

# The Business Value of Google Cloud VMware Engine

Google customers are realizing **significant value** by leveraging Google Cloud VMware Engine to support their IT and business operations. IDC projects that these benefits would result in a **three-year ROI of 391%**.

## KEY RESULTS

**↑ 391%**  
three-year ROI

**↓ 41%**  
reduced total cost of  
operations over 5 years

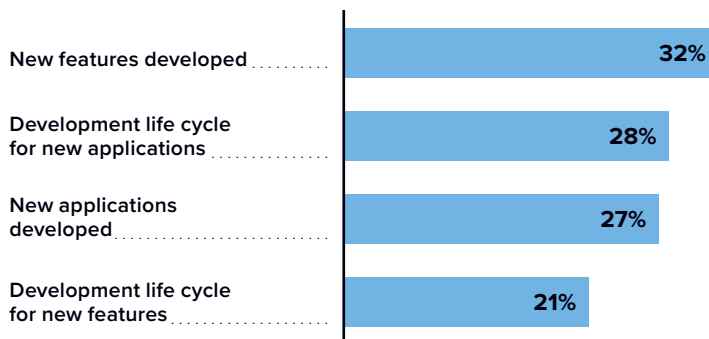
**→ 6 months**  
to payback  
on investment

### CUSTOMER QUOTE:

*"[Google Cloud VMware Engine] enables high-speed, low-latency connectivity. There is high security – Google's security is cutting edge. At an organizational level, it has low costs – VMware engine provides a high level of automation and operational efficiency. It's integrated with cloud services, and there are various tools we can use."*

## APPLICATION DEVELOPMENT IMPACT

(Percentage of improvement)



### CUSTOMER QUOTE:

*"The most significant element for me is to support the business in growth and scale. It's less overhead and less dependency on the infrastructure."*

## BUSINESS BENEFITS

**↑ 26%** more productive  
application development teams

**↑ \$22.6 million**  
additional revenue gained

**↑ \$2.87 million**  
operational cost savings

## STAFF EFFICIENCIES BENEFITS

**↑ 52%** more efficient IT  
infrastructure (compute and  
storage) management teams

**↑ 52%** more productive  
IT security teams

**↑ 28%** more productive disaster  
recovery and backup teams

**↑ 46%** more efficient application  
migration teams