

Virtualization Strategy Brief

ILLUSTRATIVE EXAMPLE

Meridian Foods & Distribution

Fictional company | Fictional data | Demonstration purposes only

Independent infrastructure advisory

This brief illustrates the type of output a Nettelix engagement can produce.
It is not sufficient to make a real platform, licensing, architecture, or migration decision.

Executive brief

A sample conclusion based on a fictional discovery profile.

SAMPLE OUTPUT ONLY - This is not a recommendation for any real organization.

Recommended direction

Optimize and renegotiate the current platform for an 18-24 month bridge while launching a segmented migration pilot and designing the target hybrid operating model.

Why this direction

It preserves near-term service stability, creates commercial leverage, and avoids forcing every workload through one migration path.

What it does not assume

Renewal is not treated as the final architecture. Migration is not treated as one event. Cloud is not treated as the default destination.

Immediate decision gate

Approve a 90-day validation phase before signing a long-term agreement or committing the full estate to a replacement platform.

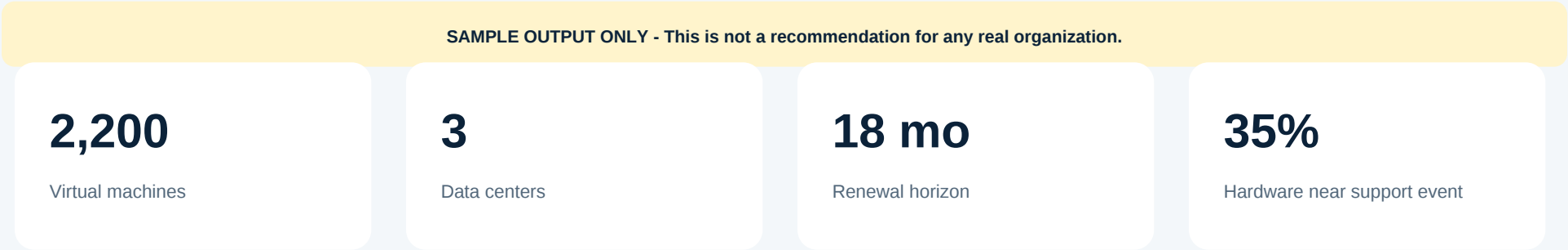
SAMPLE EXECUTIVE CONTEXT

The fictional organization operates three data centers and approximately 2,200 virtual machines. Its renewal is due within 18 months, hardware support dates are uneven, disaster recovery evidence is incomplete, and application dependencies are not consistently documented. These conditions make a one-step platform decision premature.

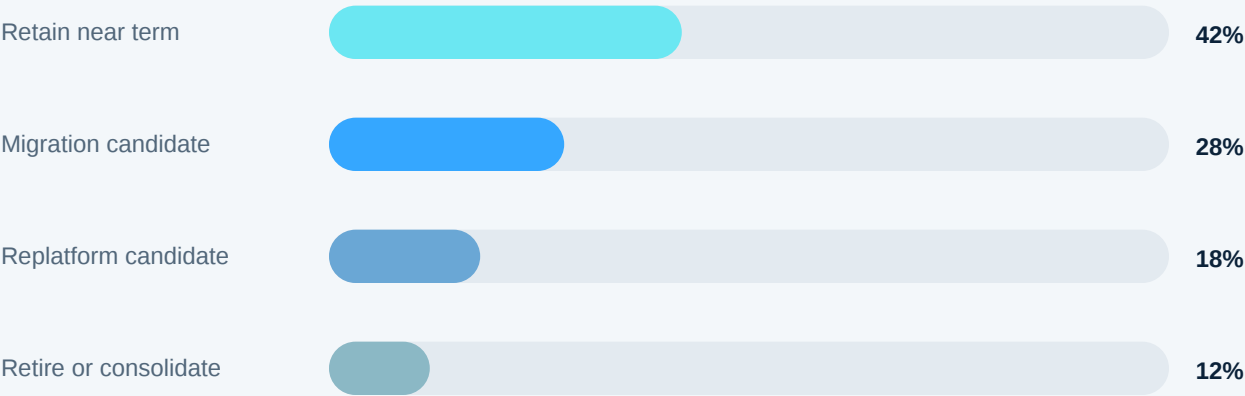
Executive implication: preserve optionality now, validate workload paths next, and negotiate only after credible alternatives are documented.

