# **m**ware<sup>®</sup> VMWARE CLOUD FOUNDATION BUSINESS CASE Maximize Digital Business Value



#### IT Challenges

- Support complex application portfolio
- Respond quickly to changing business needs



#### Enterprises

- Commit to multi-cloud
- Clear business cases for strategic initiatives

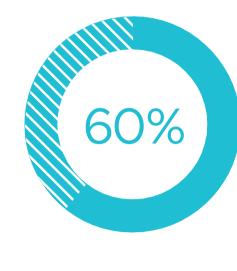
## VMware Cloud Foundation can maximize expected value

## Significant Savings Across Industries

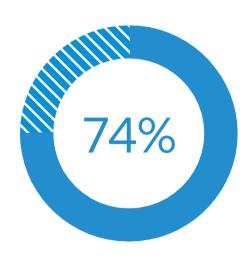
Sample of the projected average cost reduction in some major industries.<sup>3</sup>



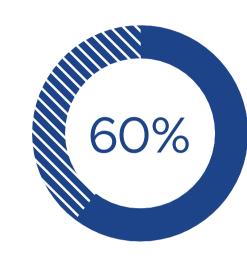
Government Local, State



Healthcare



Education Primary, Secondary, Higher Ed



Financial Services



Business Services & Communications

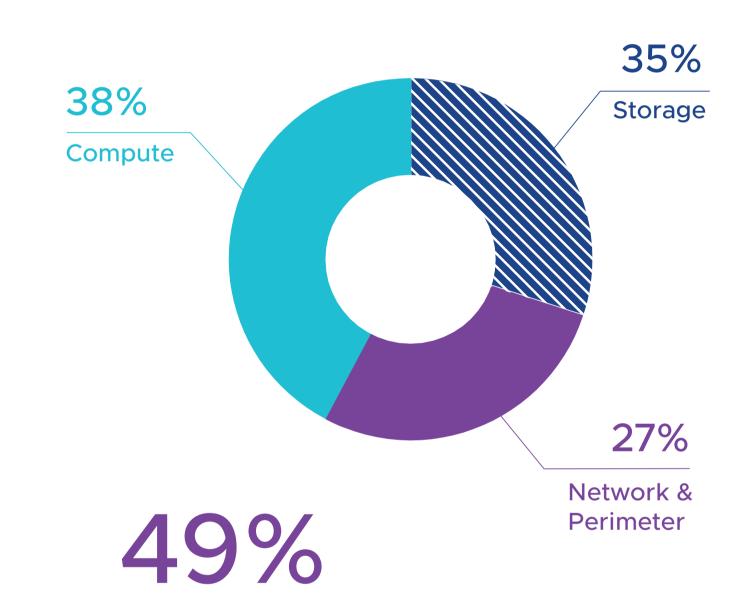
## CapEx Savings

#### Expected 3-year savings

Compute optimization, host consolidation, and network savings contribute to a 49% average projected 3-year total CapEx savings.

#### Value drivers

- Industry standard hardware
- Workload consolidation and intelligent placement across cloud environments
- Standardized Software Defined Infrastructure building blocks
- Network virtualization, firewall and load balancer hardware cost optimization



Projected 3-Year **Total Capex Savings** 

#### **OpEx Savings**

#### Expected 3-year savings

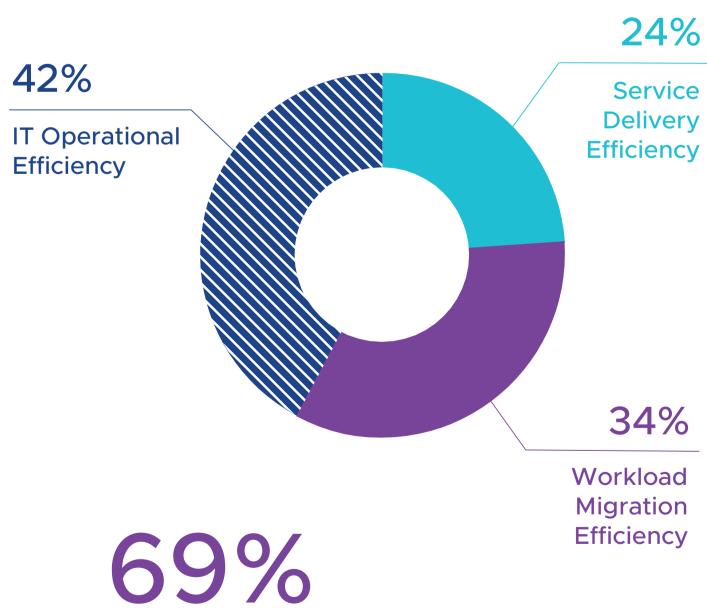
System lifecycle management, service blueprinting, and service delivery automation contribute to a 69% average projected 3-year total OpEx savings.

#### Value drivers

- ▶ Infrastructure automation to simplify operations
- Compute, storage and network capacity scaling

and capacity management

- Continuous performance optimization
- Workload migration acceleration



Projected 3-Year **Total Opex Savings** 

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VMware Cloud Foundation Savings Assessment for your organization.



Findings and data based on average projected savings for 103 VMware customers assessed in 2019 and 2020.

Enterprise Strategy Group. "Research Highlights, Hybrid Cloud Trends: Strategies for optimizing On-premises and Public Cloud Infrastructure." June 2019

countries across 22 industry segments. Their current VMware compute virtualization footprint ranges from 10 to 3,628 hosts, and 98 to 53,808 virtual machines deployed.

Data used in this analysis is aggregate data that combines customer-specific data gathered in interviews and business case modeling conducted with individual companies. Individual company data used to project savings includes personnel costs, infrastructure hardware and operating costs, as well as operational process efficiency metrics. 3. Projected savings averages for VMware customers by industry include: Government (15), Healthcare (12), Education (5), Financial Services (21), and Business Services and Communications (5).

Analysis includes existing VMware customers who have some VMware products in use (e.g., VMware NSX®, etc.) who are now deploying the full integrated VMware Cloud Foundation solution stack. Customers included in this sample represent 26