



## **Maven IT Solutions Helps Enterprises Stabilize Dell VxRail Support Costs Amid Broadcom's VMware Licensing Overhaul**

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Maven IT Solutions, a third-party maintenance provider specializing in enterprise IT infrastructure, is helping organizations manage the operational and financial disruption created by Broadcom's acquisition of VMware, providing stability and continuity of support for VxRail environments at a time when licensing changes have left many enterprises without clear coverage options.

Since Broadcom completed its acquisition of VMware, enterprise customers running Dell VxRail environments have faced significant cost increases at renewal, fragmented support boundaries, and pressure to make long-term infrastructure decisions on vendor-driven timelines. For organizations without an immediate migration path, the risk of losing reliable support coverage during a production incident represents a serious operational threat. Industry analysts have widely reported that many enterprises saw licensing costs increase dramatically following the acquisition, with some organizations facing multiples of their previous renewal rates.

Maven IT Solutions has stepped in to address that gap directly. By providing third-party maintenance coverage for VxRail and hyperconverged infrastructure environments, Maven gives enterprise IT leaders the operational stability needed to evaluate licensing and migration strategies on their own terms ? without the pressure of an active support void forcing reactive decisions. The company's model eliminates the escalation chains and tiered support structures common among large OEM providers, connecting organizations directly with L4-level engineers who carry deep expertise across hardware and virtualization layers.

The company recently documented this outcome in a published case study detailing its work with an enterprise gaming customer whose VMware support agreement approached renewal amid broader industry disruption. Facing significant cost increases with no immediate migration path, the organization engaged Maven to maintain continuity across its production Dell VxRail environment. Maven provided day-to-day operational troubleshooting, incident diagnosis, and cross-layer guidance spanning both hardware and virtualization layers ? with no reliance on restricted patches or proprietary vendor updates. The environment continued supporting production workloads without disruption throughout the VMware support transition period, and leadership was able to make informed decisions based on business priorities rather than incident response. The full case study is available at <https://mavenitsolutions.com/case-studies/supporting-a-vxrail-environment-through-a-vmware-support-transition/>

Brendan Finley, Managing Partner and Co-Founder of Maven IT Solutions, noted that the situation facing this customer reflects a pattern the company is now seeing across multiple industries.

"Enterprises running stable VxRail environments are being forced into difficult decisions that have nothing to do with their actual infrastructure needs," said Finley. "Third-party maintenance gives IT leaders back their leverage, they can assess their options on their own timeline without leaving production systems exposed."

VxRail environments sit at the intersection of hardware, hypervisor, and platform management, making support continuity particularly complex when vendor coverage changes. Maven's approach focuses on maintaining clear support ownership across all layers, reducing ambiguity during incidents and ensuring that organizations are not left without a defined resolution path during critical periods. That clarity is especially valuable for IT leaders managing environments that support revenue-generating operations, where the cost of an unresolved incident can far outpace any savings achieved by delaying a support decision.

With OEM support costs rising and enterprise IT budgets under sustained pressure, third-party maintenance has become an increasingly strategic option for organizations managing extended hardware lifecycles. Maven's model ? built around direct L4 engineer access, locally stocked parts, and no escalation chains ? is designed specifically for high-uptime environments where support delays carry direct operational and

financial consequences. Enterprises choosing this path can reduce maintenance costs by 40 to 70 percent compared to OEM contracts while retaining access to expert-level engineering support on demand.

Maven IT Solutions provides third-party maintenance and emergency recovery services for enterprise storage and hyperconverged infrastructure. Founded to challenge the bloated support models of large OEM and private equity-backed providers, Maven delivers expert-level engineering and boutique-style service to organizations operating mission-critical systems across retail, manufacturing, gaming, and cybersecurity sectors.

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### **MAVEN IT SOLUTIONS, INC.**

*Maven IT Solutions provides direct-to-engineer enterprise support without OEM markups or long escalations. They specialize in rapid recovery, hardware stabilization, ransomware recovery, and local parts stocking for faster response times.*

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