



“vCloud Hybrid Service will allow us to accelerate our customers’ transition to the hybrid cloud via the trust and compatibility VMware provides.”

— Eric Kaplan,
CTO,
Ahead



vCloud Hybrid Service

Challenges

- Their customers can solve the following IT challenges with VMware vCloud® Hybrid Service™:
 - Address infrastructure capacity shortage
 - Meet test/development/QA environment needs
 - Fulfill requirements of corporate initiatives to adopt public/hybrid cloud
 - Leverage a secondary data center location for backup or disaster recovery (DR)
 - Establish a platform to support new applications off-premises
- Their customers are interested in the following capabilities in a cloud service:
 - Supporting legacy applications
 - Supporting new applications
 - Using a common security framework
 - Having built-in high availability

Use Case

- Considers ease of management and use, speed of innovation, and strategic vision as being very important when selecting a cloud service.
- Considers VMware to be a trusted vendor and partner.
- Plans to use vCloud Hybrid Service as their preferred public cloud partner.

Results

- Realized that vCloud Hybrid Service has a distinct advantage compared to other public clouds in the following areas:
 - Compatibility to customers’ on-premises workloads
 - Ability to support both customers’ existing and new applications
 - Highly available infrastructure that recovers workloads automatically
 - High-performance infrastructure that their customers trust
 - Partner-centric public cloud model
- Very strongly agrees with the following statement: “Our customers prefer a channel model for cloud computing that allows them to continue to work with us (their preferred partners).”
- Agrees that the VMware vCloud Hybrid Service channel model provides greater value to partners than other public cloud vendors by giving partners the ability to own pricing, own billing, and own the delivery of services.

TechValidate Survey of a Medium Enterprise Professional Services Company

Research by  TechValidate

