



Self-Funded IT Modernization for Federal Agencies

Federal agencies face mounting pressure to modernize IT infrastructures amid shrinking budgets, rising support costs, and evolving cybersecurity threats. VMware's transition from perpetual licenses to subscription-only models following Broadcom's acquisition has increased annual support costs by over 30%, severely impacting agencies' financial and operational flexibility. In response, Merlin Cyber offers a self-funded modernization roadmap centered on transitioning support to Rimini Street while building a modern, cost-effective infrastructure leveraging Veeam and Nutanix to mitigate operational risks and enhance infrastructure agility.

Implementation Roadmap

Transition to Rimini Street

Immediately implement TPSS for VMware to achieve support continuity and generate instant budgetary savings.

Optimization and Expansion

Optimize performance and cost-efficiency post-migration with scalable infrastructure management via Nutanix.

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Assessment

Evaluate VMware renewal timelines, projected subscription costs, and existing hypervisor deployments.

Migration Planning

Leverage Veeam for secure workload migrations to Nutanix AHV.

Maintain License Control

Preserve existing perpetual license entitlements, securing financial flexibility and operational autonomy.

Federal agencies face a critical juncture prompted by VMware's licensing changes. Transitioning to Rimini Street, Veeam, and Nutanix offers a strategic, self-funded modernization roadmap that safeguards existing investments, reduces financial and operational risks, and aligns IT modernization efforts with your agency's mission objectives. Agencies adopting this integrated solution gain substantial cost savings, enhanced security and compliance, operational resiliency, and modernization autonomy, future-proofing critical IT systems that support future mission requirements.

1 Assessment | Addressing Key Pain Points

Federal agencies with VMware contracts currently face significant challenges, including:

- **Escalating Costs:** Disaggregated hypervisors require additional hardware, driving up infrastructure expenditures.
- **Operational Disruption:** Migration risks include downtime and data loss, impacting mission-critical operations.
- **Vendor Lock-in:** Long-term contractual commitments with limited flexibility and increased costs.
- **Cybersecurity Threats:** Ransomware attacks target backups and unsupported or unpatched VM environments, prolonging recovery and response times.
- **Complexity:** IT and security teams struggle with diagnosing issues, applying patches, and maintaining visibility across potentially multiple unsupported platforms.

2 Transition to Rimini Street

Rimini Street enables federal agencies to continue leveraging their existing VMware investments while avoiding costly subscription renewals tied to Broadcom's model. By decoupling support from the OEM, Rimini delivers enterprise-grade assistance for a broad set of VMware products, with guaranteed SLAs and personalized support from seasoned engineers. This shift empowers agencies to redirect budget away from inflated maintenance contracts and toward strategic innovation.

Rimini Street, recognized as TPSS leader in Gartner's Market guide:

TPSS reduces costs by **50%** or more.

Federal agencies gain **flexibility, vendor independence** and **improved service quality**.

4.9/5 customer satisfaction score.

Rimini Street

By using Rimini, agencies can reduce support costs by over 50%, regain control over their roadmap, and explore modern alternatives at their own pace - removing the pressure to upgrade just to stay supported.



IT Modernization and Resilience with Veeam and Nutanix

3

Veeam: Reliable Migration, Enhanced Security, and Compliance

Veeam ensures a secure, phased migration from VMware to Nutanix AHV environments, significantly reducing operational disruption. It offers complete data portability across hypervisors and cloud platforms through agentless backup and granular recovery capabilities. Veeam's AI-driven threat detection, immutability features, and comprehensive compliance dashboards enhance security, resilience, and audit readiness.

Additionally, Veeam's robust backup and disaster recovery solutions protect data integrity before, during, and after migration. By providing granular recovery, ransomware protection, and compliance-aligned archiving, federal agencies can achieve robust data resilience for their mission critical systems. For federal IT security teams, this means every VM modernization benchmark is backed by dependable protection, audit readiness, and recoverability.



Leader in data protection and replication



8-time leader in Enterprise Backup and Recovery Software Solutions

4

Nutanix: The Modern, Scalable Alternative to VMware

Nutanix offers an integrated hyperconverged infrastructure (HCI) that unifies compute, storage, networking, and virtualization, eliminating the need for disaggregated hypervisor hardware and enabling a gradual exit from VMware. The platform's native AHV hypervisor delivers high performance and scalability without licensing fees, enabling agencies to gradually phase out VMware components like ESXi. With Nutanix, federal agencies can eliminate VMware costs, align mission objectives with IT infrastructure modernization, and secure mission-critical workloads.



**#1 hyper-converged
infrastructure provider**



**6-time leader in Gartner Magic
Quadrant for Hyperconverged
Infrastructure (HCI) Softwa**



**Trusted by 80% of
Fortune 100 companies**



Federal agencies that migrate from VMware to Rimini Street, Veeam, and Nutanix realize substantial benefits:

**Cost Avoidance and Savings:**

Achieve immediate and sustained annual support cost reductions of 50% or more.

**Vendor Independence and Flexibility:**

Gain greater control over future infrastructure decisions without vendor lock-in.

**Enhanced Security and Compliance:**

Benefit from proactive threat detection, immutable backups, audit trails, and integrated risk mitigation.

**Operational Resilience and Reduced Downtime:**

Minimize risks during migrations, achieving near-zero downtime through Veeam's robust migration capabilities.

**Simplified Infrastructure Management:**

Consolidate and simplify data management through a phased modernization transition with Nutanix's unified interface.

**About Merlin Cyber**

Merlin Cyber is the go-to-market and Zero Trust Modernization affiliate of Merlin Group, a network of companies that invests in, enables, and scales technology companies with disruptive cyber solutions. Through Merlin Cyber, the U.S. Government can access innovative, public sector-ready cybersecurity solutions that are designed to meet government requirements and mission priorities. Merlin does this by selectively partnering with best-in-class cybersecurity brands, investing in visionary emerging technologies, and enabling the U.S. Government to successfully keep ahead of today's critical threats, accelerate Zero Trust modernization initiatives, and defend our nation.

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