USE CASE: Data Centre (Virtualised and Hyperconverged Infrastructure)

Proxmox Virtual Environment

Version 9.0

Offering summary

Interest in Proxmox Virtual Environment (the "offering")[1] continues to grow, and the offering has a positive sentiment among many technologists. The provider does not publish a catalogue of certified ISV applications or a formal hardware compatibility list. Instead, compatibility with Debian is the default and several server vendors officially support the offering (including Dell, Fujitsu and Lenovo).

Anecdotal data[2] indicates that the majority of production deployments of Proxmox Virtual Environment are of small or medium scale today (although there are examples of larger scale). Many of the customer success stories for the offering come from organisations in the technology sector (including hosting providers).

As is typical of traditional data centre VHCI solutions, the platform offers custom APIs and tools to manage the environment (including pvesh and pvecm). Proxmox Virtual Environment does not offer Kubernetes-native APIs nor is that mandated for this use case. Most enterprises elect to use a different container platform for the data centre use case.

The offering is licensed under GNU AGPLv3[3]. Within the offering it utilises multiple open-source technologies including Debian (with a custom kernel), KVM/QEMU, LXC, Ceph and Open vSwitch.

Strengths

1. **General functionality**: Proxmox Virtual Environment scores well in most technical categories.
2. **Frictionless buying**: pricing is clearly listed on website.
3. **Market sentiment**: expanding community of technical enthusiasts.

Challenges

1. **Support:** refer to Recommendations and Key considerations.
2. **Corporate transparency**: Proxmox does not publicly disclose business metrics that would improve buyer confidence.
3. **Go to market**: Proxmox does not engage in the manner expected by many larger organisations.

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

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. Familiarise yourself with Proxmox's unconventional go-to-market approach and decide if it is compatible with your procurement / vendor management practices.
2. Prioritise Community Edition if you are significantly budget-constrained and are confident in your ability to self-support.
3. Verify your production support requirements and evaluate Proxmox Virtual Environment accordingly.
   - Organisations outside Europe: find a suitable level 1+ support partner.
   - All organisations: find a suitable support partner if you require 24x7 support.
4. Calculate the full cost -benefit of migrating to the offering (from your existing data centre VHCI solution). Compare and contrast the investment relative to establishing a modern infrastructure platform (example: local cloud use case).

Key considerations

1. **Support requirements**: Identifying a suitable support partner will be a primary factor in determining the suitability of Proxmox and its offerings. The majority of enterprises will require a separate provider for level 1-2 support.
2. **Partners:** Proxmox's ecosystem and certification process differ in comparison to most enterprise-grade providers. Verify compatibility, integration and support for your hardware and management tooling (including backup and monitoring).
3. **Kubernetes and containers**: The offering does not provide out-of-the-box compatibility with Kubernetes and it uses LXC.
4. **Hypervisor:** As with all KVM-based offerings, it is critical that you determine what hypervisor functionality is exposed. Evaluating the offering requires a thorough determination of what underlying functionality can be configured and managed using the graphical and text-based interfaces.
5. **Expansion:** The late 2025 release of Proxmox Datacenter Manager adds additional management and administration capabilities but was released after our technical evaluation. It will be included in future.

Provider summary

Proxmox's business is somewhat unique within the market for virtualised and hyperconverged infrastructure (VHI). It's non-traditional approach to sales and support makes many enterprises cautious about strategically committing to the provider.

Proxmox offers direct support as well as through a global network of local, certified support providers.

European organisations may favour the location of Proxmox's headquarters due in part to geopolitical considerations. Proxmox 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, it cannot assess Proxmox in several areas, including financial viability and corporate governance. Virtified has therefore scored Proxmox as unclear.

- Website: proxmox.com
- Headquarters: Austria
- Ownership: Private
- Employees: 50 - 100

Note 1: Proxmox requested that Proxmox Virtual Environment not be abbreviated hence we use "offering" for brevity.
Note 2: Evidence is based on meta analysis and sentiment analysis for the period September 2025 through March 2026 (n=100+).
Note 3: Refer GNU AGPL.

For more information go to virtified.com

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