

Cut legacy VM exposure without a big-bang rewrite

What's the offer?

Stop treating modernization like a rewrite. Spectro Cloud enables customers to run VMs and containers side-by-side on the same Kubernetes cluster and manage them in one place. The VM Migration Assistant and Spectro Cloud's partner network help orchestrate the modernization at their pace with no big-bang refresh required.

Who will buy it?

Retail (big box / specialty) and Quick Service Restaurants

- **Outcome:** Higher uptime for POS, ordering, and kitchen systems; fewer "truck rolls" and faster recovery when locations fail.
- **Why now:** Lots of distributed sites, limited onsite IT, and high cost of downtime.
- **Where you win:** Standardized deployment packages, predictable lifecycle, and the ability to introduce cloud-native apps while keeping VM workloads stable.

Healthcare (providers / payer ops)

- **Outcome:** Reduce operational risk while modernizing clinical and back-office apps (no disruption, cleaner upgrade path).

Business value

- Easy, preconfigured setup
- Streamlined operations
- Clear path for cloud-native innovation while supporting legacy VMs
- Lower total cost of ownership

- **Why now:** Critical apps can't be "paused" for refactoring; modernization needs governance and predictable operations.
- **Where you win:** Unified VM and container management and a smoother migration process vs. fragmented toolchains.

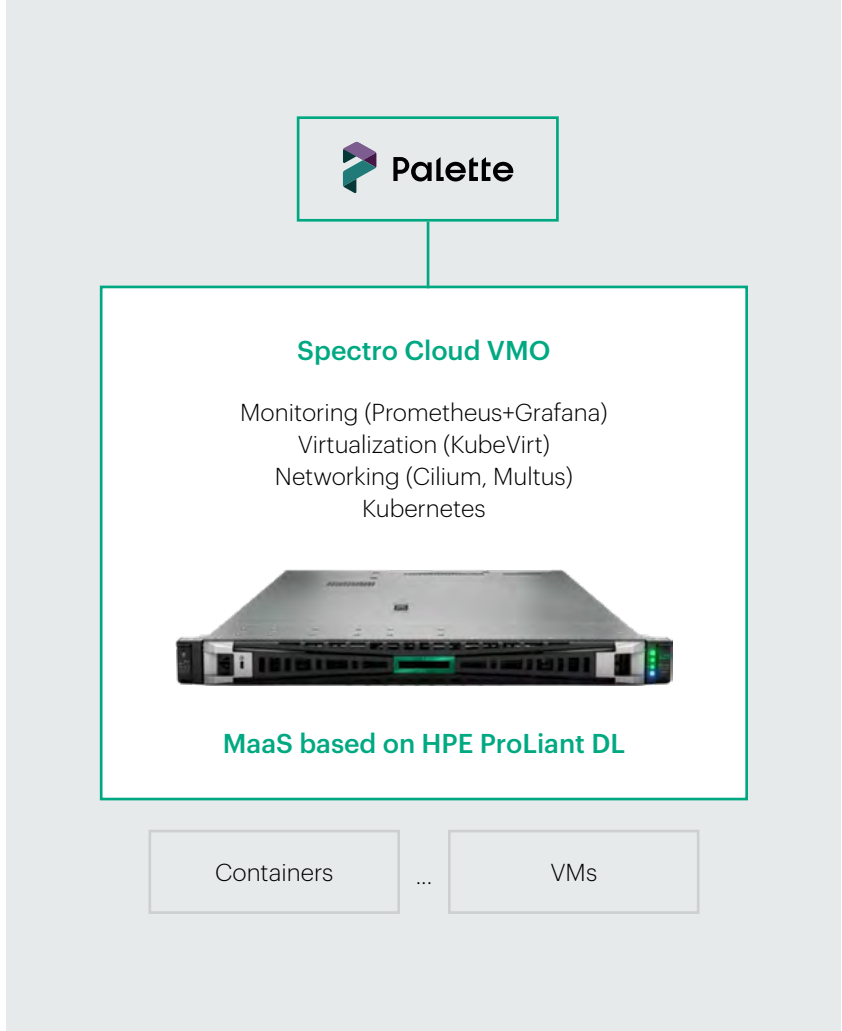
Financial Services (banking / insurance)

- **Outcome:** Reduce platform cost/lock-in risk while maintaining reliability and change control.
- **Why now:** Virtualization cost pressure and risk teams don't want "net-new sprawl" across multiple vendors and tooling stacks.
- **Where you win:** Solution-in-a-box / validated integration and simpler procurement; "ready-to-quote" motion that removes friction.

85%

of IT decision-makers want a single, unified platform to manage both containers and VMs¹.

¹ Forrester and VMware, October 2025, "[Forrester Opportunity Snapshot: A Single Platform Approach to Managing Containers and VMs](#)."



Customer pain points and solution benefits

Pain point	Solution benefit
Escalating VMware licensing costs	The Spectro Cloud and HPE VM & CM liftoff kit is a fraction of the cost of VMware and prepares enterprises for a cloud-native, containerized future.
Complex marketplace for VMware alternatives	Customers have flexible options for operating and consumption models (cloud-first, VM-only, VMs and containers, and edge).
Fragmented, uncertain process for VM migration	Customers experience a smooth transition, whether it’s from VM to VM or from VM to container, with more modern operating patterns.
Implementing new solutions can involve working with multiple vendors, and putting together components that can be difficult to integrate	Solution-in-a-box: Fully validated, integrated (hardware and software) solutions built at HPE’s factory. Right-sized configurations to fit any deployment, from small to XL.
New solutions often come with unpredictable pricing models and the need to manage time-consuming, complex procurement processes	Ready-to-quote same day with competitive prices.

Solution components

- The Spectro Cloud Palette platform with VMO simplifies VM migration. VMO allows customers to run containers and VMs side-by-side at scale on HPE infrastructure. The [VM Migration Assistant](#) helps orchestrate and streamline the transition.
- HPE ProLiant Compute servers are available in a range of sizes (DL20, DL360, and DL380) to accommodate varying workload and scalability requirements.
- Intel® Xeon® 6 processors can improve rack density by up to 2.7x over prior-generation Intel Xeon processors² and are engineered for efficiency and low total cost of ownership.
- TD SYNnex, from whom you can obtain the solution, is a global leader in IT solutions orchestration and technology distribution.

What are my next steps?

For help with:

- Sizing and deployment
- Technology review
- Pricing
- Any other questions

Reach out to the following partners:

HPE.IntegratedSolutions.US@tdsynnex.com

More resources

[Spectro Cloud home page](#)
[HPE ProLiant Compute webpage](#)
[Intel Xeon 6 processors](#)

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² Product Brief: [Intel Xeon 6 Processors](#)

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