The Total Economic Impact™
Of VMware vRealize Automation

Through four customer interviews and data aggregation, Forrester concluded that VMware vRealize Automation has the following three-year financial impact.

FINANCIAL SUMMARY
Three-year risk-adjusted present values

<table>
<thead>
<tr>
<th>Benefits</th>
<th>Costs</th>
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<tbody>
<tr>
<td>$8.9M</td>
<td>$4.4M</td>
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- Compliance enforcement
- Issue reduction
- Accelerated delivery
- Capacity optimization
- Operational efficiency

$4.5M NPV  101% ROI  16 month PAYBACK

PRODUCTIVITY
5 to 6 hours saved per VM
IT labor for deployment, Day 2 activities, and retirement

COST SAVINGS
15% increase
Infrastructure resource utilization

BUSINESS ACCELERATION
5x increase
Annual churn rate of unneeded VMs, freeing resources for growth

1 week faster
Deployment of environments for end users

VOICE OF THE CUSTOMER

“vRealize Automation has made a much more scalable, stable, and agile environment with more consistency. It’s increased productivity and shortened time-to-deployment.”

Platform engineer, healthcare services

“We need a lot less IT labor [now]. There’s fewer manual tasks, misconfigurations, and less handholding. Environments are all consistent, stable, and secure.”

Systems administrator, B2B software

“We didn’t know how much waste we had previously... we created a spike in activity without a spike in growth, so we naturally used our existing equipment more efficiently.”

IT director and enterprise architect, healthcare services

This document is an abridged version of a case study commissioned by VMware titled, “The Total Economic Impact Of VMware vRealize Automation,” July 2019. Read the full study here.

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