



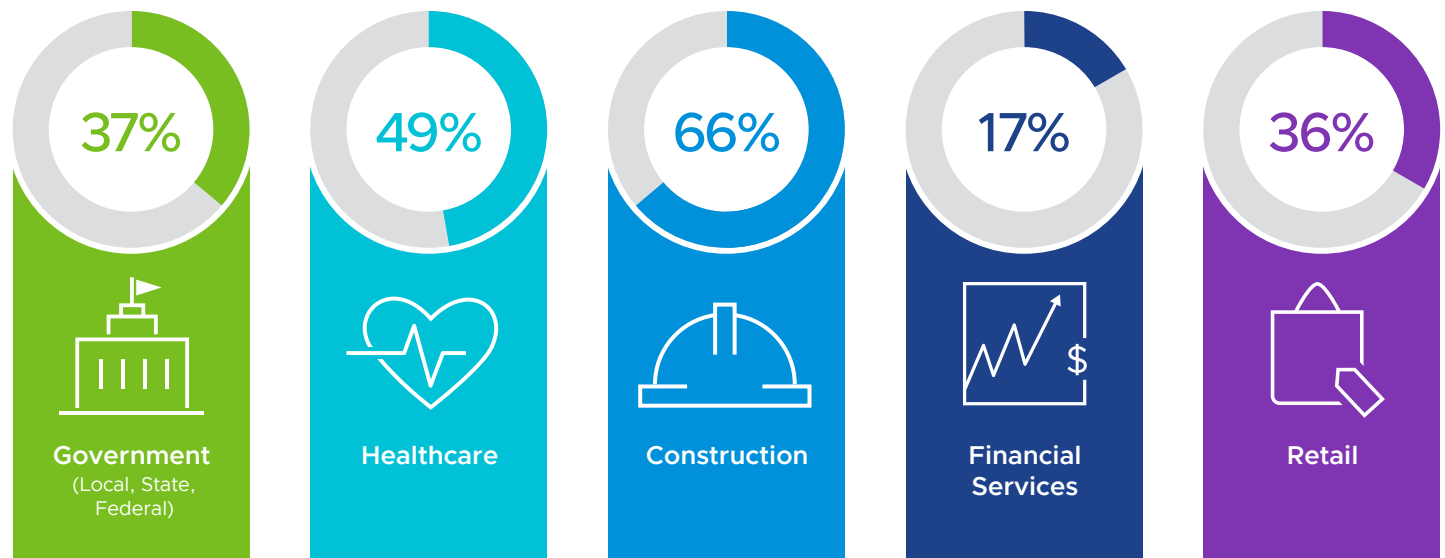
Cloud Economics for the Modern Enterprise

Today's IT organizations must support an increasingly complex modern application portfolio and respond quickly to changing digital business needs. To meet the challenges of operational inconsistency, incompatible machine formats, and more, 76 percent of IT organizations are committed to hybrid cloud as a long-term strategy.¹ But at a time when IT is being asked to do more with less, it is more important than ever to have a clear business case for strategic IT initiatives that support digital business success.

VMware Cloud™ on Dell EMC is a fully managed Infrastructure as a Service that combines the simplicity and agility of the public cloud with the security and control of on-premises infrastructure. Delivered as a service to data center and edge locations, VMware Cloud on Dell EMC provides you with simple, secure and scalable infrastructure for new and traditional applications. A recent business case analysis of more than 100 VMware customers illustrates how VMware Cloud on Dell EMC can lower costs and maximize expected value across IT infrastructure and operations using familiar VMware Software-Defined Data Center (SDDC) tools and processes.

Significant savings across industries

Based on cross-industry analysis, VMware customers in a wide range of business sectors are expected to significantly reduce 3-year Total Cost of Ownership (TCO) with VMware Cloud on Dell EMC. Here's just a sample of the projected average cost reduction in five major industries.



Source: VMware internal assessment of over 100 customers conducted from 2019 through 2021.

Unlock the value of VMware Cloud on Dell EMC

With VMware Cloud on Dell EMC, you can move to an operationally costed, fully managed infrastructure subscription model, all while maintaining the security and latency you expect from an on-premises environment. The solution enables you to run, manage, and secure production applications in a modern, seamlessly integrated hybrid IT environment without having to manage hardware or software, rewrite applications, or modify your current operating models.

The equation goes beyond a simple server-to-server comparison. When evaluating the economics of your current infrastructure against VMware Cloud on Dell EMC's operationally costed, fully managed subscription-based model, consider these four factors:

1 NO PUBLIC CLOUD REWORK REQUIRED



VALUE DRIVERS

- ▶ No rewriting of applications required, saving time.
- ▶ Maximize existing investments with minimal migration costs.
- ▶ Exit data centers quickly and easily, reducing risk.



SAVINGS

- ▶ The cost of migration is almost eliminated.

A state government moved 1,600 VMs with 44% lower labor cost to migrate.²

2 ELIMINATES RESKILLING



VALUE DRIVERS

- ▶ Leverages the power of VMware's SDDC software to maximize investment in your organization's existing skills.
- ▶ No retraining required.
- ▶ Minimizes productivity loss.
- ▶ Eliminates the hiring time lag.



SAVINGS

- ▶ Minimize the cost and complexity of reskilling.
- ▶ Reduce the need for hiring.

A 37-person IT organization saved \$245K on training and lost productivity in 1 year and required 61% less staff time to support workloads at the edge.³

3 INCREASED FLEXIBILITY



VALUE DRIVERS

- ▶ VMware SDDC enables you to leverage workload portability with zero lock-in—no application rewriting needed.



