

# The Business Case for Migrating VMware Workloads to Azure



Broadcom's changes to VMware licensing have left enterprises facing higher costs and reduced flexibility. Moving workloads to [Azure VMware Solution \(AVS\)](#) is not only a fast and low-risk option — it's also proven to deliver measurable ROI.



## 1. ROI and Payback

**298%**

ROI over 3 years  
[Forrester TEI, 2024](#)

**<6 months**

payback period

**\$7.9M**

net present value (NPV) realized

## 2. Cost Savings

**90%**

of server refresh costs avoided  
[Forrester TEI](#)

**75%** of

on-premises servers decommissioned by year 3

**\$5.1M**

saved on hardware, licensing, & Extended Security Updates



## 3. Productivity Gains

**80%**

reduction in downtime

**≈\$4M**

in avoided losses  
[Forrester TEI](#)

IT infrastructure labor reduced by  
**18%**

**\$1.2M**

net saved in avoided administrator retraining/hiring

## 4. Performance & Resiliency



Increased application performance and availability



Improved disaster recovery and business continuity

Seamless access to the broader [Azure ecosystem](#) (AI, analytics, backup, DR)



## 5. Security & Compliance

AVS inherits Azure's enterprise-grade certifications:

HIPAA, PCI-DSS, GDPR, ISO 27001

[Microsoft Trust Center](#)

Risk shifted from on-premises infrastructure to Microsoft's cloud

IDC found that enterprises migrating to AVS achieved:

**357%** 3-year ROI

**& 37%** lower operating costs

[IDC AVS Business Value Study, 2023](#)

### Why Quisitive:

As a multi-year Microsoft Partner of the Year, Quisitive helps enterprises migrate VMware workloads with confidence. Our **AVS Migration Services** deliver:

- Structured migration assessments
- Safe, phased migration waves
- Post-migration optimization and managed services



Control VMware costs and unlock measurable ROI with Azure VMware Solution.

[Talk to an Azure Migration Expert](#)