



CASE STUDY · K-12 EDUCATION

A school district takes control of rising VMware costs.

Changes to VMware licensing under Broadcom were driving up the cost of the district's virtual environment. Weaver right-sized the environment and planned a move to Dell server and storage infrastructure.



CUSTOMER

Public School District,
Texas Panhandle

INDUSTRY

K-12 Education

PARTNERS

Dell Technologies
VMware

PROJECT TYPE

Data center cost
optimization

THE CHALLENGE

Rising licensing costs and a data center decision.

The district is a growing Texas public school district. It was reassessing its data center strategy as VMware costs tied to its existing hyperconverged environment increased.

Broadcom's changes to VMware licensing prompted the district to look for a solution that would give it better value and more control over VMware expenses.

It needed help deciding how best to keep supporting its virtual environment without being locked into high-cost infrastructure, and any change had to happen without disrupting ongoing operations.

THE STARTING POINT

Rising costs

VMware licensing changes under Broadcom raised the cost of the current environment

No disruption

Ongoing district operations had to continue through any change

Long term

A reliable solution that would keep delivering performance and value

THE APPROACH

The Weaver Way: right-size before you buy.

Weaver's Solutions Team worked closely with the district to right-size the environment. The team recommended a migration strategy to Dell infrastructure that would let the district maintain performance, reduce VMware licensing costs and avoid unnecessary complexity.

The work covered an assessment of the VMware environment, infrastructure migration and cost analysis, and a budget-conscious design built for the district's goals and operational needs.

PROJECT CAPABILITIES

Dell server and storage integration

VMware environment assessment

Infrastructure migration

Cost analysis

Customized VMware optimization plan

Budget-conscious K-12 solution design



This was a clear case of stepping in at the right time to save the customer from overspending. Our team was able to design a solution that improved performance and protected their budget.

SOLUTIONS ARCHITECT · WEAVER TECHNOLOGIES

THE RIGHT IT SOLUTION

Dell infrastructure and a VMware plan built to fit.

Weaver paired new data center hardware with a customized plan for the district's VMware environment, so it keeps the virtualization it depends on at a lower total cost.

COMPUTE

Dell server infrastructure

New data center hardware for improved reliability and performance.

MIGRATION

Storage and migration services

Moving workloads to the new Dell environment without disrupting district operations.

LICENSING

VMware optimization plan

A customized plan to reduce VMware licensing costs and keep the environment right-sized.

THE RIGHT TIME

Planned now, with savings built in.

The deployment is in progress, led by Weaver's Services Team. The strategic planning has already positioned the district for significant cost savings, with full implementation on the horizon.

1

Assess

VMWARE REVIEW

Assessed the virtual environment and the cost impact of licensing changes.

2

Right-size

PLAN

Recommended a migration strategy to Dell infrastructure.

3

Deploy

IN PROGRESS

Services Team leading the Dell deployment and migration.

4

Optimize

FULL IMPLEMENTATION

Lower VMware and infrastructure costs once complete.

OUTCOMES

Lower costs and better performance.

With deployment underway, the district is positioned for reduced VMware licensing and infrastructure costs, new data center hardware with improved reliability, and better performance at a lower total cost of ownership. The approach is a model other public sector organizations facing the same licensing changes could follow.

■ Reduced VMware licensing costs	■ Lower infrastructure costs	■ New hardware with improved reliability
■ Better performance	■ Lower total cost of ownership	■ A repeatable model for public sector

THE RIGHT REASON

We don't push products. We solve problems.

Every customer deserves a purpose-built solution that meets its goals, budget and operational needs. That is how lasting trust is built.

Trust, built over time

The district valued Weaver's long-standing relationship, technical expertise and straightforward, honest approach, and the ability to see it through.

A COMMON CHALLENGE IN TEXAS K-12

VMware licensing changes have pushed many districts to revisit infrastructure they expected to run for years. An honest assessment of what the environment actually needs is often the fastest way to protect both performance and the budget.

Rethinking your VMware costs?

Weaver can assess your environment and show you what a right-sized option could look like.

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ABOUT WEAVER

Dell Titanium Partner. Since 2006, Weaver has helped organizations build IT strategy and security so they can focus on their craft. We serve education, state and local government, healthcare and commercial customers across the U.S. and internationally.

WEAVER

Right IT Solution.
Right Time. Right Reason.