Now Is The Time to Make the Switch from VMware to Microsoft Azure Stack HCI

Choose Azure Stack HCI to run your enterprise virtualized workloads with infrastructure designed for the trusted enterprise applications, with unparallel levels of operating system security enabled with virtualization-based security (VBS), and hybrid cloud capabilities with Azure Arc-enabled hybrid services.

Reliability & Ease of Use

VMware is complex and painful to manage

Users report spending upwards of 16 hours a week on average managing and patching VMware solutions. That's in addition to an average of 28 hours of downtime annually.

Azure Stack HCI is familiar for Hyper-V and server admins, allowing them to leverage existing virtualization and storage concepts and skills. It works with existing data center processes and tools such as Microsoft System Center, Active Directory, Group Policy and PowerShell scripting. Most companies already use Windows Server so less training is needed.

Cost

VMware is expensive, with extremely complicated pricing

Customers are reporting that VMware is currently raising pricing by 4x. In addition, VMware HCI functionality is covered by many different products and extremely complicated pricing: nine pricing tiers for vSAN, three for NSX, three for vCenter Server, and five for vSphere. Additionally, many VMware customers say they are overpaying for many features they don't actually need.

Azure Stack HCI's pricing is simply $10/physical core/month. And if you already have a Microsoft Enterprise Agreement with Software Assurance, Azure Stack HCI is included at no extra cost!

Hybrid Cloud

VMware doesn't have native cloud integration

95% of Fortune 500 companies use Azure, which natively integrates with Azure Stack HCI. VMware relies on Azure, Google, and AWS for cloud services which adds complexity and may require additional technical training.

Microsoft owns the whole software stack from the kernel to the hypervisor to the operating system. VMware doesn't have native cloud integration.

Azure Stack HCI allows you to take advantage of cloud and on-premises resources working together and natively monitor, secure, and back up to the cloud.

Performance

Azure Stack HCI outperforms VMware by 4x
Independent performance testing on the same hardware by StorageReview.com indicates that VMware vSAN maxes out at 521K IOPS, while Azure Stack HCI achieves more than 2M IOPS.

Security

VMware security is complex and has crucial holes
VMware encryption is fragmented and missing important features. The KMS server requirement is a blocker to adopt VM encryption. VMware lacks shielded VMs and support for virtualization-based security.

Corporate Stability

VMware corporate changes are coming
Broadcom's stated strategy is to focus on 600 out of their 30,000 customers who will struggle to change suppliers. This means the overwhelming majority of VMware customers will be ignored. From one analyst: "I do expect price increases."

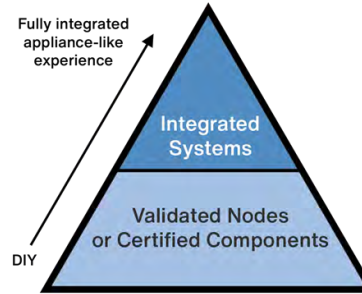# Azure Arc-enabled Azure Stack HCI Delivers Integrated Azure Hybrid Services

Data Services on Azure Stack HCI
Run Azure Arc for data services on a resilient platform.

Azure Arc-enabled SQL Managed Instance
Move SQL Server applications to Arc data services with minimal application & database changes.

Azure Site Recovery, Backup, File Sync, on Azure Stack HCI
Deliver business continuity with hybrid cloud BCDR.

Azure Virtual Desktop for Azure Stack HCI
Enable remote workforce with enterprise app and GPU.

AKS Applications on Azure Stack HCI
Develop in AKS but deploy unmodified to the edge, AI/ML workloads.

Built-in Security and Compliance Secure endpoints and Kubernetes clusters with Azure Active Directory, Microsoft Defender to Cloud, and Azure Sentinel.

Contact DataON to discuss your VMware migration

www.dataon.io | 1-888-726-8588 | sales@dataonstorage.com

DataON Arc-Enabled Hybrid Cloud Integrated Systems
for Microsoft Azure Stack HCI
Quick Reference Guide

Highlights

- **A hyper-converged infrastructure operating system** — Azure Stack HCI is hybrid by design with support for Azure Virtual Desktop, Azure Kubernetes Service, and more. It's always-up-to-date HCI delivered as a service with tight integration with Arc for a cloud-like experience for provisioning, management, and monitoring for Azure Stack HCI in hybrid environments.

