

YOU FOCUS, WE MANAGE.

BELORTA: From VMware to Proxmox

A MANAGED INFRASTRUCTURE MIGRATION IN
PRACTICE

Epact • May 2026



AGENDA

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01 Context – Today's reality

VIRTUALISATION IS BACK ON THE MANAGEMENT AGENDA



Some organisations saw
the cost of their VMware licences

rise by 3× to 5×

from one contract renewal
to the next.

Is your organisation already looking at alternatives?

Broadcom's acquisition of VMware as a tipping point

Licensing policy

Subscription model per CPU-core.
VCF-first: No earlier editions anymore (**no vSphere STD and EP+** anymore).
Costs significantly risen

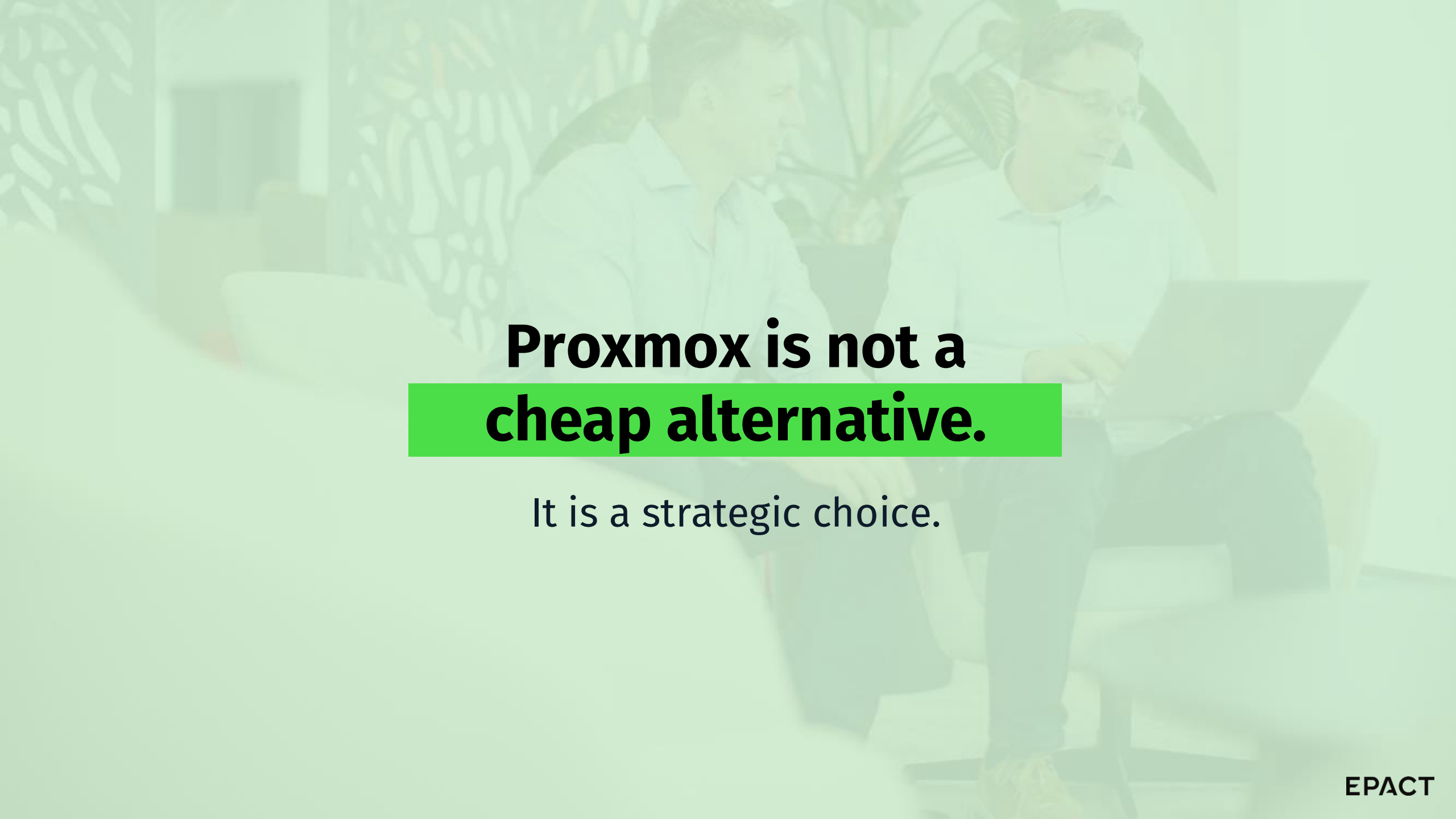
Vendor Lock-in

Years of invisibility and satisfaction. Now it is suddenly clear: **dependence** on a single vendor for roadmap, features and pricing.
EOS vSphere 8: October 2027

Strategic control

Virtualisation is **no longer a commodity**. It affects budgets, flexibility and the agility of your organisation.

