Virtified

VergeIO VergeOS

Version 26.0

Offering summary

VergeOS offers an innovative solution in the market for virtualised and hyperconverged infrastructure (VHCI). It has solid functionality for data protection and resiliency and has been developed on a single codebase that integrates storage, network and compute (built on KVM). This level of integration allows a more seamless, modern experience across GUI, command line and API. The benefits are evidenced in Virtified's market sentiment analysis[1], which shows VergeOS as being known for its innovative approach and integrated platform. Overall performance was another perceived strength.

VergeOS includes the concept of a 'virtual data center', which enables multi-tenant isolation and aids in creating metering and rate cards. However, this is not a pre-requisite for Virtified's VHCI data centre use case[2]. Nonetheless, this functionality makes VergeOS appealing to IT service providers looking for alternatives to VMware Cloud Director.

The offering has a limited customer base today, but we expect that to expand with greater awareness. The offering already has interest in the education sector and is growing among managed service providers. The latest version of VergeOS adds VergeIQ, which enables basic private AI capabilities based on ollama. Pricing for VergeOS is per node and includes an unlimited storage entitlement.

Strengths

1. **Data protection and resiliency**: Strong capabilities in replication, deduplication, snapshots, clones and immutability.
2. **Integrated solution**: The offering benefits from an integrated approach to design and engineering. Although storage is the standout, VergeOS has integrated capabilities across management and administration, compute and network.
3. **Provider-friendly**: VergeOS provides multiple features critical to hosting and managed services (including multi-tenancy, metering and rate cards).

Challenges

1. **Geographic** coverage: VergeIO's resources are concentrated in the USA. Organisations in other locations may struggle with support and account management.
2. **Corporate** transparency: VergeIO does not publicly disclose business metrics that would improve buyer confidence.

Data centre use case

Compute	B
Containers & Cloud-Native Integration	B
Core	S
Data Protection & Resiliency	A
Hardware Acceleration & Offload	B
Identity and Access Management (IAM)	S
Management and Administration	S
Memory	B
Network	S
Security	B
Software-Defined Networking	B
Software-Defined Storage	L
Storage Interconnect	B
Storage Services	B
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	+

Legend

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

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Recommendations

1. Consider VergeOS when multi-tenant isolation and data protection are critical requirements. Key candidates include academic and research institutions, federated business models/structures, hosting and managed service providers.

2. Consider VergeOS when software-defined storage is a key requirement.

3. Determine the suitability of VergeOS for your virtual compute and memory requirements.

4. Undertake financial due diligence to ensure that VergeIO meets your organisation's procurement requirements and policies for vendor viability.

5. Calculate the full cost-benefit of migrating your existing data centre workloads from VMware to VergeOS. Compare and contrast the investment relative to establishing a modern infrastructure platform (eg., local cloud use case).

6. Investigate VergeIO's roadmap for VergeOS and its plans for further development of private AI capabilities and for containerised workloads.

Key considerations

1. **Data protection and resiliency**: The origins of VergeIO provide more than a decade of investment in building software-defined storage capabilities. Inline deduplication is cited by clients as an area of strength.

2. **Service providers**: Many of VergeIO's customers are service providers delivering isolated, managed services to multiple customers.

3. **Memory management**: VergeOS takes a conservative approach to memory management, which is aimed at increasing predictability but at the cost of advanced methods of managing contention (eg., ballooning, reservation, prioritisation). NUMA topology is not exposed to VMs.

4. **Compute management**: Configuration options, where available, tend to be at a higher level than the VM (eg., node affinity rather than CPU pinning).

5. **GPU support**: Portioning of NVIDIA GPUs is supported (but not other GPUs).

Provider summary

VergeIO was founded as Yottabyte in 2010. It 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 VergeIO in several areas, including financial viability and corporate governance. Data on environmental sustainability initiatives was not supplied.

VergeIO operates an indirect sales channel through a network of distributors and resellers worldwide.

- Website: verge.io
- Headquarters: USA
- Ownership: Private
- Employees: 45
- Customers: More than 200
- Estimated VHCI revenue: Less than US$10M

Note 1: Given the current levels of adoption, our market sentiment analysis of VergeOS only has a medium level of confidence.
Note 2: Virtified's analysis of the VHCI data centre use case focuses on general enterprise needs (self-hosted, single-tenant). Future research may add a use case focused on IT service providers, but this analysis does not favour such features in the weightings.

For more information go to virtified.com

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