The Solution: VMware Cloud™ on AWS

Extend on-premises data centers to the cloud with a consistent operational model, retaining your familiar VMware tools, policies, and management as well as investments in third-party tools. Leverage AWS services to extend the value of enterprise applications over their lifecycle.

More than half of cloud customers today use more than one cloud and IDC expects that nearly **85%** of customers will ultimately use **MULTIPLE CLOUDS**

<table>
<thead>
<tr>
<th>Why Should You Consider a Hybrid Cloud?</th>
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<tbody>
<tr>
<td><strong>Cost efficiency and resource optimization</strong></td>
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<tr>
<td><strong>Accelerate business agility without compromising on security, compliance and regulatory requirements</strong></td>
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<tr>
<td><strong>Increase employee productivity with improved accessibility</strong></td>
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<td><strong>Drive innovation</strong></td>
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</tbody>
</table>

**VMware Cloud™ on AWS: Key Features**

- **Simple and Consistent Operations**
  - Protect, extend, or consolidate on-premises data center investments
- **Flexible to Suit Your Business Needs**
  - Optimize resource utilization
- **Enterprise-Grade Capabilities for Your Applications**
  - High-performance compute
  - Efficiency and performance
  - Accessibility

- **Operational consistency**
- **Consistent & secure network**
- **Hybrid cloud management**
- **Unified control and management**
- **Avoid integration overhead for 3rd-party tools**

**Use Case for Enterprises**

- Application Migration
- Capacity Management
- Geo Expansion
- New Application Development
- Data Center Consolidation
- Disaster Recovery

**What the Industry Says About VMware Cloud™ on AWS**

**Moody’s**

"The VMware Cloud on AWS provides us with a good landing spot for migrating workloads that are not yet cloud ready."

Rajiv Doshi  
Senior Vice President of Infrastructure Services, Moody’s

"We’ll be able to use VMware Cloud on AWS and leverage NSX to extend to the public cloud across a common operating environment. This gives us public cloud agility and economics with proven enterprise-class virtualized infrastructure."

Michael Allison  
Chief Technology Officer, Division of Administration/OTS, State of Louisiana

"This technology shows VMware’s commitment to helping customers embrace hybrid cloud by running VMware workloads out of the data center in the best-fit location."

Peter FitzGibbon  
Vice President and General Manager of VMware, Rackspace

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**IDC Vendor Spotlight** sponsored by VMware, Leveraging the Public Cloud for Datacenter Extension and Replacement, June 2016. Adapted from Worldwide Virtual Machine and Cloud System Software Forecast, 2016–2020 by Gary Chen.

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Why VMware & Accenture

Accelerate transformation
Mitigate your digital transformation and enable an agile IT infrastructure

Increase IT efficiencies while reducing IT operating costs
Harness the expertise developed with 10+ years of joint experience

Result-driven engagement
Strategic alignment between Accenture and VMware make complex process fast, secure and hassle-free

Unlock power in core data and applications
VMware’s software-defined solutions, combined with Accenture’s deep vertical and technical knowledge, helps customers improve their ability to develop, deploy, and run applications

Joint Customer Wins*

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

FINANCIAL SERVICES
90%
Reduction in development time for new applications

TECHNOLOGY
20,000
Virtual machines relocated within 4 months

MEDIA AND ADVERTISING
8
Regional hubs consolidated

* The results represented in the wins above 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.

VMware & Accenture Joint Solutions

VMware Cloud™ on AWS
• Seamlessly integrate on-premises data center environments with AWS
• Existing tools based on familiar VMware software

Private Cloud / Software-Defined Data Center (SDDC)
• Leverage industry-leading VMware Software-Defined Infrastructure (SDI) and virtualization solutions
• Combine Accenture’s experience in infrastructure strategies, transformations, and managed services for true digital transformation

Accenture’s VMware Validated Design
• Minimize time to value
• Simplify user experience through automated provisioning and management

Cloud Networks
• Eliminate network bottlenecks and increase security
• Get cost-savings and flexibility while drastically improving the provisioning process

Workplace as a Service
• Deploy virtual desktop infrastructure (VDI) without owning infrastructure

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