The driver is not primarily technological — it is economic and strategic.

A background image showing two men in a modern office environment. One man is seated and working on a laptop, while the other stands next to him, looking at the screen. The image is overlaid with a semi-transparent green filter.

Proxmox is not a cheap alternative.

It is a strategic choice.

Proxmox versus VMware

Comparison across five dimensions that matter to you

Dimension	Proxmox VE	VMware vSphere
Cost model	Open-source · per socket · predictable	Per CPU-core · add-ons required · rising
Virtualisation vs SDDC	Built-in · no additional cost	Available · but high licence cost (NSX & vSAN)
Storage	ZFS, Ceph, iSCSI, NFS — free choice	Choice + vSAN market leader, but expensive and vendor-tied
Support Model	Vendor + partner support	Vendor support first
Migration	Import Wizard · minimal downtime	Mature tooling · but high licence cost

5 myths about Proxmox debunked

Often based on outdated information or competitive arguments

Myth	Enterprise reality
Only for small environments	Proven in clusters of 750+ nodes with HA and live migration + Stretched Setup
No professional support	Enterprise repositories + local partners with 24/7 SLAs
Not for complex networks	Full SDN, VXLAN, VLAN segmentation, centralised management
Insufficient security	RBAC, AD integration, encryption, audit logs, immutable backups
Migration is complex and risky	Import Wizard + Veeam V2V → minimal downtime, controlled project

The questions you need to ask yourself today

01

What are we actually paying for our virtualisation layer today?

TCO including licences, support and management

02

Which functionality are we actually using?

Many organisations pay for features they don't use

03

How big is our dependence on a single vendor?

Roadmap, pricing, support model — all in one basket

04

Does this choice still support our IT strategy?

Flexibility, cloud integration, data sovereignty

A background image showing three men in business attire looking at a laptop screen. The image is faded and has a light green overlay. The text is centered over the image.

**Virtualisation is shifting
from a technical choice
to a business decision.**



02 Meet BelOrta

PROXMOX AS A STRATEGIC CHOICE



Tim Van Cayzeele

ICT Manager BelOrta

- 6 years as a System Engineer
- 15 years as an ICT Manager
- European Commission / ICT consulting / Legal / Fruit & Vegetables



Who are we?

The largest & oldest auction cooperative for vegetables & fruit in Belgium. Formed since 1905 through multiple mergers.

BelOrta is not a typical company. We are a cooperative: that means that our growers are not just suppliers, but also co-owners.

Headquarters in Sint-Katelijne-Waver, multiple locations throughout the country.

BELORTA



+1,000 growers
+200 products



Present in +75 countries



€665 million in product
turnover



550,000 tonnes
auctioned per year

EPACT

IT at BelOrta: **what you need to know**

IT is extremely business-critical: ERP, auction platform, communications

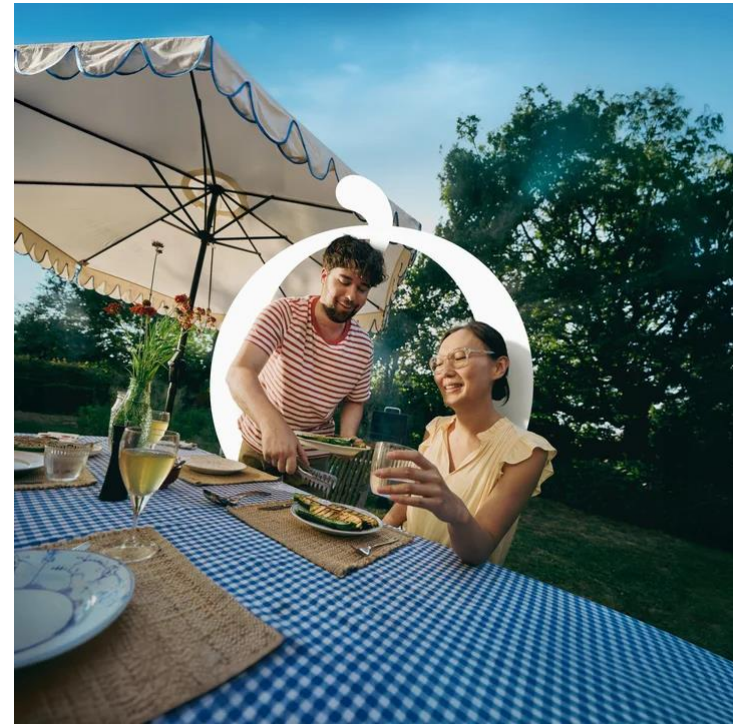
IT team of 12 people (Dev/Data/Support)

Datacenter centralised in Sint-Katelijne-Waver
600 end users across 12 locations

Volatile environment with many requirements

Compliance: NIS2 / Food Safety / ViDa (Peppol) / ...

