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Solutions · Support · Service

Infrastructure Stack Decision Brief · 2026

# VMware vs Nutanix vs Proxmox Infrastructure Stack

Comparing the VMware Cloud Foundation stack, the Nutanix Cloud Platform stack, and the **Proxmox Infrastructure Stack: Proxmox VE 9.2 + Proxmox Backup Server + Proxmox Datacenter Manager.**

- ✓ Official Proxmox Silver Partner
- ✓ Datacenter Assessment & Architecture Services
- ✓ VMware-To-Proxmox Migration Specialists
- ✓ Backup, DR & Managed Infrastructure Support



Officially Listed Proxmox Silver Partner · India

Broadcom's acquisition of VMware reshaped licensing, packaging, and cost.

Perpetual licences retired, the catalogue narrowed to a few core-based subscription bundles, and per-CPU minimums rose. For many organizations the decision is no longer only technical. It is about **operating model, lock-in, backup, multi-cluster management, and long-term economics.**

Beyond The Hypervisor

# Proxmox Is No Longer Just A Hypervisor Conversation

A modern evaluation should weigh the full Proxmox Infrastructure Stack: Proxmox VE 9.2, Proxmox Backup Server, and Proxmox Datacenter Manager. Together they address virtualization, containers, storage, backup, recovery, multi-cluster visibility, and distributed infrastructure operations.

## Proxmox VE 9.2

### Virtualization & Compute

- ✓ KVM + LXC Virtualization
- ✓ HA & Live Migration
- ✓ Dynamic Load Balancer
- ✓ SDN: WireGuard, BGP, EVPN
- ✓ ZFS & Ceph Storage

## Proxmox Backup Server

### Backup & Recovery

- ✓ Incremental Backup
- ✓ Deduplication
- ✓ Zstandard Compression
- ✓ Client-Side Encryption
- ✓ Remote Sync & Restore Workflows

## Proxmox Datacenter Manager

### Multi-Cluster Operations

- ✓ Multi-Cluster Visibility
- ✓ Centralized Metrics & KPIs
- ✓ RBAC & Search
- ✓ Cross-Cluster Live Migration
- ✓ Centralized Update Management

# Mature Platform. Changed Commercial Model.

VMware remains a mature enterprise platform. The issue is not capability. It is commercial model, packaging, renewal exposure, and ecosystem dependency.

01

## Subscription-Only Licensing

Perpetual licences retired; the platform now runs on recurring term subscriptions.

02

## Core-Based Packaging

VCF / VVF bill on total physical CPU cores, with raised per-CPU minimums.

03

## Fewer Bundles, Less Choice

A catalogue of 8,000+ SKUs was consolidated into a handful of fixed bundles.

04

## Ecosystem Dependency

Deep vSAN / NSX / Aria adoption raises renewal exposure and switching cost.

16 → 72

Reported per-CPU core minimum increase (April 2025)

8,000+ →  
4

SKUs consolidated into a few core bundles

800-  
1,500%

Cost increases reported for some customers

### Bottom Line

Renewal uncertainty and reduced architectural control are pushing many IT teams toward a serious alternative assessment.

# A Polished, Integrated HCI Platform

Nutanix is a strong commercial HCI platform for organizations that want an integrated, vendor-led operating model: AHV virtualization, Prism management, and integrated data services in one supported stack.



## Integrated HCI Stack

Compute, storage, and virtualization unified in one platform.



## AHV & Prism Operations

Built-in hypervisor with centralized Prism management.



## Enterprise Vendor Support

A single commercial relationship, roadmap, and data services.



## Operational Consistency

A consistent operating model across supported deployments.

### The Trade-Off

**Commercial terms and capability scope are quote, edition, and add-on dependent. Buyers should validate edition, add-ons, hardware, support, and renewal structure before committing.**

The Proxmox Infrastructure Stack

# Open Control, Production Capability, Lower Lock-In

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Proxmox VE 9.2, Proxmox Backup Server, and Proxmox Datacenter Manager together create a stronger alternative for organizations that want open infrastructure, integrated backup, multi-cluster visibility, and lower platform lock-in.

- ✓ KVM + LXC Virtualization
- ✓ Dynamic Load Balancer (VE 9.2)
- ✓ ZFS & Ceph Storage Choices
- ✓ Proxmox Datacenter Manager
- ✓ HA & Live Migration
- ✓ SDN: WireGuard, BGP, EVPN
- ✓ Proxmox Backup Server
- ✓ Open, Transparent Operating Model

Why Proxmox Is Different

# Not Just A Cheaper Hypervisor. A Complete Open Infrastructure Stack.

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The real value is lower lock-in, transparent cost, full infrastructure control, integrated backup, and multi-cluster management, not a cheaper licence alone.

## Virtualization

KVM, LXC, HA, and live migration in one platform.

## Storage

ZFS, Ceph, NFS, iSCSI, and external storage.

## Network

SDN with WireGuard, BGP, and EVPN improvements.

## Backup

Proxmox Backup Server: deduplication, encryption, remote sync.

## Management

Proxmox Datacenter Manager: multi-cluster visibility, RBAC, search.

## Operations

APIs, update management, monitoring, documentation, managed support.

Open Economics & Control

# Lower Lock-In, Greater Control

The strongest case for the Proxmox Infrastructure Stack is not a number on a quote. It is an open foundation, flexible hardware, integrated backup, and multi-cluster control you keep, with a predictable subscription model and lower platform lock-in.



## Open-Source Foundation

A KVM and Linux base, with no black-box platform lock.



