



# Accelerate Your Customers' Enterprise Cloud Transformation

## VMware enterprise cloud transformation at a glance

- Fastest path, lowest cost to cloud-based infrastructure
- Optimized service delivery, costs and performance with consistent operations
- Comprehensive platform to run modern apps

## Key benefits

- Faster time to value
- Compelling TCO
- Seamless cloud migration

## VMware solutions

VMware Cloud™

VMware vRealize® Cloud Universal™

VMware Cloud with VMware Tanzu® services

VMware Sovereign Cloud

## Modernizing infrastructure, operations and applications

Your enterprise customers face a myriad of challenges. Staying competitive in today's rapidly changing marketplace demands innovating faster and delivering more value at greater speed. It requires overcoming challenges and compromises on the road to digital transformation. It requires taking time, talent and capital away from existing rigid data centers to focus on modernizing and managing a multi-cloud enterprise.

Simply put: Aging data center infrastructure is incompatible with modern business. Organizations need to quickly meet customer demand, but the existing systems can't dynamically scale. Employees are moving to hybrid workstyles, but current operations still require onsite oversight. Downtime for patching and ransomware threat hunting, which are regular resource-intensive occurrences, hinder agility and compromise cybersecurity.

So how can you help your customers quickly modernize their existing data center infrastructure and apps, and adopt a multi-cloud operating model that drives business advantage? To help you solve these challenges with them, VMware offers an integrated platform to modernize infrastructure, operations and applications. This solution includes VMware Cloud to migrate and run enterprise applications in the cloud, VMware vRealize Cloud Universal to adopt a cloud operating model, and VMware Cloud with VMware Tanzu services to modernize and manage applications.

VMware accelerates enterprise cloud transformation and successful multi-cloud operations. VMware is the only software vendor teaming with many hyperscalers and thousands of regional cloud providers to support cross-cloud interoperability and seamless workload portability. According to management insights analysts, VMware is the most trusted vendor for enterprise workloads running across clouds.<sup>1</sup> With VMware solutions, organizations gain the fastest path at the lowest cost to cloud-based infrastructure, optimized costs and performance with consistent operations, and a comprehensive platform to run modern apps.

1. VMware. "FY22 VMware Workloads Tracker, Management Insights." January 2022.



“VMware is the glue that holds our multi-cloud strategy together. It allows us to share resources, tools, and data between Amazon, Google and our own private cloud environments.”

Salvatore Cassara  
CIO  
SGB-SMIT Group



31% lower cost than native cloud for enterprise-grade infrastructure<sup>2</sup>



46% faster cloud migration<sup>3</sup>



5x higher developer productivity<sup>4</sup>

## Fastest path at the lowest cost to cloud-based infrastructure

Hardware-based data center infrastructure was designed before the cloud era. Where it now needs to be dynamic, scalable and secure, it is instead fixed, rigid and vulnerable. When it needs to be highly performant and available, it often creates inefficiencies that make business resiliency challenging.

[VMware Cloud](#) delivers the fastest (46 percent) and most cost-effective (57 percent) way to migrate mission-critical apps across the world's clouds, reports [IDC](#).<sup>3</sup> VMware also delivers the best time to value with 59 percent less staff time required to migrate and increases IT efficiency by 48 percent after migration.<sup>3</sup> In a single, integrated, software-defined solution, VMware Cloud is a managed service, ready to run customer workloads at scale, out of the box. To build similar functionality, a customer would have to piece together expensive, complicated individual services and support. Because VMware always builds in security, rather than bolting it on, intrinsic security safeguards remain with business-critical applications and workloads running on VMware Cloud infrastructure.

Organizations choosing VMware to accelerate cloud transformation with VMware Cloud lower their total cost of ownership (TCO). Not only do they optimize systems costs, they effectively repurpose skills, tools and processes—a significant benefit as employers strive to retain key talent and uplevel their skills. By supporting application and workload portability between clouds, VMware also ensures the maximum return on the investment (ROI) is put into developing apps.

For customers requiring data sovereignty for compliance and regulated workloads, VMware offers a sovereign cloud framework available from our network of [VMware Sovereign Cloud providers](#). Sovereign clouds ensure sensitive data is protected and kept independent with a trusted, local cloud infrastructure and data platform provider.



### Exited two data centers in one year

Achieved 80 percent of goal to onboard 100 percent of new clients digitally, making it faster for clients and less labor-intensive for staff.

2. VMware Cloud Economics Study. September 2021.

3. IDC. “The Business Value of Running Applications on VMware Cloud on AWS in VMware Hybrid Cloud Environments.” Richard L. Villars, Deepak Mohan, Matthew Marden. October 2020. #US46919520

4. ESG. “Analyzing the Economic Benefits of Operationalizing Kubernetes with VMware Tanzu Standard.” Brian Garrett. January 2021.



### Future-proofed to stay ahead of its competition

Created a ubiquitous hybrid cloud with consistent operations and on-demand scalability, improving time to market for new products and enhancing operational efficiency.

## Optimized service delivery costs and performance with consistent operations

Cloud complexity is overburdening IT. With different teams regularly onboarding different clouds for different projects, IT staff simply cannot keep up with current responsibilities and new cloud tasks. IT is already stretched with too many systems, processes and user interfaces to monitor as well as thousands of alerts and logs to review. It's no wonder that teams have difficulty gaining visibility into cloud performance, let alone cost and compliance.

[VMware vRealize Cloud Universal](#) unifies multi-cloud operations, tools and teams for significant business returns. According to a recent Forrester Total Economic Impact study, VMware cloud management solutions returned a composite 300 percent ROI, a 90 percent reduction in unplanned downtime, and a 75 percent improvement in efficiency.<sup>5</sup> With consistent management in a single control plane over private and hybrid clouds, VMware solutions provide service delivery, cost, performance and security optimization assurance.

Organizations opting for VMware automate the delivery of consistent infrastructure and application services across virtual machines, Kubernetes distributions and clouds. They also migrate faster and seamlessly optimize the performance and utilization of applications and services between VMware-based private and public clouds, as needed.

## Comprehensive platform to run modern apps

Fast delivery of cloud native apps and services are proving to give organizations first-mover advantage. Many organizations have fragmented development environments across lines of business. The VMware solution unifies these environments through centralized management, adding new levels of efficiency and minimizing risk.

[VMware Cloud with Tanzu services](#) provides a comprehensive platform to run modern apps at scale. VMware self-service access to Kubernetes-based infrastructure and native services increased developer productivity by five times, according to a recent ESG analysis.<sup>6</sup> With a single VMware solution, IT staff can support the modernization of applications—or the five R's of application modernization: retain, rehost, replatform, refactor, replace/retire—according to their business goals and workload characteristics.

Organizations selecting VMware not only containerize existing apps using built-in Kubernetes as a service with VMware Cloud with Tanzu services, they empower existing IT employees with new skills. For example, organizations can leverage and up-level virtual infrastructure admin skillsets to positions that now require Kubernetes operators, avoiding time-consuming and costly hiring processes.

5. Forrester Consulting. "The Total Economic Impact™ Of VMware vRealize Operations." September 2021.

6. ESG. "Analyzing the Economic Benefits of Operationalizing Kubernetes with VMware Tanzu Standard." Brian Garrett. January 2021.

## Modernize infrastructure, operations and applications with VMware

No business can afford to invest more time, talent or capital into rigid and aging data center infrastructure. As the trusted advisor to your customers, these are just some of the ways you can help them modernize for digital business and accelerate their cloud transformation with VMware.

Learn more at [vmware.com/cloud-solutions](https://vmware.com/cloud-solutions).