Adaptations: as a result of changing client requirements





03 The challenge

AT A CROSSROADS FOR INFRASTRUCTURE AND VIRTUALISATION



The challenge

Hardware end of life (5 years old)

VMware VxRail: co-engineered Dell/VMware setup

After the Broadcom acquisition: no renewal path for VxRail customers

Significantly increased licence costs

Looking for a partner who fully takes care of operations and actively thinks along

Reduce RTO with new solution



04 The business case

THE DECISIVE FACTORS TO CHOOSE PROXMOX

Why did BelOrta choose **X PROXMOX** ?

01

Cost

Fully managed Proxmox solution was cheaper than VMware renewal
(5 years)

02

Technology

KVM engine just like e.g. HPe VME, Nutanix, ... Trusted base, lower risks

03

Functionality

Nearly identical features to VMware, now in a stretched setup

04

References

Hospitals and other critical sectors run successfully on Proxmox

05

Internal sponsor

Head system engineer Tom was familiar with Proxmox

And why **Epact**?

01

Expertise

The combination of knowledge and hands-on experience with Proxmox, VMware and Veeam.

02

Local partner

When I have a question or problem, Epact is just one phone call or one visit away.

03

Fully managed

Essential tasks like patch & backup management are outsourced and followed up.

04

References

Epact was able to show both its own and Proxmox references in sectors where IT is business critical.



Some extra reassurance

Exit clause: the option to return to a VMware setup after 3 months at no extra cost should Proxmox not meet expectations.

Epact was so confident in the proposed solution that they had no issue with this.



05 The implementation

FROM CONTRACT TO PRODUCTION

State-of-the-art infrastructure, for less money

€30,000 saving

Even managed, compared to VMware unmanaged (calculated over 5 years)

Redundant datacenter

at one location, stretch capability to second site

Network renewed

faster, more secure, fully documented

ISO 27001 support

governance and business continuity fulfilled

Monitoring + patching

fully by Epact, 24/7

Backup integrated

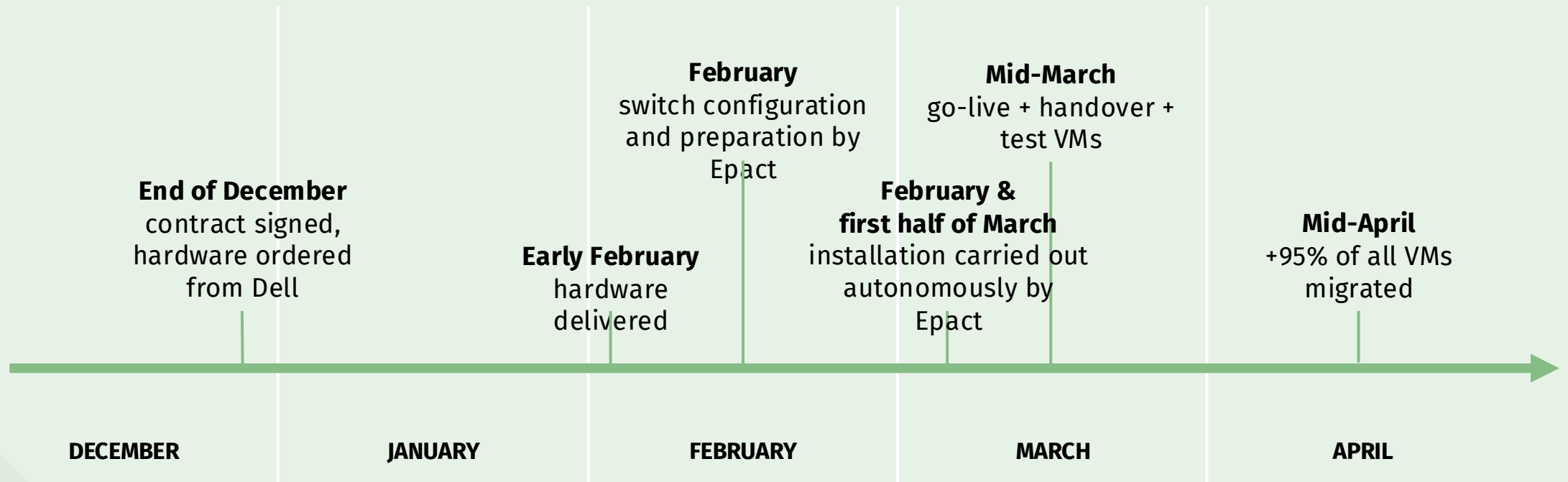
in Cloud-in-a-Box platform
Managed + reporting,
including licences

