



USE CASE: Data Centre (Virtualised and Hyperconverged Infrastructure)

VATES Management Stack

Version 8.3 LTS

Offering summary

VATES Virtualization Management Stack (VMS) uses the XCP-ng hypervisor, which is based upon the Xen Project hypervisor. All features of XCP-ng are available for free¹.

Xen was launched over two decades ago and remains a viable alternative to KVM. VMS extends XCP-ng with Xen Orchestra (XO) for management and administration. Optional components include:

- XOSTOR for hyperconverged storage
- XO-PROXY to offload backup tasks
- DevOps Tools for automation.

Virtified expects VATES to deliver increasing functionality through 2028, driven by commercial adoption and migration opportunities among small and midsize VMware customers. Key areas requiring further investment include GPU support, advanced security and resource scheduling.

Support pricing for VMS is based on ticket count, response time and support hours (24x7 or business hours). It is measured per host, irrespective of CPU or core count². XCP-ng is available with a long-term support (LTS) option.

Strengths

1. **Expertise:** VATES has deep knowledge of XCP-ng and a singular focus on developing the offering.
2. **Sovereign capabilities:** VMS will satisfy most sovereign requirements for organisations outside the USA.
3. **Open source:** VATES is committed to delivering free and open-source software yet operates with an understanding of the need and financial benefit of satisfying enterprise support requirements.

Challenges

1. **Advanced functionality:** VMS provides the majority of standard functionality but the investment in new functionality is constrained in comparison to other VHCI offerings.
2. **Revenue:** Although VATES is showing signs of strong growth, it is starting from a relatively low revenue base.

VATES Management Stack

VATES

Data centre use case	
Compute	S
Containers & Cloud-Native Integration	B
Core	L
Data Protection & Resiliency	L
Hardware Acceleration & Offload	S
Identity and Access Management (IAM)	S
Management and Administration	S
Memory	S
Network	S
Security	B
Software-Defined Networking	B
Software-Defined Storage	B
Storage Interconnect	S
Storage Services	S
Virtual Resource Management	L
Customer Sentiment (Offering)	/
Documentation	-
Provider	
Financial Viability	?
Corporate Governance	?
Environmental Sustainability	?
Customer Sentiment (Provider)	/
Customer Sentiment (Support)	/
Partner Sentiment (Provider)	/
Value	+

Legend

L	Leader	+	Positive
A	Advanced	/	Neutral
S	Standard	?	Unclear
B	Basic	-	Negative

The Virtified Loops for VHCI evaluate over 100 technical criteria and a specific set of business metrics. Different weightings are applied to each use case. Virtified Loops are an independent and objective review of the provider and offering, which has been undertaken by Virtified Pty Ltd on a best-effort basis and in the interests of supporting improved decision-making. Virtified Pty Ltd does not receive any financial compensation for the analysis contained therein. Put simply, Virtified Loops are not 'cash for comment'.

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Recommendations

1. Consider VMS for general data centre use cases requiring standard functionality. Include it as a potential alternative to Microsoft and for migration of basic VMware environments.
2. Focus on your existing data centre use cases when evaluating VMS. Pay particular attention to ensuring it meets your organisation's existing needs for data protection and availability, advanced storage (including NVME-oF and native storage services) and containers.
3. Organisations outside the USA: Determine the sovereign benefit of deploying an open-source, European-headquartered solution.
4. Calculate the full cost-benefit of migrating your data centre use cases from VMware to VATES. Compare and contrast the investment relative to establishing a modern infrastructure platform (example: local cloud use case).

Key considerations

1. **Size:** VATES is a niche vendor and its financial viability is tied exclusively to the revenue from its commercial support offerings.
2. **Documentation:** Technical documentation is split across multiple product sites. As a result, additional effort is often required to find the appropriate material.
3. **Partner ecosystem:** To date, VMS has a small number of partnerships and technology alliances. Look for increased certification of enterprise-grade data centre hardware as an indicator of increasing market interest.
4. **Cloud-native:** VATES DevOps Tools highlight investment in delivering a “cloud-like” experience for VHCI that enables “infrastructure as code” in the data centre.
5. **Containers and Kubernetes:** VMS has limited container management capabilities. Like many data centre VHCI solutions, organisations will need to consider supplementing with a proven third-party container platform.

Provider summary

VATES was founded in 2012 and is a key contributor to XCP-ng. It is a strong proponent of open-source software, which increases its appeal to select industries (including public sector, academic institutions, research organisations and the defence industry). European organisations may also favour VATES' headquarters location, in part due to geopolitical considerations.

The provider is of small-medium size today but is dedicated exclusively to providing open-source VHCI solutions. VATES plays an intrinsic role in maintaining XCP-ng and has deep technical expertise with the technology.

VATES is privately-owned and therefore has fewer reporting obligations than publicly-traded companies hence financial data is relatively scarce. Virtified does not penalise private companies; however, VATES did not provide sufficient evidence for environmental sustainability nor corporate governance.

- Website: vates.tech
- Headquarters: France
- Ownership: Private
- Employees: 100
- Customers: Over 1,000

Note 1: See <https://docs.xcp-ng.org/project/licenses/>

Note 2: See <https://vates.tech/en/pricing-and-support/>

For more information go to virtified.com

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