



CLIENT CASE

BelOrta

migrates from VMware to Proxmox:

state-of-the-art infrastructure for less money

BelOrta is Belgium's largest and oldest auction cooperative for fruit and vegetables. Every year, they auction 550,000 tonnes of more than 200 different products on behalf of over a thousand Belgian growers. When their existing hardware was approaching end of life and VMware licensing costs rose sharply following the Broadcom acquisition, ICT Manager Tim Van Caeyzeele faced a decision with strategic implications.

Key takeaways

Challenge

End-of-life hardware combined with a steep rise in VMware licensing costs following Broadcom's acquisition, with no clear renewal path for the existing VxRail setup.

Solution

Full migration to a managed Proxmox environment on new Dell hardware, including network redesign, a redundant datacenter in a stretched setup, integrated backup via Veeam, and 24/7 monitoring and patching by Epact.

Result

A saving of €30,000 over five years, including managed services for that period, compared to an unmanaged VMware renewal, a reduced RTO, ISO 27001 support, and a fully unburdened IT team that can refocus on the business.

CONCLUSION

For BelOrta, switching to Proxmox was not a budget exercise, but a strategic choice for greater control, less vendor lock-in, and a future-proof infrastructure.

The combination of Epact's technical expertise, local presence, and fully managed model was the deciding factor.

THE CHALLENGE

A crossroads for infrastructure and virtualisation

BelOrta's existing setup was based on VMware VxRail: a co-engineered solution from Dell and VMware that had functioned well for many years. But in 2025, several problems converged at once.

The hardware was five years old and due for replacement. At the same time, Broadcom's acquisition of VMware created structural uncertainty: there was no longer a clear renewal path for VxRail customers, and end-of-support for vSphere 8 is scheduled for October 2027. Anyone opting for extended VMware licences was also paying three to five times more than at the previous contract renewal.

BelOrta was looking for a partner who could not only execute the technical migration but also take on full management. A partner who actively thinks along, not merely executes.

There was also a concrete technical objective: to reduce the RTO (Recovery Time Objective) compared to the existing situation.



THE SOLUTION

Replacing VMware with Proxmox

The choice for Proxmox was not a budget exercise, but the result of a thorough evaluation across five dimensions: cost, technology, functionality, business continuity, and (internal) expertise.

Ultimately, a fully managed Proxmox solution — including hardware, licences, management, and managed services from Epact — proved to be less expensive than an unmanaged VMware renewal, calculated over five years. The contract was signed at the end of 2025 and the hardware ordered from Dell.

The hardware was delivered in early February. What followed was an implementation trajectory that placed as little burden as possible on the BelOrta IT team. Epact carried out the installation autonomously: the internal team did not need to be present. Meanwhile, BelOrta's core network was also redesigned and accelerated: a network redesign that not only supported the new infrastructure but improved overall network performance.

In mid-March, the go-live followed with handover and test VMs. By mid-April, more than 95% of all virtual machines had been migrated to the new environment.

Epact's approach went beyond hardware and hypervisor. The specifications document covered every detail: from power consumption and cooling to cable type and length. The CPU selection was aligned with the Microsoft licensing structure. Licences for Veeam and the hypervisor were included in the proposal. And the close collaboration with Dell ensured a hardware offering that was competitively priced and quickly available.



THE RESULT

More performance for less money

The results are very clear: BelOrta saved €30,000 over five years compared to an unmanaged VMware renewal, even though the new solution is fully managed.

The datacenter was set up redundantly at a single location, with a stretch option to a second site for higher availability. We are talking about a mid-sized environment of around eighty VMs. The network became faster, more secure, and fully documented. Backup is integrated via Veeam in Epact's Cloud-in-a-Box platform, including management, monitoring, patching, reporting, and licences.

But the value goes beyond those figures. **Tim Van Caeyzeele, ICT Manager at BelOrta**, summarises it as follows: "The whole story added up. Everything was on time and on budget. The installation went exactly as planned. Our technical staff worked alongside Epact and thereby expanded their own knowledge. And we tick a number of extra boxes for our ISO 27001 certification around disaster recovery, documentation, backups, and patching. We chose against the direction Broadcom is heading and have inadvertently gained a sovereign European software solution. That was never the intention, but given the current geopolitical situation, it's a welcome bonus."

What is it like to work with Epact?

Four factors were decisive in the choice of Epact as a partner, according to Tim Van Caeyzeele: the combination of hands-on expertise with Proxmox, VMware, and Veeam; proximity as a local partner; the fully managed model that takes patch and backup management off their hands; and proven references in sectors where IT is business-critical.

"If I have a question or a problem, Epact is just one phone call or one visit away", says Tim Van Caeyzeele. "We can focus on our business, they ensure our infrastructure runs optimally. Essential matters such as patch and backup management are outsourced and monitored. We are no longer dependent on individuals when problems arise. That gives peace of mind."



We save no less than €30,000 over five years compared to an unmanaged VMware renewal. We got a fully managed environment with more performance for less money. And with data sovereignty on top of that.

Tim Van Caeyzeele,
ICT Manager at BelOrta