

CloudPhysics and **Virtualization alternative assessment tool** are both tools designed to streamline IT infrastructure analysis and data collection, but they can serve different purposes depending on the specific needs and use cases. Here's a breakdown of features to support the planning and use of the tools in the sales cycle:

When to Use CloudPhysics:

CloudPhysics is ideal for real time, deep infrastructure assessments, when you need actionable optimization insights across your VMware environment or are planning to make strategic changes to your infrastructure. Use CloudPhysics when you need:

1. **Comprehensive Infrastructure Analysis:** CloudPhysics provides detailed insights into your virtual environment, including host performance, capacity planning including stranded capacity, CPU, memory, workload distribution, and licensing optimization.
2. **Real-time License Optimization and 'what if' modelling:** When you want to evaluate VMware licensing models, identify cost-saving opportunities, model new compute infrastructure or simulate workloads on HPE Morpheus VM essentials.
3. **Detailed real time granularity:** 20 second granularity and 90 day plus assessments offer the ability to do accurate workload sizing by reducing the risk of outlier impact
4. **Scenario Testing:** CloudPhysics allows you to simulate scenarios, such as hardware upgrades or changes in licensing, before implementing them to show potential savings.
5. **Predictive Analytics:** For long-term planning, CloudPhysics helps forecast future resource needs and potential risks using its predictive capabilities.
6. **Cloud Based Partner/Seller customer dashboards:** This tool is particularly useful for internal sellers or partners conducting customer assessments or presenting data-driven recommendations to share with customer in a graphical view in real time and work through 'what if' modelling.
7. **Cloud comparisons:** When assessing whether workloads are suitable for migration to the cloud or evaluating hybrid cloud strategies.
8. **Multi vCenter view:** CloudPhysics consolidates domain information into a single view which is a future feature of Virtualization alternative assessment tool
9. **Data/Assessment access control:** CloudPhysics offers customer opt in access to data – keeping the customer in control of who can review the insights and uses a read only security hardened collector. CloudPhysics offers a data scrubbing option, data is restricted to telemetry and metadata it is not anonymized.
10. **Performance troubleshooting and health checks:** Look for contentions and reduce impacts of rogue VMs, review health and level of toolsets implementation.
11. **Reporting:** CloudPhysics offers geo and partner level reporting, as well as the ability to review regional and global inventory reports

12. **Campaigns/Customer self-registration:** Specific view and customer self-registration options are available to be leveraged in any marketing campaigns ie. Offering tailored views and versions
 13. **Custom views:** The ability to create custom card view and metrics for specific use cases
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When to Use Virtualization alternative assessment tool:

Virtualization alternative assessment tool is best suited for quick results, migration to specific hypervisor analysis and high-level system checks. Use Virtualization alternative assessment tool when you need:

1. **VMware vs Alternative Virtualization Solution:** Review your workloads vs. alternative hypervisor platforms beyond HPE VM Essentials
 2. **Dark site or local collection:** Virtualization alternative assessment tool offers an offline collection method
 3. **Anonymized data assessment:** Data can be collected and delivered for review in an anonymized format before Delivery
 4. **Troubleshooting:** Virtualization alternative assessment tool can help identify issues with individual VMs, such as resource contention or improper configurations.
 5. **Speed of insight:** Use Virtualization alternative assessment tool for quick results on your customers environment, within an hour report is mailed back to HPE.
 6. **VSAN performance insight:** Virtualization alternative assessment tool offers insights in VSAN at a more granular level than CloudPhysics.
 7. **Static and prebuilt report:** Virtualization alternative assessment tool team will supply a simple report for sales, partners or customers to leverage in an HTML format.
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In Summary:

- **Use CloudPhysics for real time** and detailed, strategic infrastructure planning, cost optimization, and scenario planning across your VMware environment for rightsizing, license optimization or new environment modelling including HPE Morpheus VM essentials.
- **Use Virtualization alternative assessment tool for quick,** VM-specific analysis, hyper visor comparison, and migration planning.

Both tools can complement each other and be used to provide a picture of your VMware environment, helping you optimize both at the macro (host/infrastructure) and micro (VM) levels with quick results from *Virtualization alternative assessment tool* working to support a quick insight into a customer migration direction, that can then be modelled and monitored with detail in real time with scenario planning via *CloudPhysics*.