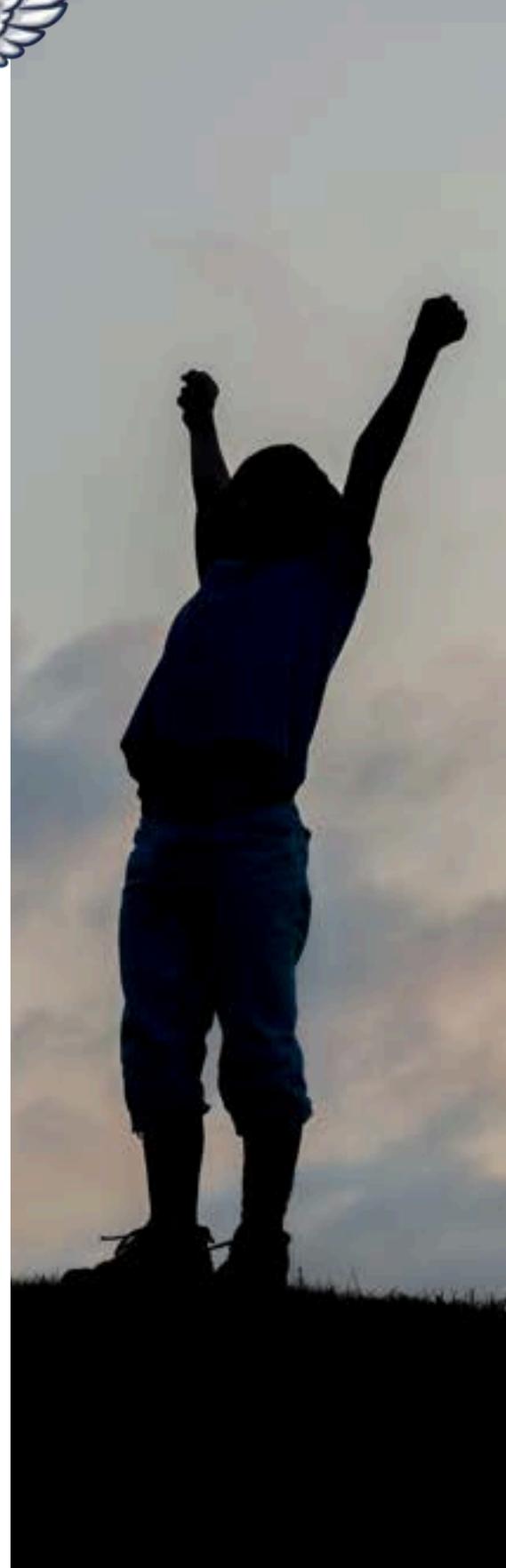




# Option 1: VMware Estate Leaseback

In this model, a specialized provider **purchases your VMware estate at fair market value** or assumes the licenses, then provides them back to you through a structured lease agreement. This converts unpredictable CapEx spikes into predictable OpEx payments and can **flatten renewal costs over multiple years**.



## Pros



- Immediate cost stabilization without infrastructure changes
- Zero technical risk or operational disruption
- Converts CapEx to predictable OpEx
- Buys time to evaluate and plan alternative strategies

## Cons



- Doesn't eliminate dependency on VMware ecosystem
- May involve long-term contractual commitments
- Potential for higher total cost of ownership in the long run

## Best For

Organizations that need **immediate, near-term cost relief**, have complex VMware environments that would be difficult to migrate quickly, or want to **preserve optionality while evaluating longer-term strategies**.

