

Rethinking VMware Support: A Strategic Alternative for the Modern Enterprise

Unlock Flexibility, Control Costs, and
Elevate Your Security with Third-Party
Support for VMware

SPINNAKER[™]
SUPPORT



Powered by
the Steward



Steward Story: “When Everything Shifted”

“When the Broadcom news hit, it felt like the ground shifted beneath us. We’d relied on VMware for over a decade. Suddenly, we were being told our perpetual licenses were obsolete, our renewal window was closing, and support costs were doubling. That’s when we met Spinnaker Support. The Steward didn’t ask where our vendor wanted us to go, but where we needed to be.”

WHY IT’S TIME TO RETHINK VMWARE SUPPORT:

Broadcom’s acquisition of VMware introduced seismic shifts in licensing models, pricing, and customer experience. Many IT leaders feel blindsided and boxed in, caught between rising costs and a diminishing ability to be flexible.

This guide introduces a smarter, steadier path forward: Third-party support (3PS) for VMware from Spinnaker Support.

vmware®



BROADCOM®
ACQUISITION

PRICE AND
LICENSING
CHANGES





THE STATE OF VMWARE — AND WHY ENTERPRISES ARE CONCERNED

FROM INNOVATION TO INSTABILITY: WHAT CHANGED WITH VMWARE?

PRE ACQUISITION

Flexible perpetual licenses, strong community support.

POST ACQUISITION

Subscription-only models, complex renewals, fewer service touchpoints.

RESULT

IT teams forced into costly, time-bound decisions without clear business value.





Steward Story: “A System We Could Trust Again”

“Spinnaker didn’t just audit our environment. They listened. They knew every nuance of vSphere, ESXi, and NSX. But what stood out most? The human factor. Clear SLAs. Personalized support. It felt like our IT team had doubled in size overnight, with people who’d walked this road before.”

INTRODUCING SPINNAKER SUPPORT FOR VMWARE

A CALMER, MORE CAPABLE PARTNER FOR YOUR VIRTUALIZATION NEEDS

Spinnaker provides world-class third-party support for a broad array of VMware technologies:

- vSphere, ESXi, ESX Server
- vCenter Server, vSAN, vCD
- vRealize Suite (Operations, Log Insight)
- VMware NSX, Site Recovery, and more

All with proactive hardening, personalized support, and significant cost savings.





THE 3PS ADVANTAGE WHY ENTERPRISES SWITCH

THREE KEY REASONS IT LEADERS ARE CHOOSING 3PS



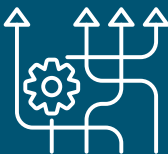
CONTROL COSTS

Reduce support costs without sacrificing quality



SECURITY CONFIDENCE

Get embedded hardening and threat response



STRATEGIC FLEXIBILITY

No forced upgrades or subscription pressure



Steward Story: “Step by Step”

“Our onboarding call wasn’t a pitch. It was a plan. Spinnaker mapped out every touchpoint. They brought calm to the chaos. Every integration, SLA, and handoff was accounted for. By the time we went live, I realized something rare: we’d made a change without disruption. That’s the Steward difference.”

FROM EVALUATION TO ONBOARDING – HOW THE 3PS JOURNEY WORKS

WHAT TO EXPECT WHEN YOU WORK WITH SPINNAKER



EXECUTIVE VALUE WHY THE C-SUITE TRUSTS SPINNAKER

DESIGNED FOR STRATEGIC DECISION-MAKERS



CIO

Full Visibility,
flexibility, vendor
freedom



CFO

Immediate and
sustainable OpEx
reductions



CTO

Secure, scalable
infrastructure
for innovation





Steward Story: “From Reactive to Resilient”

“We didn’t just avoid another subscription trap. We built a roadmap that we owned. Our CIO gained visibility. Our CFO cut spending. And as for me? I finally sleep through the night knowing that when something breaks, Spinnaker’s already fixing it. That’s what peace of mind looks like.”

NEXT STEPS

YOUR FUTURE DOESN’T BELONG TO BROADCOM

Now is the time to reclaim control over your VMware strategy. With Spinnaker, you’re not just saving money. You’re protecting performance, maximizing uptime, and building toward a future where IT supports the business instead of vendor mandates.



**Schedule a VMware 3PS
Discovery Call**



**Download VMware
Solution Sheet**



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