

# Jump Start Your Cloud Migration with Azure VMware Solution

Three enterprises share how they transformed to hybrid IT

[Get Started](#)

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- What is your path to hybrid cloud? >
- Cloud Migration Pain Points >
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## What is your path to hybrid cloud?

Hybrid and multi-cloud have emerged as the preferred IT operating models for most enterprises. A hybrid operating model implies that workloads and application components will run in mixed on-premises and cloud environments. To provide flexibility in choosing where to run those applications, you need a cloud platform compatible with your existing data center infrastructure.

For most enterprises, that means choosing a cloud environment that offers compatibility with their VMware infrastructure that has become the standard worldwide. Fortunately, such VMware-consistent cloud platforms are ready to accelerate your migration to the cloud and transformation to hybrid and multi-cloud operations.

64%

of enterprises plan to have adopted a hybrid cloud operating model within two years.

451 Research | S&P Global Market Intelligence—Voice of the Enterprise Hybrid/Multicloud 2022,

83%

of enterprises report their app workloads are distributed across data center, public cloud, edge and colocation environments.

VMware FY23 Workloads Tracker, January 2022

“Enterprises have spoken, and they want a mix of on-premises and off-premises infrastructure for their data and workloads. Hybrid and multicloud is now the norm.”

451 Research | S&P Global Market Intelligence  
Hybrid/multicloud strategies take shape and challenges emerge,  
December 14, 2022



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## Cloud Migration Pain Points

### Obstacles that can block your path to a hybrid IT model

- 1 Platform differences**  
Cloud compute, storage, and networking all differ from on-premises platforms, making VM migration complex and trouble-prone.
- 2 Skills**  
Your team's valuable VMware skills don't apply in the cloud, retraining is slow and expensive.
- 3 Refactoring costs**  
Modifying existing apps to cloud-native standards is intricate, costly, and slow.
- 4 Software licensing**  
Restrictions on software mobility and support in the cloud can require expensive new licenses.
- 5 Business disruptions**  
Downtime while apps are moved to the cloud is costly and can put a halt to migration projects.
- 6 Operational changes**  
Wholesale replacement of your carefully developed processes for high availability, backups and DR, security, and management and automation is needed in the entirely different environment of the cloud.

75%

of cloud migrations go over budget.

McKinsey & Company—*Cloud-migration opportunity: Business value grows, but missteps abound*, October 12, 2021

70%

of participants identified that their organization has had one or more cloud projects fail or be delayed due to a lack of skills.

Enterprise Strategy Group—*Trends in Organizations' Hybrid and Multi-cloud Strategies*, December 28, 2022

27 days

is the average time organizations need to refactor and migrate an application to public cloud services.

Enterprise Strategy Group—*Hybrid cloud trends—strategies for optimizing and managing on-premises and public cloud infrastructure*, December 19, 2019





# Cloud Migration Advantages of Azure VMware Solution

## VMware as a service on Azure speeds your transformation to hybrid IT

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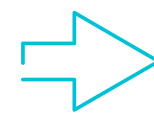
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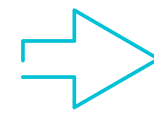
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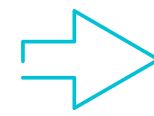
### Accelerate Migration

Fast, cost effective, low-risk cloud migration that leverages existing VMware skills and tools



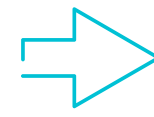
### Azure Reliability & Scale

Continuity, scale, and fast provisioning for VMware workloads on global Azure infrastructure



### Modernize Pragmatically

Seamlessly enhance VMware apps at your own pace and schedule with native Azure services



### Run Best on Azure

Combine VMware resource efficiency with Azure Windows and SQL Server savings for unbeatable platform costs

22%

Average TCO savings compared to on-premises data centers

2021 TCO Assessment Studies over 4-Month Period ending August 2021, VMware Cloud Economics Team

31 months

Average time saved by avoiding replatforming when migrating to the cloud and using VMware HCX for zero-downtime live migrations

2021 TCO Assessment Studies over 4-Month Period ending August 2021, VMware Cloud Economics Team

75%

Lower costs for Windows Server and SQL Server 2008/2012 compared to other hyperscalers with free Extended Security Updates

Pay less with Azure

24

Azure regions worldwide support Azure VMware Solution today, with more being added regularly, including Azure Government regions

Azure VMware Solution region availability

Up to 40%

Savings on Windows Server and SQL Server when you bring your own licenses with Azure Hybrid Benefit

Pay less with Azure



# Migration Use Cases with Azure VMware Solution

## Top reasons to extend your data center to the cloud

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### Meet urgent cloud migration mandates

Whether it's to support C-level initiatives, evacuate a data center before a lease expires, or accommodate new business IT operations from a merger or acquisition, Azure VMware Solution is your fast track to the cloud.



### Provide on-demand capacity and support LOB apps

Handle unplanned temporary capacity needs, anticipated seasonal spikes in demand, and urgent line-of-business applications without the capital expense of maintaining idle capacity while also minimizing the time and effort to procure and configure hardware on-premises by rapidly delivering services in the cloud.



### Modernize your hybrid applications

Enhance existing apps with backbone connectivity to hundreds of Azure services for storage, security, data, and more. Run Tanzu on Azure for a consistent Kubernetes and container experience for developers and operators to deploy, manage, and scale modernized applications across on-premises and cloud environments.



### Infrastructure for test, development and IT lab environments

Perform test/dev and lab/training activities in a flexible pay-by-the-hour environment, with the ability to move between cloud, on-premises, and other regions as needed.



### Enable your remote workforce

Move your VMware Horizon or other virtual desktop infrastructure to meet your cloud migration goals and benefit from Windows licensing simplicity on Azure.



