Take back control of your infrastructure with Canonical

THE STATE OF THE INDUSTRY

Changes made by virtualization software vendors have had wide-scale, cross-industry impact. Since late 2023, increasing costs and perceived instability of proprietary software contracts have led businesses to reconsider their virtualization providers. Many are looking to migrate their workloads to a more cost-effective alternative.

Migration can be complicated, time-consuming, and require technically skilled professionals. There's no one-size-fits-all alternative. Many of the alternative solutions are expensive, lock companies into vendors, restrict their operational horizons, and offer limited product portfolios. But every challenge presents an opportunity.

Migrating offers you a chance to reassess your infrastructure and work out what will suit you and your company best – now, and in the long term.

WHY CHOOSE AN OPEN SOURCE ALTERNATIVE?

7 in 10 organizations indicate open source is extremely important to run mission-critical workloads.[1]

Open source is becoming the standard for enterprises – for good reason. Open source software evolves faster than proprietary software. Moreover, rigorous software development processes often result in higher quality and better security of the end product.

Enterprises choosing open source software benefit from the reduction in TCO, as special purpose hardware and expensive licenses aren't required. Finally, the lack of vendor lock-in with open source gives you freedom to evolve.

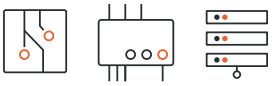
1 *George Mironescu and David Clemente, The state of software supply chains, IDC, Canonical, and Google Cloud, March 2025.*

CHOOSE MODULAR, OPEN SOURCE INFRASTRUCTURE

Open source lets you decide how to use software, tools and services in the way that fits your business best. Through our partnership with Canonical, we offer high-quality solutions that bring the benefits of open source to enterprises.

Find out more

Complete freedom



Open source lets you use different software components to construct your business's new infrastructure. Try MicroCloud for low touch, highly automated clouds; LXD for managing VMs; Canonical OpenStack for large data centers; or MAAS to efficiently provision your servers.

Made for the future

No vendor lock-in means that as technology – and your business – evolves, you're free to pivot to what suits your needs best.

Whether that's more cost-effective solutions, or the latest technologies and capabilities, you won't be blocked by a proprietary vendor.

Building up, building different, building better

Open source solutions are hosted across different repositories, and written in different languages, which can raise an entry barrier for assembling your own open source infrastructure solution.

Canonical serves as an open source aggregation platform, providing streamlined access to tens of thousands of open source software package and solutions. Through our partnership with Canonical, we help organizations to find a modular solution tailored to their unique requirements – without worrying about software dependencies and libraries.

Find out more about what Canonical can offer you.

Save money without forfeiting quality

Ubuntu, Canonical's Linux operating system, is the most popular open source Linux distribution for organizations – and for good reason[2]. Canonical allows organizations to access the most complex infrastructure solutions with bottom-up automation for fast delivery, and smooth operations.

Enterprise design and delivery services – and commercial support – are available to support your enterprise through its open source journey. Get security maintenance, support and compliance through a simple, transparent subscription to Ubuntu Pro.

2 *2025 state of open source report, Perforce OpenLogic, 2025, p.13.*

BT Group

"Whenever we came across a problem, Canonical was absolutely front and centre. The attitude was always 'let's work on this together'. It was a real collaborative exercise."

Gary Roberts
Director, Network Cloud,
BT Group

esa

"We wanted one service provider for the whole on-premise cloud consisting not only of Kubernetes but also the Ceph storage solution, PostgreSQL and Kafka. These were all the services that were needed and with this we could have one joined-up approach."

Michael Hawkshaw
Mission Operations Infrastructure IT Service Manager,
European Space Agency

Université de l'Ontario français

"What we wanted was a single interface to manage everything, so that even one person can do this work. It was also very, very, very important for us that the solution would be compatible with the hardware we got in the past. I think MicroCloud is a great opportunity for us, as it can scale very easily for our goals."

Hugo Adjamagbo
IT Infrastructure and Security Architect,
Université de l'Ontario Français

AADHAAR

"We're already seeing a transformation in the services we provide to citizens [since adopting Canonical's solutions]. We're able to scale up more efficiently and we plan to introduce a lot more features and services for the citizens to access. From an operational perspective, we're seeing that it is possible to bring cost-efficiency to a multi-petabyte environment."

SMD Jeelani
Director (Operations), UIDAI
UIDAI and HPE

SBI BITS

"[Our Dedicated Support Engineer] is like another member of my team – and I'm picky about my team members. He knows how the finserv industry works; he understands that we have to go through a process and can't just fix things like a cowboy."

Spokesperson
SBI BITS

YOUR MIGRATION ROADMAP

Step 1
Discovery and analysis

- *Evaluate* which applications in your portfolio are operation-critical
- *Identify* dependencies and incompatible software or hardware that will prevent your migration
- *Research* viable options for your application portfolio

Step 2
Planning and design

- *Contact* companies for quotes on cost of software and services
- *Prepare* and *present* the business case for migration to key stakeholders
- *Plan* using the most appropriate environment and tooling
- *Design* for a proof of concept if possible, using these insights to adjust the plan

Step 3
Proof of concept

- *Build* your proof of concept
- *Perform* a test migration, if possible
- *Analyze* any gaps in your plan

Step 4
Test, adjust and optimize

- Test and adjust your environments to achieve the best results
- Optimize on the trial site to ensure a smooth process
- Train key staff on the environments to ease migration

Step 5
Migrate!

- *Migrate* the workloads that you can
- *Train* remaining staff required to use, manage, and maintain the environments

BEGIN YOUR MIGRATION JOURNEY TODAY

Contact us or get in touch with Canonical to learn more.

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Canonical Limited

Registered in Isle of Man,
Company number 110334C

Registered office

2nd Floor
Clarendon House
Victoria Street
Douglas
IM1 2LN
Isle of Man

Canonical