New Technology: The Projected Total Economic Impact™ Of Microsoft Azure VMware Solution

Through customer interviews and data aggregation, Forrester projects that Microsoft Azure VMware Solution has the following three-year financial impact.

PROJECTION OF BENEFITS
Three-year risk-adjusted

<table>
<thead>
<tr>
<th>Benefit</th>
<th>Low</th>
<th>Mid</th>
<th>High</th>
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</thead>
<tbody>
<tr>
<td>Total projected benefits (low)</td>
<td>$5.9M</td>
<td></td>
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<tr>
<td>Total projected benefits (mid)</td>
<td>$8M</td>
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<tr>
<td>Total projected benefits (high)</td>
<td>$9.6M</td>
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</tbody>
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PROJECTED NPV: $3.3M to $7.2M
PROJECTED ROI: 125% to 274%
TOTAL COSTS: $2.6M

MICROSOFT AZURE VMWARE SOLUTION BY THE NUMBERS

- Two to five FTE admin hires avoided
- 50 to 100% of yearly infrastructure refreshes avoided
- 75 to 100% of yearly business disruption avoided

VOICE OF THE CUSTOMER

“We don’t need to assess and rearchitect and migrate each of our VMware workloads and applications. We can gain the savings and performance benefits of rearchitecture with Azure [VMware Solution].”

Senior Director, IT, head of hybrid cloud, healthcare

“Ever since we moved to Azure VMware Solution, we’re saving thousands of dollars in hardware acquisitions per month and potentially hundreds of thousands during the year.”

Director, IT cloud infrastructure, education

This document is an abridged version of a case study commissioned by Microsoft titled: New Technology: The Projected Total Economic Impact™ Of Microsoft Azure VMware Solution, October 2021.

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