



Make Hybrid Cloud a Reality

Three organizations share their insights

[Get Started](#)



What is your hybrid cloud strategy?

Organizations will continue to benefit from their data center investments, yet many of these organizations are also looking to benefit from the unique advantages offered by public cloud that cannot be cost-effectively delivered with today's static data center environments.

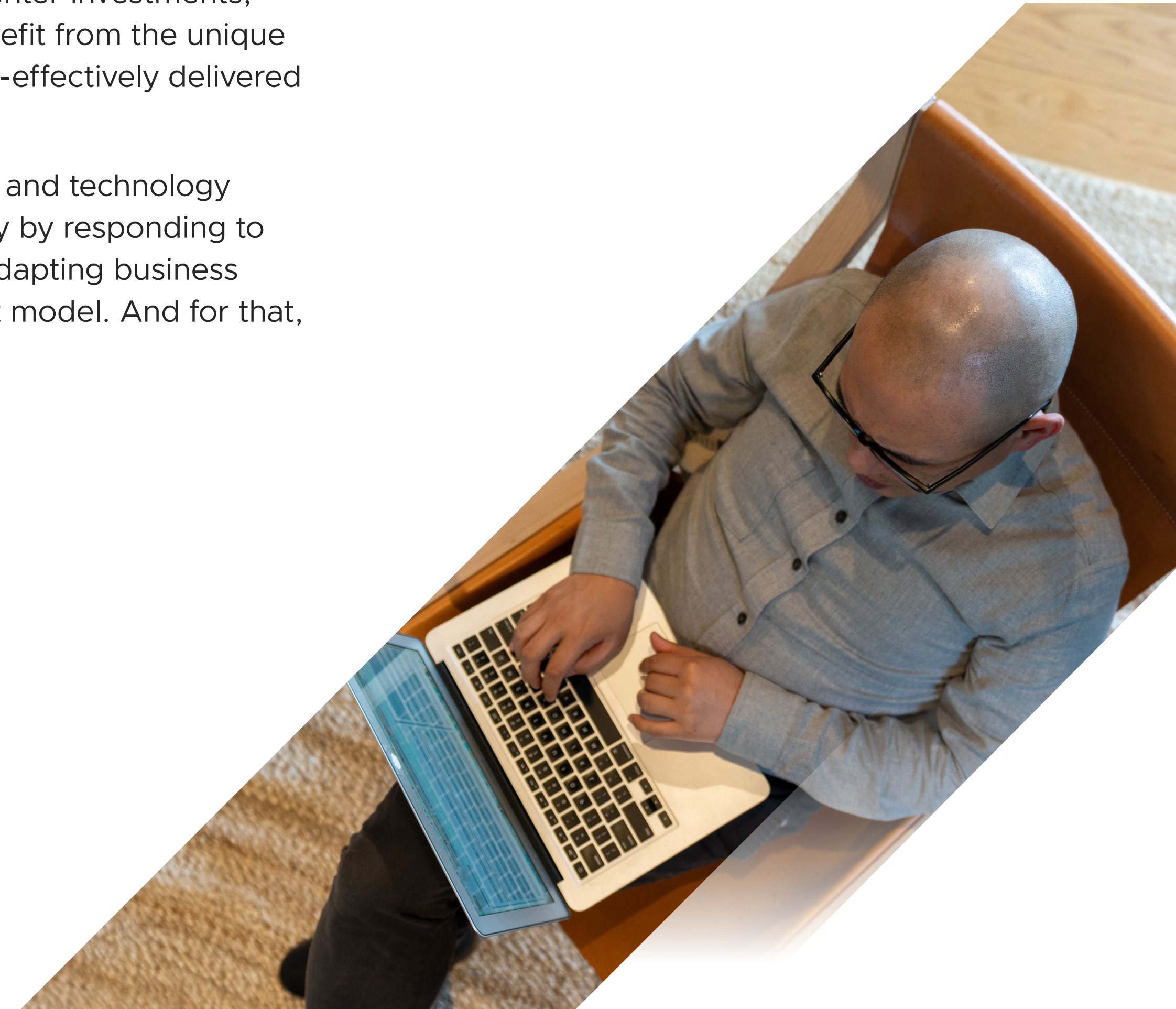
Also, in rapidly changing and uncertain times, business and technology leaders want to help organizations become future ready by responding to business continuity challenges in a timely manner, by adapting business resiliency, and by accelerating adoption of a digital-first model. And for that, businesses want to adopt a hybrid cloud path.

