



VMWARE CLOUD REFUGE CASE STUDY

How a Canadian Manufacturer Avoided a Major VMware Renewal and Successfully Migrated 80+ Virtual Machines to Hyper-V



Executive Summary

When Broadcom's VMware licensing changes significantly increased the customer's projected renewal costs, a Canadian controlled goods manufacturer needed a way to modernize its infrastructure without disrupting production.

With more than 80 production virtual machines supporting manufacturing operations, engineering systems, ERP, file services, Active Directory, SQL databases, and quality assurance applications, a rushed migration simply wasn't an option.

CognoCloud designed a phased modernization strategy that temporarily hosted the customer's VMware environment in our secure Canadian cloud through **VMware Cloud Refuge**, giving the customer the time they needed to plan and execute a low-risk migration to Microsoft Hyper-V.

Today, CognoCloud continues to protect the customer's entire Hyper-V infrastructure with Disaster Recovery as a Service, providing ongoing resilience and business continuity.

CASE STUDY

Industry

Controlled Goods Manufacturing

Location

Ontario, Canada

Environment

80+ Virtual Machines

Services Delivered

- VMware Cloud Refuge
- Infrastructure Assessment
- VMware Migration Services
- Microsoft Hyper-V Deployment
- Disaster Recovery as a Service (DRaaS)
- Backup as a Service

The Challenge

The customer faced several significant challenges:

Rising VMware Licensing Costs

Following Broadcom's acquisition of VMware, renewal pricing increased substantially, placing unexpected pressure on the organization's IT budget.

Production Cannot Stop

Manufacturing systems operate around the clock. Unexpected downtime would impact:

- production scheduling
- inventory systems
- ERP
- engineering
- shipping
- quality assurance

Compliance

As a Controlled Goods Program participant, the organization required Canadian-based infrastructure with strict security controls and documented operational procedures.

Limited Internal Resources

The IT team supported daily operations and could not dedicate months to planning and executing a complex migration project.

Customer Profile

Industry	Controlled Goods Manufacturing
Location	Ontario, Canada
Environment	80+ Virtual Machines
Users	500+
IT Staff	Small internal IT team
Infrastructure	VMware vSphere
Primary Objective	Reduce VMware licensing costs while minimizing migration risk

The CognoCloud Solution

Rather than forcing a rushed migration, CognoCloud proposed a phased modernization strategy.

Phase One: Infrastructure Assessment

Our engineering team completed:

- VMware health assessment
- Storage review
- Network analysis
- Backup assessment
- VM dependency mapping
- Capacity planning
- Disaster Recovery review



Phase Two: VMware Cloud Refuge

Instead of renewing VMware licensing immediately, the customer temporarily relocated their VMware workloads into CognoCloud's Canadian cloud.

This provided several immediate benefits:

- Avoided a costly VMware renewal
- Bought time for migration planning
- Eliminated project pressure
- Improved operational flexibility
- Reduced migration risk

Phase Three: Migration to Microsoft Hyper-V

After validating the migration plan, CognoCloud migrated more than 80 virtual machines to Microsoft Hyper-V using a phased approach.

Migration activities included:

- workload prioritization
- pilot migrations
- production migrations
- cutover planning
- rollback procedures
- application testing
- performance validation



The migration was completed with minimal disruption to manufacturing operations.

Phase Four: Disaster Recovery

Once migration was complete, CognoCloud deployed Disaster Recovery as a Service for the customer's entire Hyper-V environment.

The solution included:

- Continuous VM replication
- Automated recovery workflows
- Secure Canadian cloud repository
- Scheduled DR testing
- Recovery reporting
- Ongoing monitoring
- Managed support

Our Proven Migration Process

PHASE ONE



Assess

We analyze your VMware environment, applications, and dependencies.

PHASE TWO



Cloud Refuge

We host your VMware environment in our secure cloud (optional).

PHASE THREE



Plan

We design a detailed migration roadmap tailored to your needs.



Pilot

We run a pilot migration to validate performance and compatibility.



Migrate

We migrate your workloads with minimal downtime.



Test & Validate

We validate functionality, performance, and application integrity.



Optimize

We fine-tune your new environment for peak performance.

PHASE FOUR



Protect

We enable DRaaS and Backup to keep you protected.

The Results

More than 80 Virtual Machines Successfully Migrated

No major production interruption.

VMware Licensing Eliminated

The customer avoided a substantial VMware renewal and transitioned to a more predictable virtualization platform.

Improved Business Continuity

Critical manufacturing workloads are now continuously protected through CognoCloud DRaaS.

Long-Term IT Partnership

CognoCloud continues to provide:

- Disaster Recovery
- Backup
- Infrastructure Hosting
- Monitoring
- Strategic Infrastructure Consulting

Results at a Glance

**Virtual
Machines**

80+

**Migration
Downtime**

Minimal

**VMware
Renewal**

Avoided

**Infrastructure
Platform**

Microsoft Hyper-V

**Cloud
Location**

Canada

**Customer
Relationship**

**Ongoing
Managed Services**

Why CognoCloud?

Most providers only perform migrations.

CognoCloud delivers a complete infrastructure modernization lifecycle:

- ✓ Assess your environment
- ✓ Temporarily host VMware workloads with VMware Cloud Refuge
- ✓ Execute structured migrations
- ✓ Deploy modern virtualization platforms
- ✓ Protect infrastructure with DRaaS
- ✓ Deliver long-term managed services

Let's Build Your VMware Exit Strategy

Stop overpaying for VMware. Get the time, flexibility, and expertise you need to move forward with confidence.

Book a Free Assessment

Get a personalized assessment of your environment and cost-saving opportunities. Visit CognoCloud.ca

Client Testimonial

"CognoCloud understood that our biggest challenge wasn't simply moving away from VMware, it was finding a way to do it without disrupting our manufacturing operations or committing to another costly renewal. Their VMware Cloud Refuge service gave us the flexibility to migrate on our timeline, and today they continue to protect our Hyper-V environment through Disaster Recovery as a Service, and it is critical knowing everything is Controlled Goods compliant."

VP Information Technology, Canadian
Controlled Goods Manufacturer