



***“VMware vCloud Hybrid Service will decrease our spend on capital and reduce management headaches.”***

— Jerry Sanchez,  
VP, Hosting Operations  
Planview, Inc



Planview, Inc.

### Challenges

- Adopted VMware vCloud® Hybrid Service™ to address the following challenges :
  - An infrastructure capacity shortage
  - A corporate initiative to adopt public/hybrid cloud
  - The need for a secondary data center for backup or disaster recovery

### Use Case

- Interested in hybrid cloud environments for disaster recovery and burst capacity.
- Their organization values the cost savings that comes from using their existing tools and IT personnel to manage both on-premise and off-premise workloads.
- VMware vCloud Hybrid Service makes it simple to leverage resources off-premise while maintaining the same level of performance, availability, and security required.

### Results

- Achieved the following benefits with VMware vCloud Hybrid Service:
  - Complete compatibility with current on-premise workloads
  - High performance infrastructure for demanding applications
  - Built-in high availability to support traditional applications
- Realized the following distinct advantages with VMware vCloud Hybrid Service:
  - Compatibility with the current on-premise workloads
  - Support for both existing as well as new applications
  - Ability to use existing tools and concepts that are already familiar
- Felt it was very important for a cloud service provider to be compatible with on-premises IT and was very satisfied with vCloud Hybrid Service in this regard.
- Satisfied with vCloud Hybrid Service in the following areas:
  - Ease of management and use
  - Speed of onboarding/adoption
  - High performing infrastructure
  - Quality of technical support

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