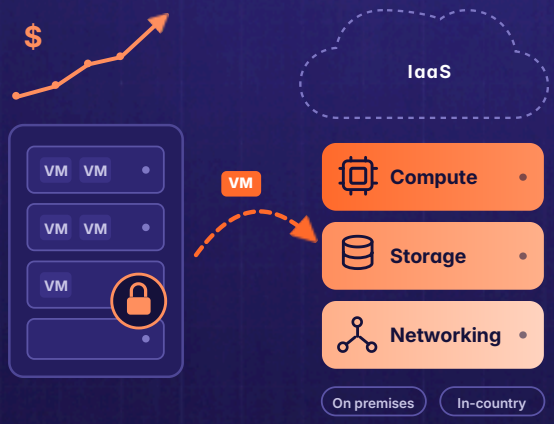
SANDZ + zadara

Modernize virtualization with greater cost control

Use Sandz and Zadara Infrastructure-as-a- Service (IaaS) to address rising virtualization costs and support modern workloads, without the painful migration costs - while significantly reducing 5 - year TCO.



Zadara is a 2026-27 DCIG TOP 5 VMware Alternative[2]

Access to modern and efficient infrastructure is vital to the continued success of Philippine organizations, whose achievements in sectors such as manufacturing, financial services, and telecommunications have helped deliver over a decade of sustained economic growth.[1] As these organizations expand and modernize, they need solutions that scale efficiently, meet changing workload requirements, and deliver predictable costs.

For those running large virtualized environments, that predictability is becoming harder to maintain. Changes to licensing and commercial models have increased recurring software costs and made long-term infrastructure budgeting more difficult. For many organizations, the refresh decision also arrives alongside wider pressures around hardware refresh, cloud costs and future technology choice.

01

Refreshing virtualized infrastructure has become more costly and complex.

Hardware price volatility, limited availability, and shorter quote-validity periods make infrastructure refreshes harder to budget and procure, particularly across lengthy approval cycles.

02

Migrating VMs to public cloud can introduce new costs.

Public-cloud migration can introduce data egress charges, particularly when data moves regularly between environments, while licensing costs may still apply.

03

Some virtualization platforms are limiting customer choice.

Changes include restricting third-party access to virtual disk data, which can reduce the range of tools and migration paths available to customers.

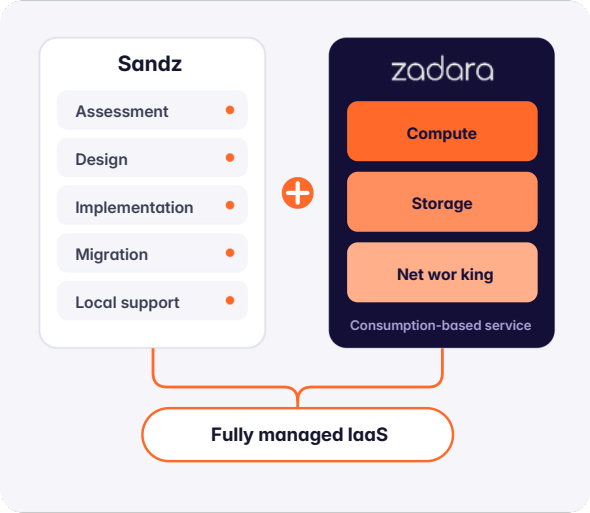
Sandz and Zadara offer a practical IaaS alternative designed to address these cost, control, and infrastructure challenges.

[1] OECD Economic Surveys: Philippines 2026. See https://www.oecd.org/en/publications/oecd-economic-surveys-philippines-2026_f0e0c581-en.html.
[2] DCIG, February 2026. See https://dcig.com/2026/02/scale-zadara-2026-27-top5-distributed-enterprise/.

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Modernize with Sandz and Zadara

Sandz and Zadara combine local expertise with a fully managed IaaS platform. Sandz provides assessment, design, implementation, migration and local support, while Zadara delivers a complete stack of compute, storage and networking as a flexible consumption-based service, on premises or in-country.



Organizations can bring the flexibility and economics of cloud to on-premises infrastructure, modernize at their own pace, place workloads where they make operational and financial sense, and gain greater control over infrastructure costs.

Replace CAPEX with consumption-based pricing

Pay only for the infrastructure you use, without a large upfront investment or long-term infrastructure commitment.

Bring cloud economics on premises

Run VMs or EC2-compatible instances on premises or in-country, with consumption-based economics while supporting workload, regulatory and data-location requirements.

Migrate gradually

VMware-style VLAN networking and cloud-native VPCs co-exist, so workloads can move progressively rather than through a rip-and-replace migration.

Support AI and cloud-native workloads

Manage containers and resources for AI, ML, and analytics with Zadara Kubernetes as a Service and GPU as a Service. Sandz provides scoping and evaluation to align KaaS and GPUaaS with your needs.

Avoid hypervisor and data transfer costs

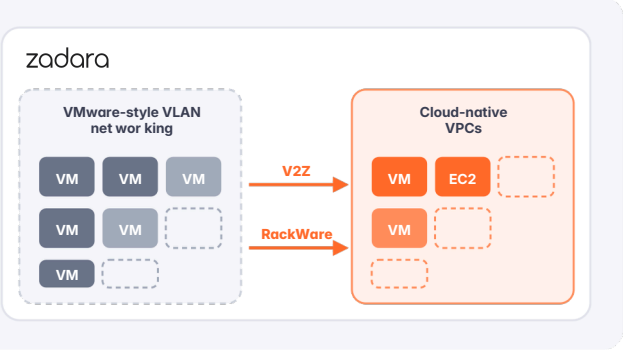
The Zadara Hypervisor is provided at no extra cost. There are no data ingress or egress fees, making costs easier to control.