# Customer Cloud Migration Success Stories

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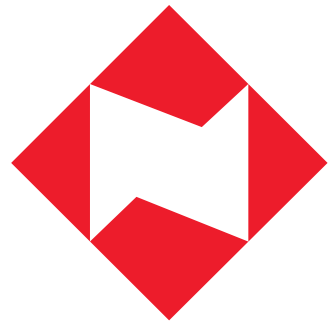
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## Carhartt

Learn how this global premium workwear brand established reliable cloud infrastructure for critical workloads.



Nippon Life Insurance Company

## Nippon Wealth Life

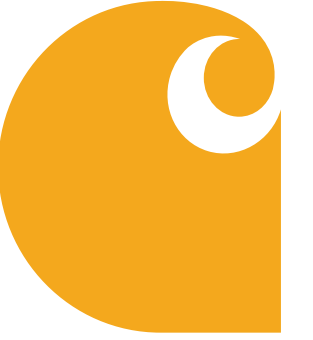
This financial products leader modernized on Azure infrastructure without changing their VMware platform.



## Softchoice

This IT solution provider applied the experience its experts deliver to clients when it came time to migrate and modernize their own operations.





carhartt

# Carhartt established reliable cloud infrastructure on Azure VMware Solution for critical workloads

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## Who is Carhartt?

Established in 1889, Carhartt is a global premium workwear brand with a rich heritage of developing rugged products for workers on and off the job. The company has operations in the U.S., Mexico, and Europe.

## Business needs

- Decision made to migrate to Azure for cost benefits
- Wanted to avoid upcoming data center hardware refresh
- Desire to preserve investments in VMware skills and tools

## Results

- Established reliable cloud infrastructure for critical workloads
- Moved approximately 400 Carhartt virtual machines to Azure VMware Solution running workloads for database, security, electronic data interchange, and facilities systems
- Provided easy-to-manage, more secure infrastructure for 350 VMware Horizon digital workspaces
- Leveraged existing VMware investment
- Freed IT team to support strategic business initiatives

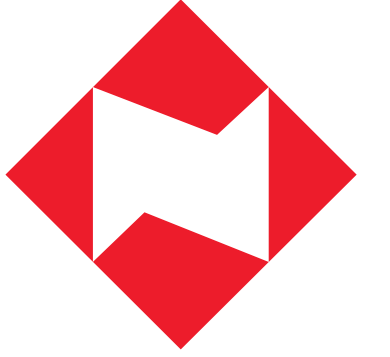
“Since we’ve been with Azure VMware Solution, we’ve had zero downtime. We love the reliability. Plus, I’ve got a little bit of time back. Those are great benefits.”

Haidar Abouzenni,  
Systems Engineer, Carhartt

*Learn more about  
Carhartt’s success with  
Azure VMware Solution*







Nippon Life Insurance Company

## Nippon Wealth Life modernized on Azure infrastructure without changing their VMware platform

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### Who is Nippon Wealth Life Insurance Company?

Nippon Wealth Life is a member of the Nippon Life Group, a financial services provider offering over-the-counter insurance annuity products delivered through financial institutions.

“We looked for methods for migrating systems to the cloud without making changes to existing applications. We focused our attention on Azure VMware Solution because it would enable us to use VMware products, which were already in use in our on-premises environment.”

Yasumasa Takada,  
Manager, System Management Department,  
Senior Infrastructure Architect and Member,  
System Administration Department IT Strategy  
Planning Team, Nippon Wealth Life

### Business needs

- Solve server resource shortages and rising IT costs
- Legacy systems reaching end-of-life required investments
- Management launched a cloud migration project to ensure high-quality, stable IT services

### Results

- Azure VMware Solution enabled cloud migration with no changes needed to existing applications
- Network extension from on-premises to Azure VMware Solution permitted non-disruptive migrations
- Extended Security Updates for Windows Server 2008 allowed cost-effective and secure continued use of legacy applications
- Deployment expanded with new hosts added in minutes
- Azure VMware Solution lifecycle management by Microsoft reduces operational burden

*Learn more about  
Nippon Wealth Life's success  
with Azure VMware Solution*



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When the time came to migrate and modernize their own operations, Softchoice called on the experience of its own IT experts to deploy Azure VMware Solution



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Who is Softchoice?

Founded in Toronto in 1989, [Softchoice](#) delivers information technology solutions to customers in the U.S. and Canada. The company specializes in cloud migration, adoption and management; software asset management; and digital workplace, security and data center modernization.

“[Azure VMware Solution provides the sweet spot between full refactoring of applications and moving loads from the physical data center to Azure. It was the right time and the right resolution for us at that point in our cloud journey.](#)”

Lester Moniz,  
Director, IT Operations, Softchoice

Business needs

- Softchoice selected Azure as the platform for its business transformation
- Needed to move on-premises VMware workloads to Azure to simplify infrastructure
- Softchoice faced an upcoming data center hardware refresh it hoped to avoid
- Legacy applications were incompatible with cloud-native instances

Results

- Skipped refactoring of legacy applications
- Migration to Azure VMware Solution completed ahead of deadline
- Business-critical applications were migrated with no user disruptions
- Existing licenses could be transferred using Azure Hybrid Benefit
- 25% to 30% reduction in operational and capital expenditures
- Apps in Azure VMware Solution were modernized using Azure storage and security services
- Softchoice is now their own success story for its customers

[Learn more about Softchoice’s success with Azure VMware Solution](#)



# Learn More and Get Started with Azure VMware Solution

- [Azure VMware Solution website](#)
- [Azure VMware Solution Tech Zone](#)
- [Azure VMware Solution Technical Overview Series on YouTube](#)
- [TCO Infographic](#)

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