

VMware Cloud Provider Pod Partner Snapshots

The VMware Cloud Provider Program (VCP) enables cloud providers to run a successful cloud services business based on the VMware Cloud Provider Platform. The VMware Cloud Provider Pod was specifically designed for cloud providers to accelerate service deployment cycles, increase automation, and reduce management costs.

The VMware Cloud Provider Pod does three things:

- Helps cloud providers design a bespoke software-defined cloud environment suited to their cloud service needs
- Reduces time to service delivery significantly by deploying said cloud with a single click
- Guarantees interoperability and performance at scale by generating custom documentation and guidelines adhering to the VMware Validated Designs for Cloud Providers

Large Multinational Telecommunications Provider



Almost 350 million clients



Operates in 17 countries (with a presence in 24 countries)



Over 125,000 employees

Challenges

- Fast international expansion increased technology architecture complexity and regional differences slowed deployments
- Lack of automated, consistent operations increased costs
- Tool upgrade cycles and customization hindered problem identification and resolution processes

Objectives

- Speed up service deployment cycles for better customer experience
- Focus on the customer experience, not managing internal technologies
- Simplify technology architecture and faster time to market for international expansion
- Use automation to standardize for consistent operations

Solution

- VMware Cloud Provider Pod
- Utilized VMware services and engineering expertise

Business Outcomes

- Reduced deployment cycles from 30 days to 3 days
- Increased process automation
- Improved consistent and standardized operations
- Reduced costs by using VMware Validated Designs for Cloud Providers

“The Pod deployment cycle was measured in 3–4 days, reduced from 30 days with the separate VMware products, and integrated well with non-VMware tools in our architecture.”

Midsize Colocation/Cloud SP



5,000 customers



Just under 40 datacenters across 18 U.S. states



VMware is viewed as a strategic vendor partner

Challenges

- Ad hoc automation slowed down service deployments and inhibited new service innovation with software-defined networking (SDN)
- Slow service deployments to multiple sites
- Multisite deployments required the use of fragmented tools and processes, which resulted in inconsistent operations and overhead for configuring and integrating separate tools
- Potential replacement of legacy, point management solutions

Objectives

- Accelerate service deployment cycles
- Reduce integration, testing, and validation costs
- Migrate from using multiple, separate management tools toward a platform strategy

Solution

- VMware Cloud Provider Pod
- Utilized VMware sales engineering expertise
- Considering the use of VMware NSX

Business Outcomes

- Saved a year's worth of development costs
- Decreased service deployment times by 50%
- Reduced the up-front preparation costs for management capabilities by using VMware Validated Designs for Cloud Providers

“We saved a small team a year of development expense by using the Pod due to its prebuilt, validated, and configured structure. It has moved the service paradigm from validate and correct to validate and release.”

Small, Michigan-Based Internet SP



Internet SP partner offers affordable gigabit internet and an industry-leading, personalized client experience to residents and businesses in Michigan.



The company has a newly built fiber backbone designed to transform the way customers create, collaborate, and communicate.

Challenges

- Build more automation to increase scale and the customer experience
- Gain visibility into customer adoption and billing metrics to improve internal decision making
- Reduce opex for platform support

Objectives

- Speed up service deployment cycles for better customer experience
- Reduce labor costs through simplification of a strategic platform
- Use automation to standardize for consistent operations
- Obtain advanced capabilities that significantly larger service providers have

Solution

- VMware Cloud Provider Pod
- Utilized VMware sales, product, networking, and technical engineering expertise

Business Outcomes

- Reduced deployment times of similar Pod capabilities from 400 hours to 40 hours
- Reduced customer support costs by 200%
- Improved internal ROI analysis with Pod metering capabilities

“By using the VMware Pod, we have reduced deployment cycles for similar capabilities from 400 hours to 40 hours. We also have reduced our customer support costs by 200% as we now only have to send one person to a customer site, rather than a team.”