

# Joint Value Proposal

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## At-a-Glance

After announcing their partnership in September 2024, VergelO and Storware have reached a new milestone: an integrated data center operating environment with a complete backup and disaster recovery solution and robust protection against ransomware attacks. This cooperation meets the request for a turnkey solution with minimal technical setup without sacrificing high availability or workload scalability.

## About Storware & VergelO

Storware is a European vendor of an enterprise data backup and recovery system characterized by stability and excellent integration possibilities. It secures data of virtual machines, containers, and cloud environments, including Microsoft 365, applications, and storage providers. Moreover, Storware enables corporate data to be stored in multiple backup destinations, such as file systems and object storage, tapes and can act as a proxy for enterprise backup providers. It offers support for the largest number of vendors on the market, both open and commercial. Storware successfully offers products through the worldwide distribution and partner channel. The Company was set up in 2013 in Warsaw, Poland.

VergelO represents the future of virtualization and is the leading alternative to VMware. Unlike hyperconverged infrastructure (HCI), its ultraconverged infrastructure (UCI) collapses the traditional IT stack (computing, storage, and networking) into a unified data center operating environment known as VergeOS. This efficiency allows for greater workload density on existing hardware while enhancing data resiliency. The outcome is significantly reduced costs, improved availability, and a much simpler IT environment.

## Common Customer Pain Points Solved by this Partnership

- The complexity of operating a multi-layer IT infrastructure
- Increased TCO expenses and hidden cost
- On-going process of refreshing hardware
- Necessity for performance optimization and rapid scalability
- Compatibility issues during the transition from VMware
- Handling multi-site deployments efficiently
- Low resiliency to hardware failure or data loss events

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## Mutual benefits of Storware & VergeIO:

### Licensing and Cost Structure:

VergeIO and Storware provide a clear licensing model that can be adapted to real resource usage and easily predict future expenses in the long term. For instance, companies could achieve nearly 45% cost savings compared to traditional solutions.

### Ecosystem and Integrations:

Storware demonstrates proven integration results with VergeIO. With its user-friendly guidance, Storware Backup and Recovery offers a straightforward, integrated console for managing backup jobs, while VergeOS allows for the creation of an encapsulated virtual data center.

### Hardware Flexibility:

VergeOS enables rapid deployment, providing flexibility in mixing existing and new servers without functionality loss and upgrade urgency.

### Scalability & Performance Consideration:

Customers can easily predict, plan, and scale business during rapid changes in business needs. VergeOS empowers to deliver more performance from existing hardware setup to bring stability and security and provides linear scaling as the demands for more compute or storage capacity warrant simply by adding nodes specific to the demand of the environment.

### Operational Simplicity:

VergeOS includes an enterprise-class hypervisor, storage services, and complete Layer 2 and 3 network functionality. Customers will get a simplified, integrated IT data center infrastructure with robust data protection, resilience, and long-term data retention.

### Comprehensive Backup and Archive:

Storware Backup and Recovery solution guarantees customers effective data protection. With Storware streamlined console managing backup became more instant and powerful. Storware's efficient backups with changed block tracking, support for existing backup hardware allow customers to minimize disruptions, reduce cost and secure long-term data retention.

### Multi-Tenant Architecture:

Storware Backup and Recovery fully supports the multi-tenant architecture of VergeOS, delivering secure, isolated data protection for each tenant environment. Backup policies, retention periods, and storage destinations can be configured independently for each tenant or project. This ensures complete data isolation, centralized management, and flexible protection tailored to multi-tenant infrastructures.

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## Customer empowered by Storware and VergeIO:

**Geo:** Primarily within the USA, but also worldwide approach.

**Domain:** Telecommunications, hosting providers, MSP and other industries.

**Hypervisors Preferences:** Current users of VMware and other KVM distributions seeking alternatives.

**Budget expenses:** Aim to reduce TCO upfront and long-term associated with traditional virtualization platforms.

**Experience level:** No requirement for VergeOS certification, simplified operations with user-friendly deployment and management process.

**Hardware setup:** Minimal technical setup, for example 1-2 nodes could be used as a starting point, which is not forced for upgrade to support an upcoming version of software.

**Key needs:** Cost control and operational stability.

## Frequently Asked Questions:

### Storware

#### Is Storware a new player in the data protection market?

Storware has been delivering reliable solutions for over 10 years and serves more than 4,000 customers worldwide, including in North America. Furthermore, Storware collaborates with a broad network of commercial partners and technical alliances to provide customers with a powerful product for robust backup and data recovery solutions.

#### How does Storware license?

Before selecting the appropriate licensing option, customers can take advantage of a free trial to explore the benefits of an enterprise-grade backup and recovery solution tailored to their business needs. Storware provides both subscription-based licensing and perpetual licensing models, offering flexibility with various term options.

## How to get started with VergeOS?

The best way to get started with VergeOS is a structured, hands-on approach:

1. **Schedule an Architecture Overview & VMware Exit Planning Session** – Understand VergeOS architecture and plan a smooth transition from VMware.
2. **Try the Hands-On Lab** – Explore VergeOS features in a guided, self-paced environment.
3. **Start a Free, Guided Proof of Concept** – Deploy VergeOS in your environment with expert support from our Solutions Architects.

Each step ensures a risk-free transition to a more efficient, scalable, and cost-effective platform.

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## Contact

Visit [Storware website](#)

Visit [Verge.io website](#)

See common webinar: [How To Protect a VMware Alternative](#)