

# Cost Control And Predictability

From VMware Licensing To  
Private Cloud Economics

**When the rules change, so does the bill.  
The problem? You only find out after.**

# What You'll Walk Away With

Understand the real drivers of cost volatility.

Reduce waste without risking stability.

Build a forecastable run-rate model.

## Who This Is For

CIOs, CTOs, Infrastructure Leaders, Finance Partners, And Risk Owners



# The Cost Conversation Is Now Executive-Level

VMware costs used to be an operational detail. You planned refresh cycles, you budgeted support, and you knew roughly where the line items would land. Then licensing models shifted, bundles changed, and core-based maths started distorting forecasts.

Now the same platform decision triggers three different reactions inside the business. Finance wants predictability. Security wants certainty. Delivery teams want speed. Everyone is right, and the renewal clock does not care.

This is why cost control has stopped being a procurement task. It is platform strategy. The organisations doing this well are not chasing the cheapest number this year. They are building an environment where next year's cost is clear and defensible.

## Key Takeaway

Financial predictability is operational resilience in action.

# What You Are Really Paying For

Licensing is visible. Leakage is not.

## The VMware Cost Stack

### Licensing And Entitlements

Core counts, bundles, minimums, and true-ups.

### Support And Maintenance

Renewal timing pressure and recurring commitments.

### Tooling Around The Platform

Backup, DR, monitoring, security, automation.

### People And Process

Specialist effort, manual work, and knowledge silos.

### Infrastructure And Facilities

Hardware lifecycle plus power, cooling, space.

### Hidden Waste

Sprawl, overprovisioning, orphaned storage, idle capacity.

## What This Means

Cost volatility is usually the symptom.  
Complexity is usually the cause.

# Why The Forecast Keeps Breaking

## What Finance Hears

“We need more budget.”  
“The renewal changed.”  
“The usage grew.”  
“We will optimise next quarter.”

## What Finance Needs

A stable run-rate they can forecast.  
Accountability by owner and workload.  
A model where efficiency is rewarded.

## The Rule

If you cannot explain the bill simply, you cannot control it.

# Where Private Cloud Wins, And Where **It Does Not**

## The Decision Filter



### **Is the workload steady-state?**

If yes, pay-as-you-go often becomes pay-forever.



### **Is governance or sovereignty non-negotiable?**

If yes, control and auditability become part of the economics.



### **Is cost predictability a board requirement?**

If yes, fixed capacity plus discipline can outperform variable billing.

## Reality Check

Private cloud is not cheaper by default; only when it's run with discipline.

# The Run-Rate Model That **Stops Surprises**

The 3 Numbers That Matter

**1**

## **Your Unit Cost**

Choose one unit and commit:  
per VM, per app, or per service.

**2**

## **Your True Run-Rate**

Licensing, support, tooling,  
people, facilities, refresh.

**3**

## **Your Waste Factor**

Idle, oversized,  
duplicated, orphaned.

## **Why This Works**

Once you can see these three numbers, you can govern them. Before that, you are **negotiating in the dark.**

# FinOps Works On-Prem Too

Waste does not disappear on-prem. It just stops arriving itemised. FinOps principles still apply because visibility and accountability are what keep shared platforms efficient.

## The 3 Rules

### Make Ownership Obvious

Every workload has a named owner.

