade solution.



Workload-Aware Storage

Manages storage at the individual workload level, rather than traditional LUNs or volumes, ensuring granular control and performance optimization.

Workload-level Management

Auto QoS Guarantees Performance



VM Scale-Out and Migration

Facilitates rapid VM migration by offloading storage live directly from VMstore to VMstore, bypassing the hypervisor.

Migration Time: Hours to Minutes

Eliminates Hypervisor Impact



Intelligent Data Reduction

Maintains high deduplication and compression ratios during data transfers, significantly reducing bandwidth usage.

10X-30X Deduplication

~90% WAN Bandwidth Reduction

Predictive Analytics: Leverages machine learning to forecast capacity and performance needs up to 18 months in advance, based on millions of data points from real-running applications.

How Switchblade Works: Platform9's Role

Platform9 drives the migration process and provides the new, modern virtualization platform, offering a direct replacement for VMware capabilities.



vJailbreak Migration Tool

A GUI-driven tool with automated workflows that enables bulk and parallel VM migration at scale.

Hundreds of VMs Per Day
Migration Capacity



Private Cloud Director

Serves as a direct, enterprise-grade replacement for VMware, offering feature parity with critical functionalities.

VMware Feature Parity
DRS, VM-HA, Distributed Virtual Switches



Seamless Integration

Integrates with existing server and storage hardware, including Tintri VMstore, preserving existing investments.

Unified Management
VMs and Containers

Platform9 acts as the **new engine** in your infrastructure journey, providing the critical mechanism to divert your IT operations away from the "trainwreck" of expensive and proprietary VxRail/VMware tracks, onto a new, modern, and cost-effective private cloud railway.

The Destination: A Better Path Forward

Migrating with Switchblade isn't just about escaping the current challenges; it's about arriving at a modernized, agile, and cost-efficient private cloud environment.

Legacy Infrastructure VxRail and VMware



Greater Control

Eliminates vendor lock-in with an open architecture, allowing organizations to make independent technology decisions.

Migration Switchblade Solution



Operational Predictability

AI-driven optimization reduces storage management effort by up to 80%, with automated workload balancing.

Modern Private Cloud Freedom and Innovation



Future Flexibility

Provides built-in Kubernetes support for cloud-native workloads, enabling innovation and scaling without legacy constraints.

Guaranteed Performance and Unified Agility

The combined solution delivers a level of performance predictability and operational simplicity unmatched by competitive alternatives.

Guaranteed Performance with VM-Aware QoS

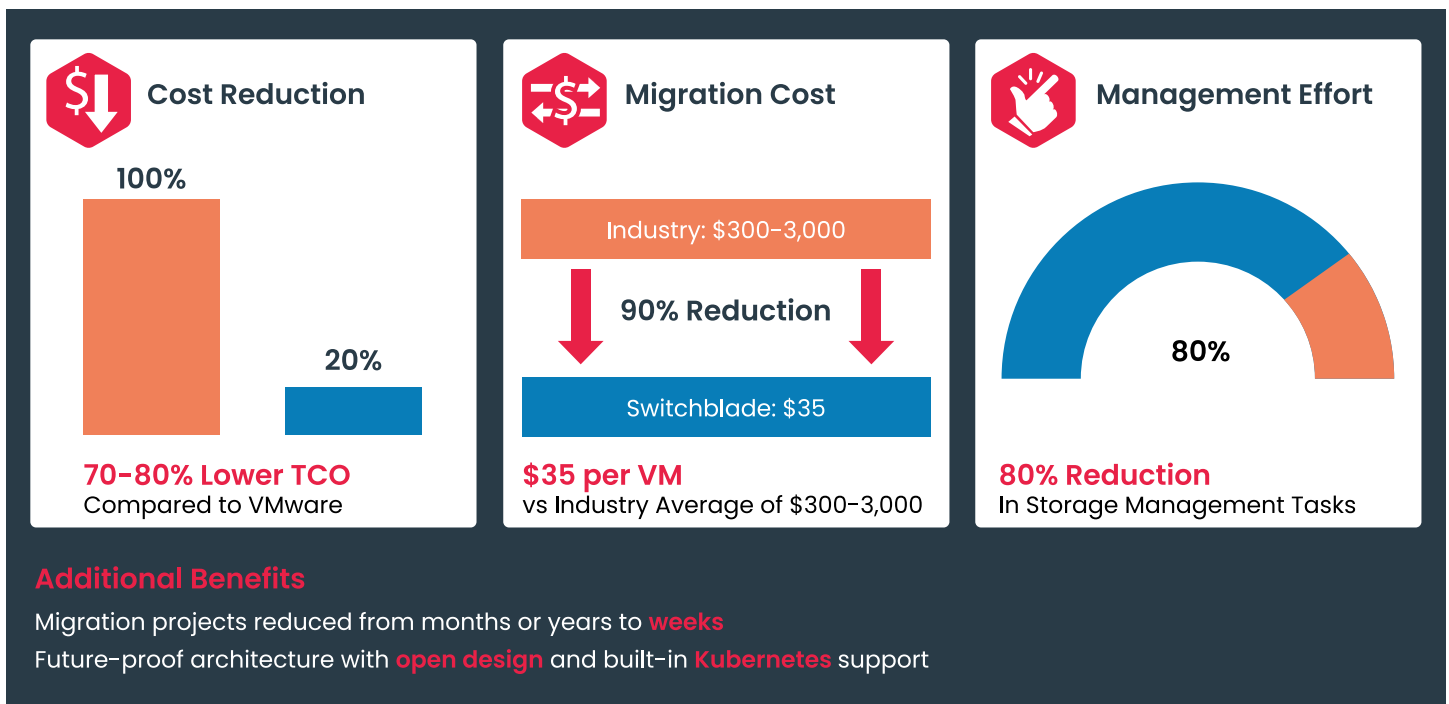
Tintri's architecture shifts storage management from physical disks to virtual workloads. The moment a VM is migrated to Platform9 on Tintri VMstore, it instantly benefits from:

