

CL Hosting modernises its IaaS platform with Proxmox and MultiPortal

CL Hosting, a French cloud and IT service provider, set out to future-proof its infrastructure offering after a major shift in VMware's licensing model forced them to reassess their virtualisation strategy. Having relied on VMware to deliver a range of virtual server and desktop workloads for years, CL Hosting suddenly found itself grappling with bundled pricing models that inflated costs and reduced flexibility.

For a business built on providing agile, scalable infrastructure to small and mid-sized customers, this shift posed a clear threat.



"Our clients expect flexibility, not just in services but in pricing," said Clément Jourdan, CEO of CL Hosting. "VMware's new model made that nearly impossible to deliver."



Searching for an enterprise-ready alternative

CL Hosting began evaluating alternatives that could replicate the robustness of VMware while restoring economic viability. While several open-source hypervisors were considered, many lacked maturity, were difficult to integrate at scale, or simply didn't support legacy environments. Despite the appeal of open-source freedom, most solutions weren't operationally ready.

That changed with the discovery of [MultiPortal](#), a management layer built on top of [Proxmox VE](#).

"MultiPortal gave us exactly what was missing, a polished, user-friendly control layer on top of a powerful hypervisor. It felt like a modern answer to the VMware Cloud Director."



MultiPortal added IaaS functionality, self-service tenant management, and a clean user interface, making Proxmox not only viable but compelling. This combination formed the backbone of CL Hosting's new-generation infrastructure offering.

Testing the waters before full production

Before launching customer workloads on the new stack, CL Hosting conducted a real-world proof of concept using MultiPortal independently of any migration plan. This allowed the team to evaluate performance, usability, and integration with existing tools.

Early results were promising. MultiPortal showed strong compatibility with Proxmox, and the UI made day-to-day management intuitive, even for junior staff or customers with limited technical expertise.

For VM migration, CL Hosting turned to a familiar tool: [Veeam Backup & Replication](#). Virtual machines were backed up from VMware and restored directly into Proxmox. Standardised disk controller types (such as LSI Logic PVSCSI) worked seamlessly. Non-standard setups required more manual effort but were manageable.

"Migration wasn't completely plug-and-play," said Clément Jourdan, "but with careful planning and tooling, we had a reliable process that scaled well."



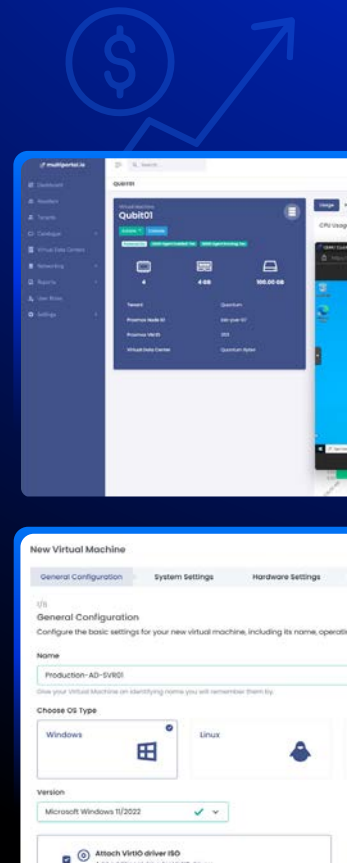
Business impact: better margins, simpler operations

One of the most immediate benefits was cost reduction. By shifting away from VMware's licensing costs, CL Hosting saw a **~36% decrease in the cost** of producing a virtual machine.

A typical VPS with 2 cores and 4GB RAM that previously cost €25 under VMware was now priced at just €9 using Proxmox and MultiPortal—without compromising reliability or control. Equally important was the operational shift. Tasks that once required manual oversight or expert intervention became easier thanks to MultiPortal's clean interface and self-service capabilities. Smaller IT teams now had the tools to manage infrastructure efficiently.

Keeping options open, and customers satisfied

CL Hosting hasn't completely abandoned VMware. Instead, the team uses both VMware and MultiPortal-based platforms, matching each customer's needs with the right technology and commercial model.



"We're no longer boxed into a single way of doing business," said Louinel Oriental, Co-Founder. "MultiPortal gives us the flexibility to design the right solution for each client."



This flexibility has become a competitive differentiator. For cost-sensitive customers or those migrating from legacy systems, CL Hosting now offers a high-quality alternative to VMware, one that aligns with budget and performance needs.



A future-ready infrastructure model

As the company looks ahead, the Proxmox + MultiPortal architecture is a central pillar of its strategic roadmap. It supports CL Hosting's goals of:



Reducing vendor
lock-in



Embracing open-source
technology



Maintaining pricing agility
in a competitive market

The team also praised MultiPortal's responsive development and community approach.

"The MultiPortal team listens. They iterate. They build what the market actually needs," said Jourdan. "That's rare."



Advice to other service providers

CL Hosting encourages other providers to look beyond surface-level comparisons and consider long-term sustainability.

"Nutanix, Hyper-V, OpenStack, they all come with trade-offs. Some are too expensive. Others are too complex. MultiPortal strikes the right balance. If you want modern, manageable infrastructure without vendor headaches, this is it."



Get in touch with us

To learn more about MultiPortal, get in touch with us at hello@multiportal.io