### Make Cost Visible

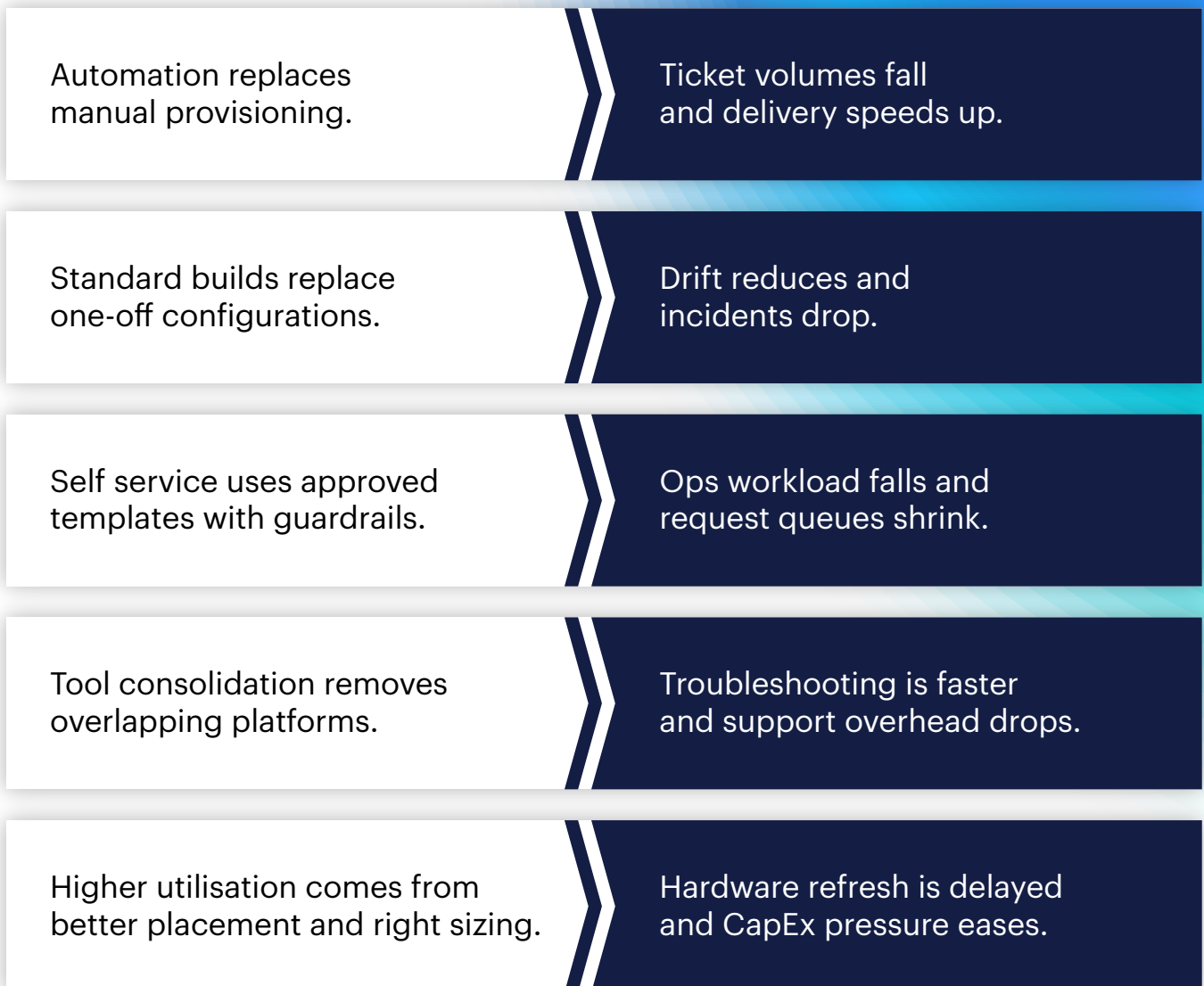
Showback first. Chargeback where it fits culture.

### Make Waste Uncomfortable

Reclaim cycles are normal, not political.

# The Savings You Feel Before You Measure

## Cause And Effect



## The Warning

Most cost programs fail because they ignore operational reality.

# De-Risking The Move

## Typical Risk Points And How To Address Them

If renewals become unpredictable,  
build options before the next renewal cycle.

If migration risk blocks action,  
pilot a low-risk workload and measure outcomes.

If skills gaps slow momentum,  
build a platform team and invest in early upskilling.

If projects overrun and lose support,  
stage investment and use decision gates.

## The Reality

If you cannot migrate it safely,  
you cannot claim you have control.

# What Predictability Looks Like in Practice

## Common Patterns We See

Organisations that succeed in controlling IT cost tend to focus on a few consistent principles:

- They establish visibility across their full cost stack.
- They make waste and ownership clear.
- They reduce unnecessary complexity.
- They act in stages, not in a single sweeping change.

## Decision Checklist

Use this checklist to evaluate how close you are to achieving predictability.

- We can explain our run-rate in plain language.
- We know where waste is hiding and who owns it.
- We have a credible path to predictability within 12 months.
- We are not relying on a risky, all-at-once transition.

## The Bottom Line

Cost control is a strategy.  
Predictability is the outcome.

# A Practical Next Step

When cost control and predictability matter more than platform preference, the next move is understanding what you're really paying for, and why.

That's the work we help organisations do every day.

If you're ready to take that first step, we're here to help you find the best way forward.

## Evolution Systems

Specialists in tailored managed services, private cloud, and cyber security solutions that drive growth, resilience, and operational confidence.

Want to explore what predictability could look like in your IT strategy? Get in touch to start the conversation.

**Control isn't about cutting costs.  
It's about clarity over spend and outcomes.**

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 +61 2 9304 4400     [support@evolutionsystems.com.au](mailto:support@evolutionsystems.com.au)

Suite 6.04, 247 Coward Street, Mascot NSW 2020, Australia