

# MAKE VIRTUALISATION WORK HARDER FOR YOU

Modernise your existing VMware environment the CDW and HPE way.



Many businesses rely heavily on virtualisation to serve their customers, but rising costs and recent shifts in licensing models have made it harder to manage effectively. IT leaders are now looking to increase efficiency and control without disrupting proven VMware environments.

CDW and HPE give you a practical way to optimise your virtualisation environment. Together, we help you assess your current setup, identify cost and performance gaps, and apply HPE tools that integrate seamlessly with VMware to improve control and efficiency.

## A smarter way to strengthen your environment

CDW works with organisations to modernise virtualisation in a way that fits how they operate today. For some, that means getting more value out of an existing VMware estate; for others, it's about bringing in HPE VM Essentials (VME) to run new workloads at a lower cost.

Our approach supports both paths. You can keep VMware where it makes sense, use VME where it's a better fit, and run the two side by side without adding risk. Above all, you stay in control of cost, performance and the direction of your virtualisation strategy.

**And when new workloads arrive, you can place them where they make the most sense, whether that's within VMware or on the more cost-efficient VME platform, without adding complexity.**

## Core advantages



### Efficiency that scales

Match resources to demand and pay only for what you use. Scale capacity easily while maintaining performance and reducing unnecessary licence and infrastructure spend.



### Simplified operations

HPE Morpheus unifies VMware, HPE, and cloud management in one easy-to-use platform. Routine tasks are automated, visibility improves, and with CDW handling integration and support, your teams spend less time managing and more time delivering.



### Resilient and secure by design

Build a virtualisation environment that strengthens security, protects workloads across VMware and VME, and supports seamless recovery using integrated HPE and CDW solutions, including Zerto for advanced data protection and disaster recovery.



### Flexible workload placement

Run new workloads on HPE VM Essentials where appropriate without expanding your VMware estate, while using Morpheus to orchestrate and manage workloads across environments.

The value for your organisation is clear: lower cost, improved efficiency and a virtualisation strategy that adapts as your needs evolve.

## Proven results

Up to

**90%**

potential licence savings with HPE Morpheus VM Essentials under selected models.

Up to

**84%**

energy reduction and 26:1 server consolidation with HPE ProLiant Gen12.\*

CDW's experience delivering secure hybrid solutions across industries.



\*Based on HPE internal testing, April 2025.

## Why CDW

CDW's virtualisation modernisation proposition brings together VMware expertise, HPE's evolving virtualisation portfolio, Zerto resilience solutions and CDW's advisory, professional and managed services. This ensures a structured, outcome-driven approach that reduces cost, simplifies operations and creates a flexible platform for future workloads.

With CDW, you gain a partner who aligns technology to business strategy, and not just a product stack.

## Next step: Book your free Virtualisation Advisory Workshop.

Meet with CDW experts to review your setup, pinpoint savings and performance opportunities, and map out the next steps for a smarter virtualisation strategy.