89%

of organizations still expect to have a meaningful on-premises footprint in three years.¹

93%

of organizations are committed to or showing interest in hybrid cloud as a long-term strategy.¹



Five reasons to extend your data center to the cloud

1. Footprint expansion

Obtain capacity for new projects and expand into new geographies without building a new data center or investing in over-provisioning.

2. On-demand capacity and urgent LOB applications

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.

3. Modern hybrid applications

Future proof your investments and provide a consistent Kubernetes and container experience for developers and operators to deploy, manage, and scale Kubernetes clusters across on-premises and cloud environments.

4. 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.

5. Remote workforce enablement

Aid remote workers and alleviate travel restrictions with virtual desktop infrastructure in the cloud.

78%

of respondents expect to move virtual servers, applications, and/or data back and forth between their on-premises resources and the public cloud.¹

54%

of IT managers and executives view public cloud management of infrastructure services as more difficult than on-premises.¹

35%

of enterprises see faster time to market as the key benefit of public cloud, as a result of being able to consume resources without needing to procure, deliver, and install capacity.²

34%

of enterprises see scaling to address demand requirements as a key benefit of public cloud.²

1. Hybrid Cloud Trends Survey, Enterprise Strategy Group, March 2019 (N=358)

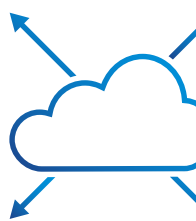
2. 451 Research's Voice of the Enterprise: Cloud, Hosting & Managed Services, Workloads and Key Projects 2019. 451 Research, part of S&P Global Marketing Intelligence, does not guarantee, warrant, or endorse the products or services of any firm, organization, or person.

Gain business agility and accelerate time-to-market by extending your data center with VMware Cloud on AWS



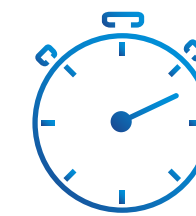
Cost-effective

Reduce costs to integrate between on-premises and the public cloud with no application re-factoring or re-architecting needed.



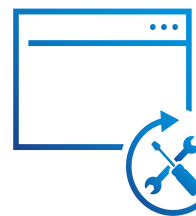
Scalable

Rapidly increase or decrease capacity on-demand to adapt to changing business needs across global regions with automatic scaling and load balancing.



Fast

Spin up an entire VMware SDDC in under two hours and scale host capacity in a few minutes. Leverage bi-directional, live application mobility between on-premises and the public cloud to move workloads with rapid speed.



Simple and consistent

Reduce operational complexity with familiar and proven VMware environment, management tools, and a single console for visibility to manage both on-premises and in public cloud.



Secure

Leverage established on-premises enterprise security, governance and operational policies, and extend that with AWS cloud scale and security.

96%

of responding IT managers and executives consider it important that public cloud vendors offer solutions that integrate with on-premises environments.¹

89%

of respondents consider it important to have the same architecture on-premises and in the public cloud.²

1. Hybrid Cloud Trends Survey, Enterprise Strategy Group, March 2019 (N=358)

2. VMware Core Metrics Survey, 2018 (n=1,633)

Case studies



The College of New Jersey delivers a secure, anytime and anywhere digital learning experience at scale by migrating to VMware Cloud on AWS



Kem One migrates its ageing on-premises IT infrastructure to VMware Cloud on AWS



Fozzy Group protects IT operations in war zone using VCDR with VMware Cloud on AWS

The College of New Jersey delivers a secure, anytime and anywhere digital learning experience at scale by migrating to VMware Cloud on AWS

Business needs

- Implement a more agile, scalable and nimble solution to keep up with the changing student needs and expectations during and post pandemic
- Offer a modern, personalized, and secure digital learning experience to students
- Replace high-maintenance on-premises infrastructure
- Establish a secure, virtual desktop infrastructure at scale

Results

- Significantly reduced on-premises infrastructure costs and management with \$200K+ annual savings in hardware costs and an additional \$26K savings on utility bills
- Deployed VMware Cloud on AWS as its virtual application infrastructure and onboarded 7,400 students over a six-to-eight-month period
- Established a secure BYOD environment that empowers students to use their preferred devices to access all the apps they need from an intuitive virtual desktop infrastructure
- Increased agility, flexibility, and scalability of IT infrastructure with VMware Cloud on AWS



Who is The College of New Jersey (TCNJ)?

