



# Continuity Campaign

Protect Your Margins. Grow with OVHcloud.



# Your Business Continuity Options with OVHcloud

**Retain sovereignty · Protect margins · Secure continuity**

Broadcom's partner ecosystem evolution is reshaping the market and creating a unique opportunity for partners to redefine their positioning and growth strategy. OVHcloud supports this transition by offering multiple continuity and growth paths, tailored to your business model:

- **VMware on OVHcloud**
- **On-premises cloud platforms**
- **Alternative solutions such as Nutanix, OVHcloud Bare Metal, and more**

As a Pinnacle Partner, OVHcloud enables you to continue serving your customers with confidence, migrate at your own pace, and protect your margins while unlocking new growth opportunities.

**Protect Your Margins. Grow with OVHcloud.**

## What OVHcloud Can Offer

Challenge for Partners	OVHcloud Response
→ Loss of Broadcom partner status	→ Full product portfolio including VMware licences
→ Risk to existing licence customers	→ Business continuity solutions
→ Migration complexity & cost	→ Free scoping + migration support
→ Margin pressure	→ Financial incentives & discounts
→ Sovereignty concerns	→ European, sovereign cloud

**Financial incentives and margin:** By joining the OVHcloud Partner Program, partners can access financial incentives, discounts, marketing support, enablement, and a long-term margin-protective model designed for sustainable growth.



**Supported migration:** To help partners make informed decisions, OVHcloud offers an initial 8 hours of free Professional Services to scope migration and continuity options. This phase includes technical and business assessment and does not require any upfront commitment.

Included	Details
→ Professional Services	→ Up to 8 hours – free
→ Scope	→ Technical & business assessment
→ Outcome	→ Clear migration & continuity options
→ Commitment	→ None

**Free trial:** Following the scoping phase, partners may access a free trial of VMware on OVHcloud, subject to approval. This allows validation of performance, cost, and operational fit using real workloads in a sovereign cloud environment.

**Migration incentives:** When partners decide to move forward, OVHcloud provides migration assistance, financial incentives, discounts, credits, and access to a dedicated support team to reduce risk and complexity during the transition.

Benefit	What You Get
→ Partner Program	→ Financial incentives & discounts
→ Marketing Support	→ GTM & campaign enablement
→ Enablement	→ Dedicated partner support
→ Margins	→ Long-term, predictable economics

## Options by Customer Type

Because your business should never be blocked, OVHcloud offers different options for both your new and existing customers, allowing you to continue operating while choosing the right path forward.

**For your new customers,** partners can directly onboard workloads on VMware on OVHcloud (HPC), leveraging a sovereign, predictable, and enterprise-grade infrastructure so you can keep running your business from day one.

Use Case	Recommended Option
→ New VMware workloads	→ VMware on OVHcloud

For existing or legacy customers, multiple paths are available following the Professional Services scoping phase:

- **VMware on OVHcloud**
- **On-Premise Cloud Platform (OPCP)**
- **Alternative architectures such as Bare Metal, Nutanix, or other OVHcloud solutions**

Customer Situation	Available Options
→ VMware continuation	→ VMware on OVHcloud (HPC)
→ Hybrid / on-prem needs	→ On-Premise Cloud Platform (OPCP)
→ VMware not suitable	→ Bare Metal · Nutanix · Alternatives

OVHcloud provides **100+ products across multiple universes**, enabling tailored - not forced - migrations

## Why OVHcloud?



**European Cloud**  
Built for sovereignty



**Open Architectures**  
No vendor lock-in



**Multi-Technology**  
VMware, Nutanix, Bare Metal



**Partner-First**  
Long-term ecosystem strategy

## Next Steps

### Step Action

- Book a call with our dedicated team
- Start **free migration scoping**
- Select the right continuity path

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# Multiple offers to suit your needs with VMware on OVHcloud

