



**USE CASE:** Data Centre (Virtualised and Hyperconverged Infrastructure)

# Oracle Linux Virtualization Manager

Version 4.5

## Offering summary

Oracle's offering in the market for virtualised and hyperconverged infrastructure (VHCI) is somewhat of a surprise. Although the offering can appear disjointed, it has multiple components that provide standard capability across the majority technical features evaluated by Virtified.

Oracle's VHCI commercial offering includes:

- Premier support for Oracle Linux, including KVM as the hypervisor<sup>1</sup>
- Oracle Linux Virtualization Manager (OLVM) for management and administration, which is based on oVirt
- Oracle Cloud Native Environment (OCNE), which includes Kubernetes

Given market sentiment concerning Oracle's sales approach, it is perhaps most surprising that their VHCI offering is one of the more cost-effective enterprise options<sup>1</sup>. Oracle continues to contribute to open-source projects related to its VHCI offering. It shares and coordinates engineering investment for KVM across multiple business units (including Linux, cloud and storage hardware).

## Strengths

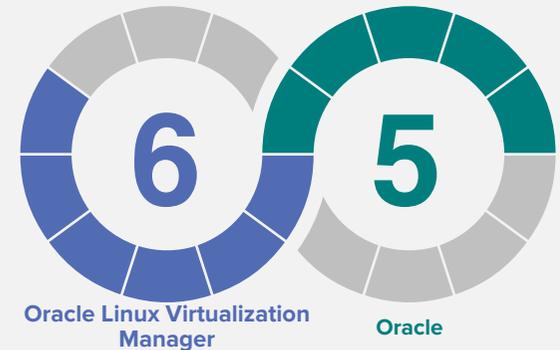
1. **Inclusions:** Operating system, hypervisor, management, virtual and container infrastructure.
2. **Price:** The offering is competitive and represents fair value (based on physical CPU pair).
3. **Financial position:** Oracle continues to demonstrate strong long-term financial performance.

## Challenges

1. **Reputation:** Many organisations are reluctant to increase their use of Oracle offerings because of previous negative experiences.
2. **Integration:** Oracle's VHCI solution would benefit from deeper integration between the various components included in the offering.

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'.

# Virtified



Data centre use case	
Compute	A
Containers & Cloud-Native Integration	S
Core	S
Data Protection & Resiliency	S
Hardware Acceleration & Offload	B
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	S
Customer Sentiment (Offering)	?
Documentation	/
Provider	
Financial Viability	+
Corporate Governance	S
Environmental Sustainability	B
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. Remain cautious of Oracle's general sales tactics but evaluate its VHCI offering based on its technical suitability for specific data centre use cases.
2. Involve your sourcing and procurement teams to understand and mitigate potential contract risk. Avoid licence agreements that entangle OLVM with broader Oracle bundles or deals.
3. Avoid possible future disputes by documenting your data centre environment, VHCI use case and licensing intent before you commit to Oracle.
4. Existing Oracle customers: Evaluate OLVM to reduce your dependence on other VHCI offerings (including VMware and Red Hat).
5. New Oracle customers: Identify cost-sensitive, low-risk environments that allow you to examine Oracle's suitability for your general VHCI requirements in the data centre.

## Key considerations

1. **Commitment:** Oracle continues to invest in VHCI to develop and support multiple offerings (including Linux, cloud and storage).
2. **Misunderstanding:** Oracle switched to KVM in 2020 but the provider is sometimes associated with its previous offering<sup>2</sup>.
3. **Documentation:** Market sentiment suggests there are concerns about technical documentation for OLVM and OCNE. Virtified can confirm similar challenges when evaluating the various components of Oracle's solution.
4. **Momentum:** Although OLVM is more established, several infrastructure vendors are beginning to focus on KubeVirt in favour of oVirt (or OpenStack).

## Provider summary

Oracle's provider score is a function of its strong financial position and the positive reputation of its infrastructure offerings. Virtified's financial analysis of Oracle shows it among the highest for providers in the VHCI market (when evaluating profitability and efficiency, growth and scalability, health and resilience). With a portfolio of software, cloud and hardware offerings, Oracle has delivered strong shareholder value for many years.

Against this backdrop, Virtified's market analysis shows Oracle continues to struggle with negative market sentiment<sup>3</sup>. Most notably, and to the detriment of its VHCI offering, Oracle is generally perceived as having costly and complex licensing for its application portfolio. As further evidence, Virtified has spoken to hundreds of enterprises that would not consider Oracle for their general VHCI requirements due to such concerns.

- Website: [oracle.com](https://oracle.com)
- Headquarters: USA
- Ownership: Public
- Employees: 164,000
- Total revenue: US\$57.4B (FY25)

Note 1: The Oracle Linux portfolio can be used without charge. Commercial support is optional (pricing is listed on [Oracle's website](#)).

Note 2: Oracle previously used the Xen hypervisor within the Oracle Virtual Machine (OVM) offering.

Note 3: Our sentiment analysis includes more than 1,000 data points spanning the 24 months up to March 2026.

For more information go to [virtified.com](https://virtified.com)

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