

OTAVA's VCF as a Service for MSPs

A Clear Path Forward

Focus

A tactical, solution-oriented overview showing how OTAVA's VCFaaS enables MSPs to continue delivering VMware services following Broadcom's licensing and partner program changes without disruption, loss of revenue, or compliance risk.

Abstract

Broadcom's changes to VMware's partner program and licensing model have disrupted access for MSPs, threatening service continuity, customer relationships, and revenue. Many partners suddenly find themselves without a legal or affordable path to continue delivering VMware Cloud Foundation.

OTAVA bridges this gap. Former VCSP and White Label partners must choose a new authorized partner by October 31st to purchase VMware services moving forward.

As a VCSP Pinnacle Partner, OTAVA delivers compliant VCF licensing, with a partner-first model that protects and empowers MSPs. To make this transition easier, OTAVA is providing a VCF private cloud environment free for three months, plus free migrations.

Three Main Takeaways

- **Authorized Continuity:** OTAVA is one of the few Broadcom-selected VCSP Pinnacle Partners, ensuring uninterrupted access to VCF licensing.
- **Zero-Cost Migration:** Eligible partners can move workloads to OTAVA's private cloud and get three months free, with free migration services included. This dedicated private cloud environment includes hosts, storage, bandwidth, and licensing.
- **MSP-First Model:** With non-poaching guarantees, wholesale pricing, and full backend support, OTAVA keeps MSPs in control of client experience and revenue.

Navigating Broadcom's VMware Licensing and Partner Program Changes

After October 31, 2025, Broadcom's current VCSP Advantage program sunsets. Partners who are not authorized going forward cannot transact new VMware business, and renewals or expansions will need to be done through an authorized VCSP partner. This means that all new logos, renewals, and growth deals must flow through an authorized provider, such as OTAVA, to keep VMware business moving.

This change has created disruption for MSPs that lost VCF access, with direct impact on customer delivery and risks to service continuity and revenue. MSPs need an authorized path to maintain licensing, protect client relationships, and foster continued growth.

Your Licensed Path Forward

OTAVA was selected as a Pinnacle Partner because of its proven track record of delivering customer success with VMware Cloud Foundation (VCF) at scale. Broadcom's new program is designed to focus on a smaller group of deeply invested partners.

These are partners with demonstrated market success, strong technical expertise, and the ability to help service providers and end customers modernize infrastructure, reduce technical debt, and drive digital transformation.



This recognition means OTAVA is not only authorized to transact VMware business beyond the October 31, 2025 deadline, but also trusted by Broadcom to guide partners and customers through this critical transition with clarity and confidence.

As a Pinnacle VCSP Partner, OTAVA was recognized for:

- **Deep VMware expertise:** Years of experience running secure, compliant, and performance-driven VMware environments.
- **Market success:** A history of enabling MSPs and enterprises to protect their business and grow during times of transition.
- **Full-stack VCF delivery:** Ability to provide compute, storage, networking, management, and security as a dedicated private cloud solution.
- **Partner-first model:** A unique "partner for partners" approach that protects MSPs' customer relationships and creates new revenue streams instead of competing with them.

VCF Dedicated Private Cloud, Plus Free Migration

A Transition Without Compromise

OTAVA's zero-cost migration is designed to remove the financial and operational barriers MSPs face when moving VMware workloads to OTAVA under Broadcom's new program. It covers:

- **Full migration planning and execution:** Including assessment, cutover scheduling, and validation.
- **Seamless rehost into an OTAVA VCF Dedicated Private Cloud:** VMware-to-VMware migration minimizes risk and disruption.
- **License portability support:** Guidance to protect and properly align your existing VMware entitlements.
- **Hands-on engineering resources:** OTAVA experts handle the heavy lifting, allowing your internal teams to stay focused on customers.
- **Built-in data protection:** Veeam data protection services included: backup for up to 250 VMs, 250TB of storage, and 2,500 Microsoft 365 mailboxes.

Assuming full utilization of all resources, this offer provides

What's Included

- Up to **10 dedicated ESX hosts**
- 250 TB** Tier-2 storage
- Enterprise-grade **firewalls**
- Bandwidth**
- VMware and Windows OS** licensing
- Cloud backup** for up to 250 VMs
- 250 TB + M365 backup** of backup storage support

Up to

\$230,000 in savings

immediate financial relief during the transition. It ensures no downtime in the VMware pipeline. Partners can continue to sign new customers and renew existing contracts after the October 31, 2025 deadline.

Partners maintain customer ownership while leveraging OTAVA's infrastructure and expertise.

It accelerates time-to-value by providing partners with three months of production-ready VCF at no cost so they can demonstrate continuity and stability to customers right away.

Built for MSPs

OTAVA's Partner-First Model

OTAVA's zero-cost migration is designed to remove the financial and operational barriers MSPs face when moving VMware workloads to OTAVA under Broadcom's new program. It covers:

- **Customer ownership stays with the MSP:** OTAVA provides the infrastructure, licensing, and managed services, but customers remain the MSP's customers.
- **Transact beyond October 31:** As an authorized Pinnacle VCSP, OTAVA gives MSPs the legal and technical path to continue signing new customers and renewing contracts.
- **Built-in value:** Dedicated private cloud, license portability, and enterprise-grade data protection through Veeam are included, so MSPs can expand offerings without heavy investment.
- **New revenue streams and growth enablement:** OTAVA opens doors into adjacent markets such as edge computing, AI-ready infrastructure, advanced data protection, and compliance-driven cloud services without requiring MSPs to build these practices in-house.

While traditional providers compete with MSPs for customer control, OTAVA is a long-term partner that empowers them to grow their own business.

Retain your clients, protect your revenue, and stay compliant without missing a beat.

Contact OTAVA for your no-cost VMware migration today