REALIZING HYBRID CLOUD
IBM CLOUD FOR VMWARE SOLUTIONS

CLOUD OPPORTUNITY

75% hosted private cloud opportunity by 2019

35.4% 3-year CAGR year over year

$40.6 BILLION Average number of clouds in use (3 public, 3 private)

WHY HYBRID CLOUD?

62% flexibility to adapt IT resources

54% cloud services delivered for hybrid cloud by 2019

59% (IT capital expenditure)

60% disaster recovery capabilities improved

54% lower IT capital expenses

WHY BUSINESS PRIORITIES
Agility
User Experience
Compliance

IT CHALLENGES
Inflexible infrastructure
Limited automation / self-service
Operational inconsistency

MANAGING RISK

75%
35.4%

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Enterprises planning to leverage hybrid cloud1

Average number of clouds in use (3 public, 3 private)2

Total market CAGR year over year4

Hosting private cloud opportunity by 20191

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Hosted private cloud opportunity by 2019

62% flexibility to adapt IT resources3

54% of cloud services delivered for hybrid cloud by 20194

59% cost savings estimated for hybrid cloud by 2019

60% disaster recovery capabilities improved3

59% lower IT capital expenses3

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OUR JOINT SOLUTION
PUBLIC OR MANAGED

SOFTWARE-DEFINED DATA CENTER
VMware API

APPS
VMware API

APPS
VMware API

APPS
VMware API

APPS
VMware API

vCenter
Virtual SAN
NSX
t

IBM Cloud SoftLayer Infrastructure

CUSTOMER BENEFITS

SPEED TO DEPLOYMENT
To meet time to market demands

SCALE TO GROW
To tackle new growth opportunities

SEAMLESS CONTROL
To minimize business risks

APPLICATION PORTABILITY
To avoid re-architecture for cloud

FINANCIAL SERVICES
90% reduction in development time for new applications

AUTOMOTIVE AND MFG
30 days Time to replace and deploy applications in production

TECHNOLOGY
20,000 Virtual machines relocated within 4 months

MEDIA AND ADVERTISING
8 Regional hubs consolidated

To learn more about Hybrid Cloud, visit www.vmware.com/solutions/ibm-software-solutions.html

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The results represented in the Wins below are for specific customer situations and are not representative of vertical or generic customer situations. Results will vary based on specific situation and environment for customers.