Current-state findings

Illustrative signals that would shape the decision - not a complete assessment.



Illustrative workload disposition



Constraint

Application ownership and dependency data are not complete enough for migration-wave design.

Exposure

The renewal and hardware timelines create different deadlines that must be separated.

Opportunity

A bridge strategy can create time for evidence-based workload segmentation and commercial competition.

Strategic paths considered

The output explains why paths advance, pause, or require more evidence.

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PATH	SAMPLE DISPOSITION	RATIONALE	NEXT EVIDENCE
Renew current	BRIDGE ONLY	Lowest near-term disruption, but does not resolve concentration or lifecycle exposure.	Negotiated term, unit economics, exit rights
Optimize + renegotiate	ADVANCE	Creates time and leverage while correcting footprint, licensing, and operational waste.	Rightsizing evidence, contract baseline
Migrate hypervisor	PILOT	Credible for selected workloads, but compatibility and operating effort must be proven.	Pilot cohort, tooling, recovery test
Replatform	TARGETED	Strong for selected applications, not a blanket answer for the existing estate.	Application roadmap, modernization funding
Redesign hybrid	DESIGN NOW	Best long-term optionality when workload placement and operating model are explicit.	Target architecture, governance, skills plan
This is a narrative summary. A real recommendation would be supported by workload evidence, commercial analysis, architecture validation, and an executable transition plan.			

Illustrative economics and risk

Directional ranges reveal tradeoffs; they do not replace a validated business case.

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Sample three-year modeled range (\$M)



Risk concentration

Migration execution

High until dependencies, recovery, migration tooling, rollback, and support coverage are proven.

Commercial exposure

Medium-high until licensing scope, renewal terms, unit metrics, and exit protections are normalized.

Operational readiness

Medium until skills, ownership, tooling, and the target support model are established.

Illustrative figures only. Real economics require validated inventory, demand, contract terms, labor, facilities, support, transition, financing, tax, and risk assumptions.

Recommended validation roadmap

The sample recommendation creates decision gates before irreversible commitments.

SAMPLE OUTPUT ONLY - This is not a recommendation for any real organization.

0-30 DAYS

Establish facts

- Normalize inventory and entitlements
- Confirm renewal and support dates
- Segment workloads and owners
- Define decision governance

31-90 DAYS

Create leverage

- Rightsize and remediate waste
- Issue comparable commercial scenarios
- Design and run a migration pilot
- Validate recovery and rollback

3-6 MONTHS

Select the path

- Complete target architecture
- Approve workload dispositions
- Negotiate bridge and exit terms
- Fund the transition roadmap

6-18 MONTHS

Execute by wave

- Move low-risk cohorts first
- Measure economics and service
- Retire duplicate tooling
- Reassess each decision gate

Decision gates: credible alternative proven | bridge terms acceptable | target architecture approved | migration readiness demonstrated

Why this is only a starting point

A real decision requires substantially more evidence than any sample report can show.

This sample is not a decision.

It demonstrates the shape of an executive deliverable. It cannot determine what any organization should renew, migrate, replatform, or redesign.

A defensible engagement examines:

- Inventory and entitlement reconciliation
- Workload telemetry and performance baselines
- Application dependency and ownership mapping
- Availability and recovery requirements
- Security, identity, and compliance controls
- Hardware lifecycle and facilities constraints
- Licensing rights and contractual obligations
- Comparable vendor and channel proposals
- Transition labor, tooling, and coexistence
- Skills, support, and operating model
- Migration pilots, testing, and rollback
- Governance, funding, sequencing, and decision gates

USE THE SAMPLE TO FRAME THE CONVERSATION. USE THE WORKING MODEL TO BEGIN THE ANALYSIS.

Download the editable VX Decision Model at nettelix.netlify.app/vx-strategy-model.html