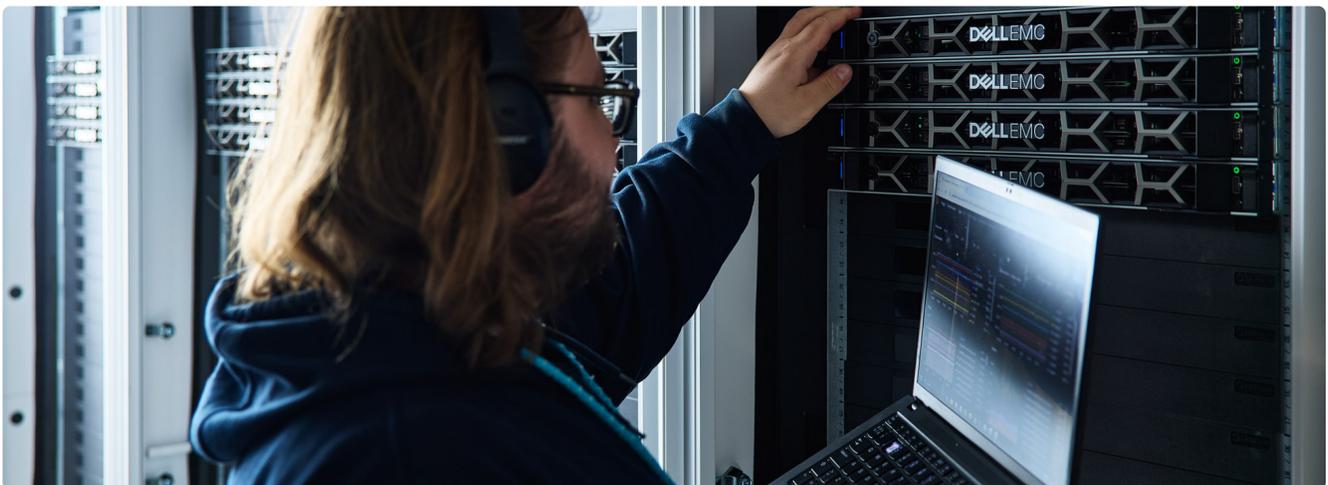


VMware after Broadcom: Q&A: The most important questions

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Broadcom has changed the framework for the VMware partner programme. For many Danish IT providers, this raises very concrete questions: What does this mean for our licence, our customers, and our business – and what real options do we have going forward?

Below, we have gathered the questions we are asked most frequently and provided clear answers on what the changes mean in practice, and how you can move forward if your VMware agreement is not renewed.



Q&A

What happens if our VMware agreement is not renewed?

If you have been notified by Broadcom that your agreement will not be renewed after April 2027, you must have a new path forward in place by 31 March 2027 at the latest.

You have two overall options: either migrate your workloads to another hypervisor, or continue running VMware through a Broadcom-authorized Cloud Service Provider (CSP) such as Curanet.

What happens if I choose a new hypervisor?

In that case, you must complete a full migration away from your existing VMware solution no later than 31 March 2027.

What happens if I want to continue with VMware?

This is where we can help. As a starting point, we can be very flexible when it comes to timelines – including beyond 31 March 2027.

How can you help us?

We offer several options, depending on your business and scale:

- [Shared Cloud](#)
Consume compute, network, and storage as part of a larger shared cloud hosted in our datacentres.
- [Private Cloud](#)
Your own Private Cloud. 100% dedicated. Continue operating as you do today – just hosted in our datacentres.
- Edge Cloud
Your own Private Cloud. 100% dedicated. Continue operating as you do today – in your own datacentre.

We can also assist with the migration, if you want.

How is this different from a White Label setup?

Under the previous White Label model, we were allowed – as a Pinnacle Partner – to sell licences only. This is no longer possible.

Today, Broadcom requires that we assume hardware ownership and deliver an actual service, including management and lifecycle operations of the VMware components in the environment.

What transition period can we expect?

This is agreed on an individual basis. We can be very flexible when transitioning from your current platform to a Private, Shared, or Edge Cloud solution.

We are open to transition periods exceeding 12 months after 31 March 2027.

What happens to our customers?

If you move your VMware workloads to a CSP such as Curanet, you retain full ownership of the customer relationship. You continue to operate workloads, manage customers, and deliver your services.

The platform is delivered as managed infrastructure, while you keep responsibility for the customer relationship, commercial setup, and business.

What about our existing hardware and investments?

Your existing hardware investments can be taken into account during the transition period. Your current environment can temporarily be included as part of the solution through a symbolic lease or transfer model, allowing you to avoid premature write-offs.

Can Curanet deliver the solution in our existing datacentre?

Yes. Our Edge Cloud solution can be deployed directly in your existing datacentre. This is ideal for partners with existing datacentre contracts, network investments, or hardware that is still being depreciated.

What does Edge Cloud consist of?

Edge Cloud is, by default, based on core networking and compute. It can be integrated with existing datacentre solutions while those components are still being depreciated.

Why choose Curanet – part of team.blue?

Because experience and scale matter. With more than 20 years of VMware experience and a strong European footprint, we are a credible alternative to global cloud providers. We have been through the same changes in the partner landscape ourselves and understand where action is required – and where it is not.

Let's talk

Contact us at reseller@curanet.dk or +45 70 23 11 47.