Founded in 1855, TCNJ maintains the seventh highest four-year graduation rate among all public colleges and universities in the US. It is ranked by Money as one of the top 15 public colleges “most likely to pay off financially,” and U.S. News & World Report rates it the No. 1 public institution among regional universities in the northeast US.

[Learn more about The College of New Jersey](#)

“VMware Cloud on AWS requires significantly fewer resources to manage than our on-premises environment. We can spin down resources when everything slows down after graduation in the summer.”

Leonard Niebo
Associate Vice President &
Chief Information Officer
Office Of Information Technology, TCNJ

Kem One migrates its ageing on-premises IT infrastructure to VMware Cloud on AWS

Business needs

- Replace ageing IT infrastructure spread over two data centers in the Lyon region
- Migrate to the public cloud with minimum downtime and without rewriting applications that are not cloud-native
- Incorporate all the necessary virtualization technologies, while obtaining migration support from a high-quality service provider
- Put in place FinOps mechanisms to monitor changes in the cloud infrastructure costs

Results

- Migrated 280 VMs in real time to VMware Cloud on AWS
- Achieved 26% cost savings by replacing the ageing on-premises infrastructure
- Reduced downtime to less than 15 minutes for 900 SAP users during cloud migration
- Increased agility and flexibility of the cloud to rapidly add additional infrastructure components per development teams' needs and budget to be allocated



Who is Kem One?

Kem One is the second largest PVC producer in Europe with a turnover of over €900 million. Its activities, from salt extraction to PVC manufacturing, are mainly located in France.

[Learn more about Kem One](#)

“Migration of our information system to the AWS public cloud was completed in a few months, thanks to VMware solutions and support from TeamWork. At the end of the day, we are saving 26% on our infrastructure costs and have improved our agility—all without a moment’s impact on our 900 users.”

Jean-Yves Pottier
Head Of Infrastructure, Kem One

Fozzy Group protects IT operations in war zone using VCDR with VMware Cloud on AWS

Business needs

- Eliminate disruption threats (in supplying groceries and goods to its customers) as the Russian war on Ukraine continues
- Adopt cloud for disaster recovery in the event of natural or wartime disruptions
- Integrate with existing VMware infrastructure
- Replace disparate systems loosely coupled to serve as protection from a disaster that make it hard to test the recovery plan

Results

- Completed the implementation with VMware's deployment expertise in just over 2 weeks
- Protected itself against the elevated threat of data center disruption in time of war with VCDR ransomware capabilities
- Supported RTO and RPO as little as few hours for the most critical systems and 24 hours for the less critical ones
- Replicated and hosted hundreds of terabytes in the cloud in a secure manner supported by VCDR with VMware Cloud on AWS



Who is Fozzy Group?

Fozzy Group is one of the largest conglomerates in Ukraine and one of the leading Ukrainian retailers, with over 700 outlets throughout the country. In addition to its well-known grocery and convenience stores, Fozzy Group has business interests in food production, banking, IT, logistics, and restaurants.

[Learn more about Fozzy Group](#)

“ Previous [to the war] we had a plan for recovering our VMware infrastructure. But it was not so easy to check how well it worked... After implementing VMware Cloud Disaster Recovery, I certainly sleep much better.”

Ivan Slavioglo, Vice President of IT
Fozzy Group



Learn more about our VMware Cloud on AWS service at the [VMware Cloud on AWS website](#) or by viewing [VMware Cloud on AWS: Overview](#)

Check out the [VMware Cloud on AWS Solution Brief](#)

Try the [VMware Cloud on AWS Hands-on Lab](#) for a first-hand immersive experience

Get started now with VMware Cloud on AWS

[LEARN MORE](#)

Join us online:



Copyright © 2023 VMware, Inc. All rights reserved. VMware, Inc. 3401 Hillview Avenue Palo Alto CA 94304 USA Tel 877-486-9273 Fax 650-427-5001
VMware and the VMware logo are registered trademarks or trademarks of VMware, Inc. and its subsidiaries in the United States and other jurisdictions. All other marks and names mentioned herein may be trademarks of their respective companies.
VMware products are covered by one or more patents listed at [vmware.com/go/patents](https://www.vmware.com/go/patents). Item No: Make Hybrid Cloud a Reality-3 Organizations Share Their Insights 1/23