IT centralisation

Borgloon location will be relieved in due course



Timeline: from contract to successful migration





The Epact approach: taking care of everything

Detailed design & specification: from power consumption, cooling to cable type and length

Network redesign: BelOrta's core network redesigned and accelerated

Licence optimisation: CPU choice aligned with MS licence structure. Veeam & Hypervisor licences included

Close collaboration with Dell: hardware aligned with available portfolio

Autonomous installation: internal IT team did not need to be present

Monitoring & patching: fully managed, 24/7



06 The result

THE CONCRETE RESULTS FOR BELORTA

- **On time & budget:** No surprises,, installation as planned.
- **Cocreation:** Knowledge is still important for our IT team. Our technical people worked alongside Epact and increased their own knowledge.
- **ISO27001 happy:** We tick a number of extra boxes for for our ISO certification: DR, documentation, backups, patching, ...
- **Burdenfree:** The IT team gets some extra time to focus on other projects and we are no longer dependent on individuals when problems arise.
- **Business as usual:** What were once impactful projects with multiple maintenance windows, has become a relatively small project where we can conduct business as usual without our employees noticing anything.
- **Statement:** We chose not to follow the Broadcom path and in doing so have inadvertently gained a a sovereign European (software) solution. This was never the intention in the first place, but given the the current geopolitical situation, it is a welcome bonus.





07 Lessons learned

WHAT DO WE TAKE AWAY FROM THIS JOURNEY?

Lessons learned for Epact

Site survey before installation

never rely blindly on paper: Rack & Stack + network dependencies

Close relationship with hardware supplier

short lines = lower costs

Offering to specification level

gives confidence and differentiation. Very detailed.

Business case over multiple years

customers think in TCO, not annual invoices

References

cases with existing customers remove doubts

Exit clause

gives peace of mind to take the step



08 Proxmox for everyone

FOR WHOM AND WHEN IS PROXMOX RELEVANT?

When is Proxmox not (yet) the right choice?

Strongly ecosystem-dependent

Your organisation depends strongly on the **large ecosystem** of certified third-party tools and plug-and-play integrations embedded in VMware.

Limited internal Proxmox experience

Your team has minimal Proxmox knowledge and you prefer not to work not in a a **managed model** or with an **external partner** that can cover the lack of expertise.

Strongly regulated environment

Your need to comply to very specific regulations and need policy-based security or very specific custom configurations. VMware's enterprise tooling is more mature here.

When in doubt: an assessment with Epact gives you clarity, without any obligations.

What about other alternatives?



HPE VM Essentials

- Perfectly aligned aligned with HP hardware
- Vendor lock-in
- Less flexible in terms of hardware choice
- More limited upgrade path



Dell NativeEdge

- Fits perfectly in Dell ecosystem
- Less mature (fewer tools)
- Small community
- Limited support



NUTANIX

- Very powerful
- Strongly hardware-dependent
- Higher cost than Proxmox
- Less flexible in specific needs



XenServer™

- Primarily a niche or point solution
- Free version has limited functionality
- Only interesting in the Citrix ecosystem

What fits your business case?

Existing hardware

Service Desk - Proxmox

- Not involved in design = support during weekdays from 8am to 6pm
- Involved in design: 24/7 support is possible (with a 3 month lead time)
- Service Desk Retroactive

Hardware renewal

PVE Kickstart

- We assist in design and setup
- Minimum Service Desk contract: 8-18/5 or 24/7
- Service Desk Retroactive

Cloud-in-a-Box

- We assist in design and setup
- Full infrastructure management (minimum 3 years))
- Service Desk Proactive (with monitoring)



Our eBook about Proxmox

DOWNLOAD

No technical manual.

No sales pitches.

A solid foundation for informed choices.



Ready to discover whether Proxmox fits your organisation?

We offer a no-obligation assessment:

- Analysis of your current virtualisation environment
- Cost and TCO comparison
- Tailored recommendation



Christof Ugau
Managing Partner
christof.ugau@epact.be



Leo Chang
Business Developer
leo.chang@epact.be



Kevin Steegmans
Datacenter & network architect
kevin.steegmans@epact.be

Any more
questions?

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