- **Everything is included** — DataON Integrated Systems provide a premium, complete, and turnkey experience, including software, hardware, monitoring & management, Lifecycle Manager, Azure services, and service & support from DataON and Microsoft.

- **DataON MUST and MUST Pro** — MUST extends the functionality of Windows Admin Center with a centralized dashboard, enhanced disk mapping, email alerts, and available call home services. MUST Pro keeps your Integrated System updated via Lifecycle Manager so you have the latest validated OS, drivers, firmware, BIOS, and BMC, with minimum disruptions.

Fully integrated appliance-like experience

Integrated Systems

Validated Nodes or Certified Components

DIY

Fully Integrated Appliance-Like Experience

- **Easy procurement** – Distinctly orderable multi-node solution

- **Simple to deploy** – Pre-installed bits from the factory

- **Hassle-free maintenance** – Full-stack integrated, setup & upgrade with integrated Windows Admin Center plugins

- **Highest reliability** – Curated components continuously tested by Microsoft & DataON

- **World-class support** – Joint support agreements between Microsoft & DataON

	DataON AZS-7112	DataON AZS-7208G	DataON AZS-7212	DataON AZS-7224
SPECIFICATIONS				
Profile / Optimization	All-NVMe / Size & Performance	GPU Optimized	Hybrid / IOPS & Capacity	All-NVMe / IOPS & Performance
Form Factor	1U / 1-Node Rack	2U / 1-Node rack	2U / 1-Node rack	2U / 1-Node rack
Drive Bay Config	12x 2.5" NVMe U.2	8x 2.5" NVMe U.2	4x 2.5"/3.5" NVMe U.2	24x 2.5" NVMe U.2
PCIe Slot Config	2x PCIe 5.0 x16; 1x PCIe 5.0 x8	2x PCIe 5.0 x8; 2x PCIe 5.0 x16 (2W), 2x PCIe 5.0 x16 (1W)	2x PCIe 5.0 x8; 4x PCIe 5.0 x8 (elec, x16 mech; 2x PCIe 5.0 x16 (e/m)	1x PCIe 5.0 x8; 1x PCIe 5.0 x8 elec, x16 mech; 2x PCIe 5.0 x16 (e/m)
GPU	N/A	Up to 2x NVIDIA A2/16/30/40	N/A	Available
Max. TDP / Power Supply	205W / Dual 1300W @ 100-240V	250W / Dual 2100W @ 240V	205W / Dual 1300W @ 100-240V	350W / Dual 1300W @ 100-240V
Scalability	2 to 16 Nodes per cluster			
CONFIGURATION				
Processor	5th Generation Intel® Xeon® processors			
Number of Cores	Dual socket, up to 64 cores (per node)			Dual socket, up to 120 cores
Memory	Up to 8TB DDR5 4800 MT/s DIMMs (or 4TB per processor) / 32 slots (per node)			
Cache Tier	N/A	N/A	NVMe SSDs	N/A
Capacity Tier	NVMe SSDs			
Resiliency	2-way mirror, nested 2-way mirror, nested mirror-accelerated parity, 3-way mirror, mirror-accelerated parity			
Onboard Network	2x 10GbE RJ45 OCP mezzanine (per node)			
Add-On Networking	2x 25GbE SFP28 or 2x 40/50/100GbE QSFP28/56 2-port RDMA (per node)			
Networking Switch	2x 18/32-Port SFP28 25GbE; 2x 32-port QSFP 100GbE; or switchless			

DataON Integrated Systems include:

Premium Deployment & Training
- Pre-deployment baseline testing, benchmarking, and stress testing
- Pre-installed Azure Stack HCI OS with the latest verified drivers and firmware
- **Sixteen hours of customer deployment services***
  - Pre-deployment site readiness review and implementation planning
  - Setup Microsoft Azure subscription with DataON's cloud service provider (CSP)
  - Remote deployment and training
  - Project documentation and knowledge transfer

DataON MUST & MUST Pro for Windows Admin Center
- **MUST Pro*** keeps your system updated via cluster aware updating so you always have the latest Microsoft-validated OS, drivers, firmware, BIOS, and BMC versions, with minimum disruptions to your system
- MUST provides hardware disk mapping, alert services, real-time inventory scans, plus available call home service for drive replacements and predictive drive failures

Premium Warranty & Support
- Three years standard, optional extension to five years
- Next-business-day parts replacement
- 24x7 technical support for hardware and software
- **24x7 integrated joint support from DataON and Microsoft using case exchange***