



INSIGHTS | TECH BRIEF

Activating the Full Potential of VMware by Broadcom Bundles

A New Cloud Reality Demands a New Strategy

As organizations continue advancing their hybrid and private cloud strategies, VMware by Broadcom's unified solution packaging is creating new opportunities for enterprise IT teams to drive greater value from their infrastructure investments. Bundled entitlements such as VMware Cloud Foundation (VCF) and VMware vSphere Foundation (VVF) now include a comprehensive suite of capabilities ranging from virtualization and operations intelligence to automation, security, and networking.

With this broader platform, IT leaders are now in a position to standardize operations and elevate cloud governance across the stack. However, realizing this value requires more than installation. It calls for a structured approach that translates technical capabilities into measurable business outcomes. WEI enables this process through a consultative, assessment-led engagement model that connects platform potential to business outcomes & KPIs.

As a trusted infrastructure partner with deep VMware expertise—including VMware Certified Design Experts (VCDX) and Broadcom Software Knights on vSphere & vSAN on staff—and a customer-first approach, WEI helps organizations fully operationalize the capabilities included in their VMware platform. Through assessment-led engagements, WEI enables IT teams to align infrastructure performance with long-term transformation goals while accelerating business outcomes.

Many enterprises now have access to advanced VMware capabilities such as VCF Operations, VCF Automation, and NSX through bundled entitlements. WEI helps IT leaders activate this potential through proven frameworks that identify cost savings, surface compliance insights, and define a path to private cloud maturity. Engagements typically deliver measurable value in 4–8 weeks.

WEI: A Strategic Partner for Private Cloud Optimization

WEI is not your traditional reseller. For more than 35 years, WEI has served as a hands-on engineering partner to enterprises, delivering architecture design, system integration, and infrastructure modernization initiatives with measurable outcomes. Our team includes VCDX-certified architects,



Broadcom Software Knights in vSphere & vSAN, Certified Kubernetes Administrators (CKA), and engineers who specialize in regulated and high-availability environments. From day-one provisioning to long-term platform optimization, WEI supports enterprise IT leaders with:

- Architecture-aligned planning and licensing
- Hands-on lab access for validation and testing
- Zero-dead-on-arrival (DOA) policy across all shipped systems
- Secure staging, imaging, and deployment planning with VPN-based verification
- Dedicated 24x365 engineering support, with direct OEM escalation

Platform Capabilities WEI Helps You Activate

In response to the challenges posed by bundled VMware licensing, WEI offers a four-part technical and strategic assessment framework. These assessments are modular, measurable, and designed to produce executive-ready insights within a short timeline.

VCF Operations: Optimize and Govern with Insight

VCF Operations delivers intelligent analytics, capacity management, and real-time visibility from application to infrastructure. Through the VMware Optimization Assessment (VOA), WEI helps IT teams:

- Detect configuration drift
- Perform AI-driven root cause analysis
- Automate remediation
- Reduce MTTR and improve performance visibility

VCF Automation: Self-Service Infrastructure as Code

As part of WEI's Future State Architecture (FSA) engagements, VCF Automation empowers:

- Policy-based, compliant provisioning
- Developer-ready self-service portals
- Infrastructure-as-Code workflows
- Automation of Day 2 operations

VCF Networking powered by NSX: Secure and Visible Networking for Hybrid Cloud

VCF Networking powered by NSX delivers advanced software-defined networking and microsegmentation. Through WEI's Networking Assessment, customers:

- Improve network visibility and troubleshooting by over 30%
- Implement microsegmentation and zero-trust architectures
- Reduce lateral movement risk

VMware Kubernetes Service: Delivering a Developer-Ready Cloud Experience

This Kubernetes-powered platform deploys and manages modern applications. WEI supports VKS adoption by aligning with CNCF standards and providing:

- TKG cluster deployment
- Workload management setup
- GitOps pipeline integration
- Day 2 support for patching, backups, and RBAC

Unlocking the Full Potential of Your VMware Investment

1. VMware Optimization Assessment (VOA)

The VOA is a diagnostic assessment powered by VMware VCF Operations. It is focused on identifying performance bottlenecks, cost inefficiencies, compliance gaps, and underutilized infrastructure. The assessment includes guided walkthroughs of key dashboards and lab environments.

Key functions include:

- Real-time identification of idle VMs, oversized workloads, and orphaned resources
- Cost savings through predictive analytics and AI-assisted rightsizing
- Compliance scoring and drift detection
- Performance improvement across day-one and day-two operations

Beyond surfacing issues, VOA helps teams build internal momentum around optimization projects. Results can be quickly tied to budget justification, operational KPIs, and even ESG goals, such as reducing power consumption through workload consolidation.

