

**Microsoft** | Virtualization

## Greater Value, Less Cost Than VMware

Today, more than ever, businesses are focused on saving money and operating more efficiently. It's clear that virtualization can help accomplish these goals. However, what may not be so apparent is which virtualization approach makes the most sense.

VMware has been flooding the market with claims about how it can reduce business costs and improve flexibility. But a closer look reveals that VMware's approach introduces more complexity and expense. Microsoft believes that, rather than undertaking a costly revolution, as VMware proposes, you should evolve your environment in a way that preserves and extends existing investments, strengthens your data center and desktop infrastructures, and reduces the burden on IT staff.

Microsoft® virtualization solutions deliver the capabilities, savings, and simplicity you need to tackle today's challenges and facilitate future growth.

For more information about how Microsoft virtualization is better than VMware, visit:  
[www.microsoft.com/vmwarecompare](http://www.microsoft.com/vmwarecompare)

## Built-in Virtualization

The faster you can bring new products and services to market, the better it is for your business. To save you time, and money, we built virtualization directly into the Windows Server® 2008 R2 operating system with Hyper-V™ virtualization technology and into the management platform with the Microsoft® System Center suite of solutions.

With Microsoft, your virtualized infrastructure consists of the three computing layers you already have: hardware, operating system, and applications. Virtualization is simply a role within the Windows® operating environment. But with VMware, you need a fourth layer just for virtualization: the VMware virtualization products. VMware touts vSphere as enabling greater efficiencies, but it actually complicates things. VMware requires IT staff to learn and support an extra virtualization layer and vendor. Just as daunting is the major forklift migration needed to move from VMware ESX 3.5 to vSphere. And—at a cost of \$3,495 per processor for vSphere Enterprise Plus—it’s a significant impact on your budget.

None of this time or expense is necessary with Microsoft solutions. Your IT team already has the knowledge and tools needed to administer and master a Microsoft-based virtualized environment. And, unlike with VMware, you don’t need to manage an extra layer or pay a virtualization tax to get the functionality your business requires.

## Unified Management Is Key

The more you virtualize, the more complex your IT environment can become, and the more essential management is to enabling a cost-effective, dynamic infrastructure. That’s why it is critical to investigate and implement a streamlined management solution for your environment.

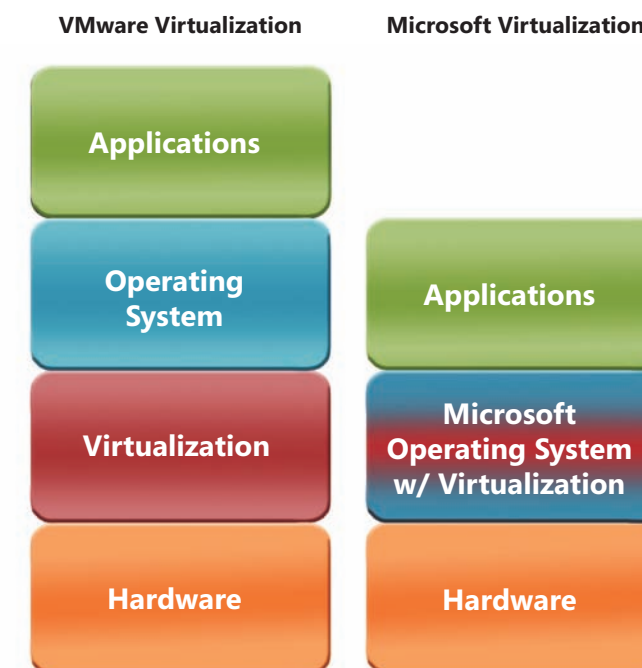
With the Microsoft System Center suite, you get System Center Virtual Machine Manager, System Center Operations Manager, System Center Configuration Manager, and System Center Data Protection Manager—all integrated and all for one price.

Don’t be confused by VMware’s comparison of management solutions. It tends to group all of its products together, and then pit them against System Center Virtual Machine Manager.

But for a realistic assessment, you need to evaluate the series of VMware products against the System Center suite. System Center offers all the features of the disparate VMware products, and much more. It is the only solution that enables you to easily manage physical machines, which will remain a key part of your infrastructure, as well as all Hyper-V and VMware virtual machines, through one pane of glass—dramatically simplifying management of your entire environment.

## Covering All the Bases

Consolidating physical servers and cutting data center costs is critical. But for virtualization to significantly impact your business, it has to span your enterprise. Microsoft has the broadest portfolio of proven virtualization products, including Windows Server 2008 with Hyper-V, Windows Virtual PC, Microsoft Enterprise Desktop Virtualization, Terminal Services, Microsoft Application Virtualization, and the Microsoft System Center family. Unlike VMware, Microsoft helps address all aspects of the infrastructure—servers, applications, and desktops—enabling you to easily manage everything.



VMware equals more layers, cost, and complexity. Why pay for something you already have in the operating system?

## Hard Cost Savings

The savings that Microsoft virtualization solutions deliver over VMware are pretty straightforward: VMware typically costs three to five times more than Microsoft solutions. But VMware has introduced creative pricing strategies that make these clear-cut savings harder to see.

VMware has been misleading the market about its costs by moving features from one product to another and pricing them separately. For instance, VMware claims that vSphere 4 Enterprise costs less than VMware Infrastructure Enterprise did, but that's only because it is now priced for one processor instead of two. Many new vSphere features are available only with the vSphere 4 Enterprise Plus SKU, which costs 18 percent more than vSphere 4 Enterprise and five times more than the comparable Microsoft solution.

VMware's pricing seems even more exorbitant when you consider that, with Microsoft Hyper-V Server 2008 R2, features such as clustering, high availability, and live migration are included at no extra charge. To get features like high availability with VMware, you need vSphere Essentials Plus, which is 12 times more expensive than the comparable Microsoft solution and still does not include live migration.

Is it worth all that expense for VMware when Microsoft solutions offer comparable or even better functionality at much less cost?

Microsoft virtualization is clearly a better value than VMware. With virtualization built into the Windows environment, you don't need to support an extra layer or pay a virtualization tax. With the Microsoft System Center suite of integrated solutions, there's no added complexity when it comes to end-to-end management. And with the breadth of Microsoft desktop to data center products, there's no question that you can create the virtualized environment that best suits your business.