- **Dedicated I/O Lanes:** Every VM, container, and database is treated as an individual object with its own dedicated performance pathway, eliminating latency spikes caused by resource contention (“noisy neighbors”).
- **Autonomous Optimization:** The Tintri OS includes built-in real-time analytics and Automated Quality of Service (Auto-QoS), which dynamically balances resources across all workloads, eliminating the need for constant, manual tuning by storage administrators.
- **Real-Time Visibility:** Tintri Global Center (TGC) provides end-to-end visibility into performance bottlenecks—pinpointing latency not just in storage, but across compute and network layers—enabling IT staff to troubleshoot issues in seconds.

Future-Proof Cloud-Native Readiness

Platform9 doesn't just replace VMware; it sets the stage for modernization.

- **Unified Management:** Platform9 PCD serves as a single pane of glass to manage both traditional VMs (running on KVM) and modern containerized applications (running on Managed Kubernetes), accelerating the organization's cloud-native journey.
- **Developer Empowerment:** Developers benefit from self-service portals and API-driven automation, enabling bulk provisioning via tools like Ansible and Terraform, leading to faster development cycles and reduced time-to-market.










Tangible Business Outcomes

The Switchblade solution delivers quantifiable benefits, transforming IT operations and financial outlays.





Proof: The Journey in Action

A Fortune 500 Global Enterprise successfully migrated 40,000 VMs from VMware to Platform9 Private Cloud Director.

 Four Data Centers Primary Locations	 90+ Regional Sites Globally Distributed Infrastructure	 \$35 per VM Migration Cost (vs \$300-3,000 Industry Avg.)
 Key Decision Factors <ul style="list-style-type: none">• Drop-in replacement for VMware features (DRS, VM-HA, vMotion)• Deep integration with existing Tintri storage infrastructure, no changes needed• Efficient bulk migration with vJailbreak tool	 Migration Outcome <ul style="list-style-type: none">• Achieved feature parity with Platform9's PCD• Significantly lower migration cost• Administration managed new environment with minimal retraining• Successfully transitioned 40,000 VMs with minimal downtime	 

Punch Your Ticket to Freedom

The VxRail and VMware "trainwreck" of escalating costs, vendor lock-in, and operational complexity is no longer an unavoidable destination. With Tintri Switchblade, you have the power to instantly change tracks, moving your critical infrastructure to a modern, cost-effective, and agile private cloud.

VxRail and VMware		Tintri and Platform9
 Schedule a Demo Experience firsthand how the Switchblade solution can seamlessly transform your IT environment.	 Request a Free Migration Assessment Discover the precise cost savings and efficiency gains your organization can achieve.	 Visit Our Website Access comprehensive case studies, technical briefs, and additional resources to deepen your understanding of Switchblade.
Don't get railroaded by Broadcom, seize control of your IT destiny today at Tintri.com/Platform9		



Tintri