2. VMware Value Modeler (VVM)

The VVM translates technical metrics into business insights. Using modeling scenarios that compare baseline, current, and optimized states, this tool supports strategic IT planning and executive communication.

VVM helps IT leaders move past infrastructure conversations and into boardroom-level planning. The tool generates side-by-side financial projections that help prioritize modernization projects based on capital efficiency and risk mitigation. It also supports justification for cross-functional funding by showing how IT investments drive broader enterprise outcomes.

3. Private Cloud Maturity Model (PCMM)

PCMM helps benchmark an organization's private cloud posture across six operational and governance categories, including:

- Infrastructure and platforms
- Security and compliance
- End-user services and delivery
- Governance and business alignment
- Leadership and enablement capabilities
- Automation and tooling readiness

Using a 35-question evaluation framework, WEI generates a gap analysis that drives roadmap prioritization and risk mitigation. The model enables teams to visualize where they stand relative to peers and identify areas where automation, policy enforcement, or workload governance can close maturity gaps. For many clients, this becomes the basis for a 12- to 18-month investment roadmap.

4. Future State Architecture (FSA)

The FSA connects IT modernization with business imperatives. WEI defines strategic use cases such as ransomware recovery, Infrastructure as Code, Private AI

adoption, and developer-ready cloud platforms. Each is tied to real implementation scenarios and mapped to achievable architectural goals.

In addition to high-level strategy, WEI delivers detailed migration paths, workload re-platforming options, and operational KPIs. These deliverables help organizations move forward with confidence and internal alignment across IT, security, finance, and application teams.

Regulated Industries: Tailored Assessment for Healthcare and Financial Services

In regulated sectors such as healthcare and financial services, the VMware Optimization Assessment is adapted to include specific compliance and governance dimensions. WEI incorporates regulatory benchmarks, automated remediation tooling, and data residency controls into each phase of the assessment.

Key customizations include:

- Mapping compliance posture to frameworks such as HIPAA, PCI-DSS, ISO 27001, and NIST
- Conducting automated configuration checks and drift analysis using Aria Operations' policy engine
- Incorporating security audit logs, encryption status, and certificate monitoring into the operational snapshot
- Assessing data locality and workload isolation strategies to ensure regional compliance

For example, in healthcare environments, WEI can evaluate how secure shared storage and VM-level encryption within VCF support HIPAA data integrity mandates. In banking and finance, where SOC2 and PCI-DSS audits are routine, WEI assesses not only infrastructure hardening, but also the cost structure of maintaining high compliance workloads versus optimizing them across zones or tiers.

From Insight to Action: Execution You Can Count On

Following assessments, WEI provides a full suite of post-analysis services including deployment, training, roadmap execution, and financial tracking.

Support services include:

- Proof-of-Concept Lab and Hands-On Labs for in-situ validation
- Full lifecycle support: design, build, test, deploy
- Custom KPI dashboards and compliance reporting
- Secure asset staging, imaging, and VPN-based user verification
- Immediate remediation via hot spare systems and OEM vendor escalation

These capabilities ensure that recommendations are not only made, but implemented and measured.

Who Should Engage WEI

WEI's VMware Optimization Framework is ideal for:

- IT teams managing 5 to 50 hosts and 100 to 1,000 VMs
- Enterprises with current VCF or VVF entitlements seeking value realization
- Larger environments are subject to a more customized engagement
- Organizations preparing for contract renewals or regulatory audits
- CISOs and security teams assessing infrastructure for compliance and drift
- CIOs inheriting bundled licensing without internal enablement strategies
- Executive stakeholders seeking a measurable transformation plan with a clear ROI timeline



Let's Put Your VMware Investment to Work

With access to enterprise-grade capabilities like VCF Operations, VCF Automation, VMware Kubernetes Service, and VCF Networking powered by NSX, VMware customers are better positioned than ever to optimize and modernize.

Schedule your VMware Optimization Assessment with WEI and move from entitlement to enablement with confidence.

About WEI

WEI is an innovative, full service, customer centric IT solutions provider.

Why WEI? Because we care. We go further.

WEI is an expert in business technology improvement, helping clients optimize their technology environments and work efficiently. WEI works with clients to understand goals, integrate strategy with technology solutions, and leverage their current IT environment into one company-wide model to increase utilization and efficiencies around their unique business processes.