## Flexible Hardware Choice

Broad commodity-server support, not a narrow compatibility list.



## Integrated Backup & Recovery

Proxmox Backup Server built into the stack, not bolted on later.



## Multi-Cluster Control

Proxmox Datacenter Manager visibility across distributed clusters.

Final fit depends on workload and architecture and is subject to assessment. Computer Port sizes the full stack for your environment.

## The Practical View

# Stack-Level Comparison

Dimension	VMware Stack	Nutanix Stack	Proxmox Infrastructure Stack
Virtualization	ESXi / vSphere	AHV	Proxmox VE 9.2 / KVM
Containers	Requires additional platform choices	Platform-dependent capabilities	Native LXC containers
Cluster Operations	vCenter / VCF tooling	Prism	Proxmox VE clustering + PDM visibility
Multi-Datacenter Management	VCF / Aria ecosystem	Nutanix management ecosystem	Proxmox Datacenter Manager
Backup & Recovery	Usually third-party / additional tooling	Nutanix data protection / add-ons	Proxmox Backup Server
SDN / Networking	NSX	Nutanix networking features	Proxmox VE SDN: WireGuard, BGP, EVPN
Storage	vSAN / enterprise storage	Integrated HCI storage	ZFS, Ceph, NFS, iSCSI, external
Dynamic Workload Placement	Mature DRS-style tooling	Prism / AHV operational controls	Dynamic Load Balancer (VE 9.2)
Cost Visibility	Contract / renewal dependent	Quote-based / commercial	Open, transparent model
Architecture Control	Strong, but ecosystem-bound	Integrated commercial stack	Open, flexible, hardware-independent
Best Fit	Deep VMware-standardized enterprises	Commercial HCI standardization	Open private cloud, cost control, distributed modernization

Directional summary for evaluation. Final fit depends on workload and architecture and is subject to assessment.

Operations, Not Only Virtualization

# Why PBS And PDM Change The Comparison

Most VMware and Nutanix buyers are not only asking whether the hypervisor works. They are asking: how do we back up workloads, how do we recover, how do we manage multiple clusters, and how do we operate distributed infrastructure?

## Proxmox Backup Server

- ✓ Incremental Backup
- ✓ Deduplication
- ✓ Zstandard Compression
- ✓ Client-Side Encryption
- ✓ Remote Sync To Other Locations
- ✓ Restore Workflows & Verification
- ✓ Offsite Repository Design

## Proxmox Datacenter Manager

- ✓ Central Cockpit, Single Pane Of Glass
- ✓ Multi-Cluster Visibility
- ✓ Proxmox VE & PBS Overview
- ✓ RBAC & Custom Views
- ✓ Powerful Search Across Resources
- ✓ Cross-Cluster Live Migration
- ✓ Centralized Update Management

### The Shift

This moves Proxmox from a virtualization-only discussion to an infrastructure operations discussion.

**Note:** PBS improves recoverability when implemented with hardened backup design, offsite sync, retention controls, and restore validation. PDM closes an important enterprise management gap for distributed Proxmox environments.

## Migration Discipline

# Success Depends On Architecture, Backup, And Operations

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Moving VMs is not the migration. Building an operating model is the migration, delivered as a structured program, subject to assessment.

**1** Discovery

**2** Licensing Exposure Review

**3** Target Architecture

**4** Backup & Restore Design

**5** Pilot Migration

**6** Validation & Benchmarking

**7** Production Wave Migration

**8** Rollback Planning

**9** Documentation & Knowledge Transfer

**10** Managed Operations Handover

De-Risking The Move

# Enterprise Migration Risk Controls

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A disciplined migration is governed by controls at every stage. We do not claim zero downtime; we engineer to minimise risk and protect recoverability.

- ✓ Pre-Migration Backup Review
- ✓ Restore Validation
- ✓ Pilot Workloads
- ✓ Dependency Mapping
- ✓ Knowledge Transfer
- ✓ Change Window Planning
- ✓ Rollback Decision Points
- ✓ Parallel Run Support Where Required
- ✓ Post-Migration Monitoring
- ✓ Managed Support

## Decision Guide

# Which Stack Fits Which Buyer?

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### **VMware Stack**

Best for organizations deeply standardized on VMware, NSX, vSAN, Aria, or operational processes already built around the VMware ecosystem.

### **Nutanix Stack**

Best for organizations that want a polished, commercial, integrated HCI operating model and are comfortable with vendor-led platform standardization.

### **Proxmox Stack**

Best for organizations that want open infrastructure, open economics, flexible hardware, integrated backup, multi-cluster visibility, and lower platform lock-in, with proper engineering and support.

Start With An Assessment, Not A Commitment

# Book A Free VMware Exit Assessment

A structured readiness session before any platform decision. No obligation to migrate.

- ✓ Current Environment Review
- ✓ Proxmox Fit Assessment
- ✓ Migration Feasibility
- ✓ Licensing Exposure Discussion
- ✓ Backup & DR Review
- ✓ High-Level Cost Comparison

→ [Book A Free VMware Exit Assessment](#)

[📄 Explore Virtualization & HCI Services](#)

Delivered by Computer Port IT Solutions · Official Proxmox Silver Partner in India.

For The Record

# Sources & Citations

Claims in this document are conservative and source-based. Figures attributed to third-party coverage are labelled as reported and are not a guarantee of your outcomes.

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[VMware Exit Strategy](#)

[Virtualization & HCI](#)

[Proxmox Backup & DR](#)

[Book An Assessment](#)

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