



## INDUSTRY

Technology  
[www.pivotal.io](http://www.pivotal.io)

*“VMware vCloud Air is elastic, has lower-cost maintenance, has quicker deployment and has a global reach. It has been a solid start. Once we were up and running it has been pretty seamless. VMware support is excellent and we will definitely continue to expand our use of VMware vCloud Air to run more mission-critical apps for Pivotal.”*

Christopher Curtis  
Vice President IT,  
Pivotal

# Pivotal®

Pivotal, the company at the intersection of big data, platform-as-a-service (PaaS), and agile development, helps companies transform into great software companies. Pivotal offers a complete portfolio of products that converge apps, data and analytics along with Pivotal's comprehensive PaaS platform, powered by Cloud Foundry®.

## VMware vCloud Air

### Challenges

- Purchased hybrid cloud solution to solve the following challenges:
  - Implement a disaster recovery plan
  - Have additional IT resources
  - Reduce CapEx for their infrastructure

### Use Case

- Used the VMware vCloud® Air™ service:
  - For moving existing packaged applications to the cloud
  - For modernizing current business applications to run in the cloud
  - To build, test, and run cloud-native and mobile applications

### Results

- Purchased VMware vCloud Air over any competing offerings for the following reasons:
  - Its ability to use existing VMware vSphere® technology
  - EMC federation partner
- Expects the following benefits from their hybrid cloud:
  - Cost reduction-CapEx to OpEx
  - Ease of use
  - Increase in reliability
  - Faster time to market
  - The ability to scale seamlessly with other applications

[www.techvalidate.com/product-research/vmware-vcloud-air](http://www.techvalidate.com/product-research/vmware-vcloud-air)

Research by  TechValidate

For more information,  
please visit **VMware vCloud Air**

**vmware®**