

# Business Value of VMware Cloud Director for Partners

Interviewed VMware managed service provider partners reported that use of VMware Cloud Director allows them to offer **more robust and timely infrastructure services** and deliver **value-add professional and managed services** to their customers. This results in **significant revenue gains**, while also enabling their IT infrastructure and service development teams.

## Key Results



**51%**

Higher growth, services supported by VMware Cloud Director



**188%**

5-year ROI

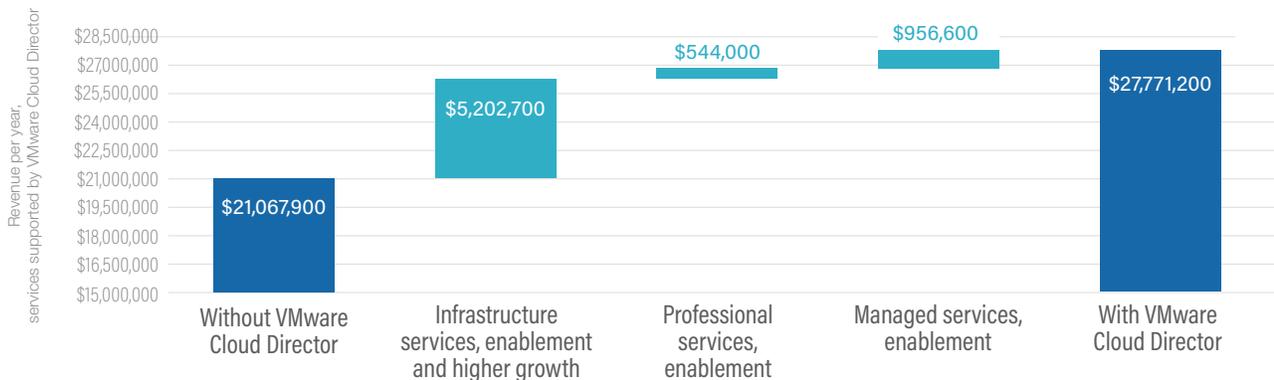


**32%**

Higher annual revenue, services supported by VMware Cloud Director

## Impact on Services Supported by VMware Cloud Director, Revenue

31.8% higher revenue = \$6.70M higher revenue per year per partner



### Customer Quote:



"We used to have no way of providing customers with a shared or self-service platform. So when VMware Cloud Director came in and we could start offering those services, it massively accelerated our growth and the variety of customer use cases for which we could offer a solution."



### Business Benefits

- **72%** faster to onboard new customer
- **57%** faster to deliver new service
- **35%** higher customer satisfaction
- **54%** higher customer spend



### IT Benefits

- **54%** faster to deliver new network capacity
- **51%** faster to deliver new compute
- **31%** more efficient IT infrastructure teams
- **7%** higher service developer productivity