SAVINGS

- ▶ Vendor lock-in and associated rework costs are largely eliminated.

An insurance company saved 35% by eliminating refactoring costs while preserving the option to bring workloads live in less than 2 weeks.⁴

4 SIMPLIFIED ADMINISTRATION



VALUE DRIVERS

- ▶ VMware proactively manages and supports the hardware and software infrastructure.
- ▶ Full lifecycle management—including deployment, patching, updates, upgrades, monitoring and remediation—is handled directly by VMware.



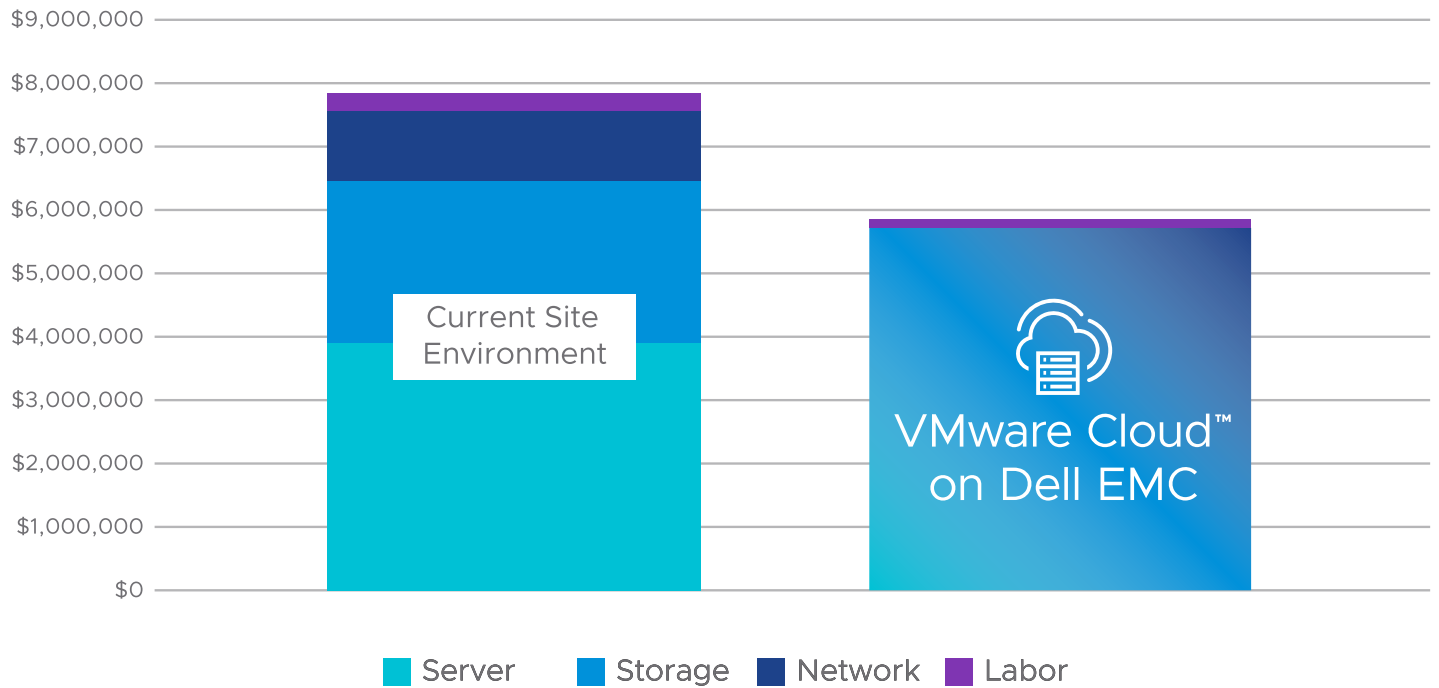
SAVINGS

- ▶ Admin staff are freed up to focus on higher-value projects.
- ▶ Hardware and software management, service and full lifecycle management are all included in the subscription cost at significant savings.

An organization retasking five IT administrators can save \$3M in admin costs over 3 years.⁵

Reduce TCO by 26% over 3 years

A 3-year cost analysis⁶ demonstrates that by moving to VMware Cloud on Dell EMC with a higher virtual machine (VM) density, customers can eliminate their CapEx spend, replacing it with a predictable monthly OpEx bill. When comparing the VMware Cloud on Dell EMC solution to your existing environment, remember that Storage and Network costs are included in the Host costs because VMware Cloud on Dell EMC runs on hyperconverged infrastructure. In our analysis, Labor costs were reduced by 94 percent.⁷



Get started.

Request a meeting with a dedicated sales specialist for a more personalized VMware Cloud on Dell EMC Assessment for your organization.

[CONTACT SALES](#)

1. Enterprise Strategy Group. "Research Highlights, Hybrid Cloud Trends: Strategies for optimizing On-premises and Public Cloud Infrastructure." June 2019.
2. Findings and data based on business case savings for a state government customer assessed in 2020.
3. Findings and data based on business case savings for a global telecommunications customer assessed in 2021.
4. Findings and data based on business case savings for an insurance customer assessed in 2021.
5. Calculation based on \$200K IT administrator annual salary and benefits.
6. VMware cost analysis based on 1,219 VMs, one edge location, and an existing environment of 67 servers, 2 sockets/server, 24 cores/processor, 556GB RAM/server.
7. VMware, Inc. VMware Cloud on Dell EMC Economic Analysis. 2021.

