VMware Alternative:
Scale Computing SC//Platform

THE COMPETITIVE EDGE

VMWARE HCI ALTERNATIVE

In virtualisation and hyperconverged infrastructure, VMware has long been a dominant player. However, the landscape is changing rapidly, with many organisations seeking alternatives that offer enhanced features, cost-effectiveness, and simplicity.

Scale Computing Platform has emerged as a leading choice, providing a superior VMware alternative that addresses the evolving needs of modern businesses.

Designed with simplicity and efficiency in mind, SC//Platform consolidates all the necessary components for a modern data center into a single appliance, streamlining operations and reducing costs.

MARKET OPPORTUNITY

Global HCI market expected to expand from $58bn in 2025 to $436bn by 2034.

HCI software market, expected to grow at a 15.3% compound annual growth rate (CAGR) through 2028.

Gartner data projects VMware's HCI market share will decline from 70% in 2024 to 40% by 2029

TOP REASONS TO CONSIDER SC//PLATFORM AS A BETTER ALTERNATIVE TO VMWARE

Deploy in Under an Hour

Simple to Use No Training Required

$ Save Around 75% on Licensing Costs

Scale Out Quickly Saving 50% Over 3-5 Years

83-97% Reduction in Recovery Time

Simple Management Saving › 75% Time

Scale Computing's award-winning hyperconverged approach provides a streamlined path to virtualisation that is simple, secure, and reliable. With SC//Platform, customers can reduce unplanned downtime by up to 90%, reduce their Total Cost of Ownership (TCO) by 40%, and manage their entire infrastructure from a single pane of glass.

IDENTIFYING VMWARE DISPLACEMENT OPPORTUNITIES

Current Infrastructure Challenges:
- What pain points are your customers experiencing with their current VMware infrastructure?
- Are there specific tasks or processes that are overly complex or time-consuming?

Cost Considerations:
- How much are your customers currently spending on VMware licensing and support?
- Are they seeing their renewal costs sore in the wake of the acquisition and need a cost-effective alternative?

Scalability and Growth:
- How easily can your customers scale their existing VMware environment?
- Are your customers anticipating significant growth or changes in their IT requirements?

Management and Operations:
- How much time does your customer spend managing and maintaining their VMware infrastructure?
- Would a more streamlined and automated management solution benefit your customers?

Data Protection and Availability:
- What measures do your customers currently have in place for data protection and disaster recovery?
- Are they confident in the reliability and availability of their existing infrastructure?

OBJECTION HANDLING

Cost and Investment:
- Objection: "Our customers are worried about the initial investment costs."
- Response: The overall lower TCO and reduced operational expenses of SC//Platform often result in significant cost savings over time, making it a financially sound investment.

Exisiting Hardware:
- Objection: "Our customers have recently invested in hardware, they're not looking to invest more at present"
- Response: Scale Computing have some great offers in place for customers that are looking to make the switch. Shall I arrange to call with them to understand how they can help your customers reclaim their investment?

Scalability:
- Objection: "Are my customers able to easily scale up with Scale?"
- Response: With the SC//Platform new nodes can be added in minutes and without downtime. The system also supports mixing and matching different types of nodes allowing your customer to grow their infrastructure in a flexible way.

Reliability:
- Objection: "I've not heard of Scale before, my customers would be concerned about not using a known brand like VMware"
- Response: Scale Computing has the same Gartner Peer Insights score as VMware. It also has a lot of features built in such as redundancy, high availability, and self-healing capabilities that make it a highly reliable option for your customers.

Support and Expertise:
- Objection: "Is there sufficient support and expertise available?"
- Response: Scale Computing offers comprehensive support and services, ensuring that your team has the assistance and resources needed for a smooth implementation and ongoing management.

MIGRATE TO SCALE COMPUTING

Make the move to Scale Computing and gain the competitive edge. By transitioning to Scale Computing, customers can optimise performance while minimising both financial and operational overhead. Scale Computing have a step-by-step guide to make migrating from VMware to Scale Computing as seamless and efficient as possible.

Gain the Competitive Edge with Scale Computing

Book a Demo ➡