

## SERVICE BRIEFING

# VMware Freedom Workshop



The **VMware Freedom Workshop** is a comprehensive pre-sales engagement designed to help organizations evaluate their virtualization and cloud infrastructure options in today's evolving technology landscape. This **complimentary workshop** provides clients with a structured approach to assess their current VMware environment, explore alternative solutions, and **chart a strategic path forward** that aligns with business objectives and budget considerations.

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## Who Should Attend

This workshop is ideal for organizations that are:

- **Currently running VMware** infrastructure and feeling the pain of their upcoming renewal
- **Looking to educate themselves** on the market landscape and alternatives
- **Seeking to optimize infrastructure costs** and improve operational efficiency
- **Building a long-term strategy** and roadmap for their IT operations



# VMware Freedom Workshop Agenda

## Step 1: Voice of the Customer Session

We begin by listening to your **unique challenges, priorities, and concerns**.

This discovery session ensures we understand your business drivers, technical requirements, and strategic objectives before diving into technical details.

## Step 2: Current State Assessment

Our team **works collaboratively with your stakeholders** to document:

- Current state VMware environment details
- Workload characteristics and dependencies
- Licensing and support costs
- Current challenges, pain points, and technical debt
- Critical timelines, including upcoming renewal dates for VMware and hardware
- Key security, compliance, and governance requirements

## Step 3: Future State Planning

Together, we **explore potential paths forward**, including:

- Continuing with VMware (optimization opportunities)
- Migrating to alternative hypervisors
- Adopting cloud-native platforms
- Leaseback or MSP offerings
- Cost-benefit analysis of each option
- Migration strategies

## Step 4: Next Steps & Wrap-Up

We conclude with a **clear action plan** that includes:

- Summary of key findings and recommendations
- Additional data gathering requirements
- Timeline for delivering a comprehensive future-state proposal
- Proposed engagement model for implementation support

## Workshop Deliverables

- Workshop summary
- Key findings documentation
- Recommended next steps and timeline
- Access to our technical team for follow-up questions



### Investment

This workshop is offered as a **complimentary** pre-sales engagement to qualified organizations.

### Logistics

- Can be delivered onsite or at any local Capital Grille restaurant in the Chicagoland area
- Requires participation from IT leadership, infrastructure team, and relevant stakeholders
- Prior to the session, data collection and performance analysis recommended using In Balance tools to capture a current state snapshot

### Why Partner With Us

Our team brings **deep expertise** in:

- Multi-vendor virtualization platforms
- Cloud migration and modernization
- Cost optimization and tools rationalization strategies
- Infrastructure and digital transformation programs

We maintain a vendor-independent approach, ensuring recommendations are aligned with your specific needs rather than OEM narratives and talking points.



## Schedule a VMware Freedom Workshop

Email [IBITinfo@inbalanceit.com](mailto:IBITinfo@inbalanceit.com) or visit [InBalanceIT.com/VMwareFreedom](https://InBalanceIT.com/VMwareFreedom)

Our team will work with you to identify the right stakeholders and schedule a time that works for your organization.

