VMware Cloud Provider Pod
Partner Snapshots

The VMware Cloud Provider Program (VCPP) 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 development cycles, increase automation, and reduce management costs.

Large Multinational Telecommunications Provider

Challenges
- Field international expansion increased technology management capabilities, and regional differences caused deployment challenges.
- Lack of automated, consistent operations increased costs.
- Tool agnostic models and standardized solutions required increased coordination and resolution processes.

Objectives
- Spend up time on revenue-generating activities for better customer experience.
- Focus on customer experience, not managing vendor technologies.
- Simplify technology, architecture, and better time to market for international deployment.
- Use automation to reduce costs for consistent operations.

Solution
- VMware Cloud Provider Pod
- Utilize VMware services and engineering expertise

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

Midsize Colocation/Cloud SP

Challenges
- Ad hoc automation slowed down service deployment and installed new service innovation with software-defined networking (SDN).
- Slow service deployment to multiple sites.
- Multiple deployments required the use of fragmented tools and processes, which resulted in inconsistent operations and customer experiences.
- 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 single platform strategy.

Solution
- VMware Cloud Provider Pod
- Utilize VMware validated engineering expertise
- Customize the use of VMware NSX

Business Outcomes
- Saved over a year's worth of development costs.
- Decreased service deployment times by 90%.
- Reduced the upfront preparation costs for management capabilities by using VMware Validated Designs for Cloud Providers.

Small, Michigan-Based Internet SP

Challenges
- Build more automation to increase scale and the customer experience.
- Gain cloud site, customer adoption and billing switches to improve internal decision making.
- Reduce Ops for platform support.

Objectives
- Spend up time on revenue-generating activities for better customer experience.
- Reduce operations costs through simplification of a strategic platform.
- Use automation to standardize for consistent operations.
- Advance automation capabilities that significantly larger service providers have.

Solution
- VMware Cloud Provider Pod
- Utilize VMware NSX, product networking, and technical engineering

Business Outcomes
- Reduced deployment times of under Pod deployment times by 90%.
- Reduced customer support costs by 200%.
- Improved internal ROI analytics with full metering capabilities.

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.

"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."

The VMware Cloud Provider Pod does three things:

"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."