Reduce management overhead

Fully managed infrastructure includes 24/7 support and monitoring. IT teams are freed to focus on higher-value priorities.

Choose the right migration approach

Use V2Z for VMware VM migration or RackWare for more complex requirements, supported by Sandz migration planning and expertise.



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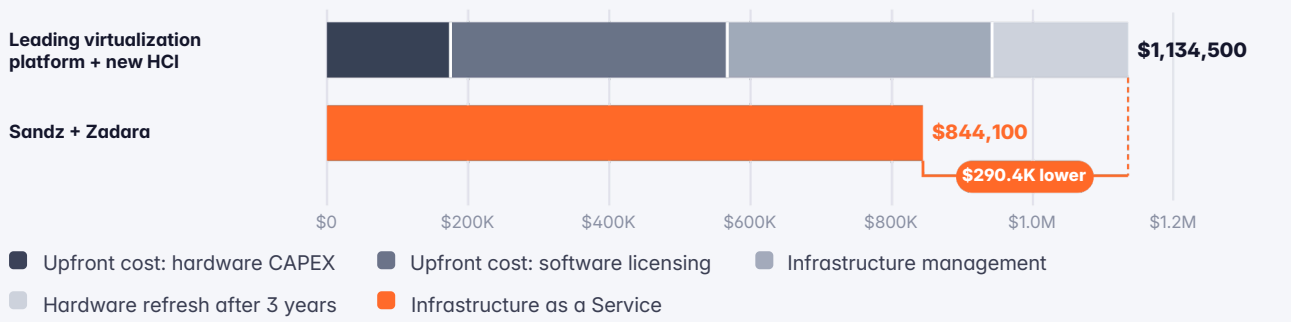
The TCO opportunity: 25.6% lower over 5 years

25.6%
lower over 5 years ↘

For an existing customer running 72 VMs across two sites on another leading platform, Sandz compared the five-year cost of refreshing its existing virtualization and HCI environment with moving to on-premises Zadara IaaS. The environment included 552 allocated vCPUs, 1,688 GB of RAM and approximately 46.5 TB of storage. Hardware and virtualization licensing costs were based on publicly available pricing. Zadara costs were based on current billing of an existing customer.

72	2	552	1,688 GB	~46.5 TB
VMs	sites	allocated vCPUs	of RAM	of storage

5-year TCO



Cost component	Leading virtualization platform + new HCI	Sandz + Zadara
Upfront cost: hardware CAPEX	$175,000	$0
Upfront cost: software licensing	$392,000	$0
Infrastructure management	$375,000	Included
Hardware refresh after 3 years	$192,500	$0
Infrastructure as a Service	N/A	$844,100
5-year TCO	**$1,134,500**	**$844,100**

The result is $290.4K lower costs – equivalent to a 25.6% reduction in modelled five-year TCO.[3]

[3] Comparison supplied by Sandz. Modelled assumptions include virtualization licensing at $350 per physical core per year, $75,000 annual infrastructure management costs, and 10% hardware cost increase at refresh. Actual costs will vary.

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Plan your modernization with Sandz

Sandz provides a clear, structured process for moving from assessment to migration planning. You gain a practical roadmap that identifies suitable workloads, deployment options, migration requirements and projected TCO.

1

Assess your virtualization estate

Review existing infrastructure, workloads, dependencies and usage.

2

Define technical requirements

Identify technical, regulatory, operational and data-location needs.

3

Prioritize workloads for migration

Identify the best workloads to move first and sequence migration around business and technical priorities.

4

Size the target environment

Calculate the compute, storage and networking resources required.

5

Select the right deployment model

Choose on-premises, in- country cloud or hybrid infrastructure according to workload needs.

6

Plan the migration

Define coexistence, migration sequencing and service-continuity requirements.

7

Receive a TCO projection

Compare costs with staying on your existing platform and identify potential savings.

8

Build your modernization roadmap

Turn the assessment into a phased, practical plan for moving forward.

Getting started is simple. Talk to Sandz about your current virtualization environment and what you want to achieve.

See what modern virtualization could look like

Assess your current environment, identify suitable workloads and TCO savings opportunities, and build a practical modernization and cost plan based on Zadara IaaS.

Talk to Sandz →

Local expertise. Flexible cloud infrastructure.

Sandz and Zadara combine local implementation and managed services expertise with a fully managed IaaS platform designed to support flexible, cost-efficient modernization.

zadara

Zadara provides fully managed infrastructure for workloads running on premises, in the cloud or at the edge. Its platform combines compute, storage and networking with consumption-based pricing, zero data-egress fees and 24/7 support.

Visit Zadara.com →

+

SANDZ

Sandz specializes in IT infrastructure optimization, data protection and managed services. It helps Philippine enterprises modernize infrastructure, reduce cost and risk, meet service-level requirements and address regulatory needs through locally delivered solutions and support.

Visit Sandz.com →