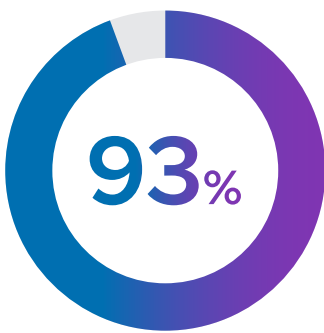**vm**ware®

Tracking
Cloud Management Success

We all know there's more than one way to manage IT operations. But not all solutions deliver the same time and cost-saving benefits. Here are six ways that self-driving IT operations management powered by VMware vRealize® Operations™ delivers business value.

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1 Simpler, automated operations accelerate business actions

Self-driving operations is a simple, yet powerful strategy for automating and simplifying operations management that incorporates artificial intelligence (AI) and machine learning (ML) to help your IT team be more proactive and agile. As your data center grows in scale and complexity, your team can confidently work hands-off and hassle-free to accelerate business actions.
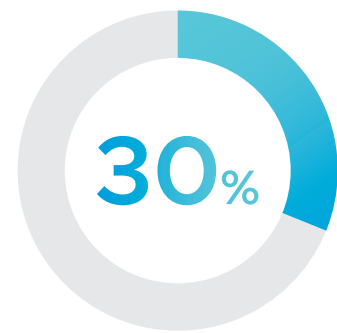
Only VMware delivers

93%
Reduction in unplanned downtime[1]

50%
Reduction in hardware cost[1]

30%
Improvement in productivity[1]

"
From day one, VMware vRealize Operations has had a positive impact. It has helped us to improve our operational efficiency as well as enable us to achieve significant cost savings. The reclaimed resources and cost savings we achieved helped fund additional IT projects.
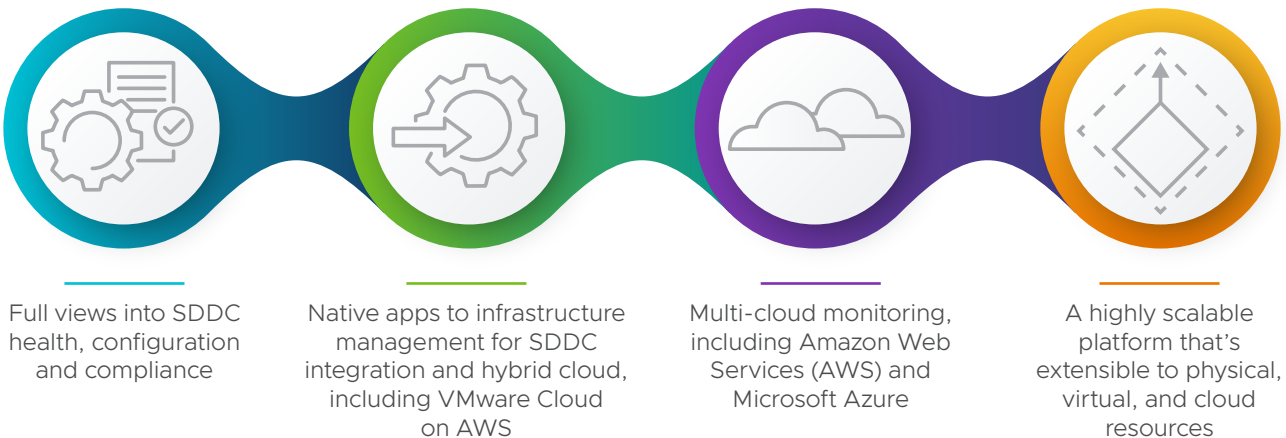"

- Fabian Thomas, Datacenter Manager, Emirates Airline

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2 Unified visibility and ultimate extensibility boost productivity

VMware is the first vendor to provide a highly scalable, open and extensible cloud operations platform with seamless visibility and control across existing infrastructure, in addition to full support for software-defined data center (SDDC) and hybrid and public cloud resources. This includes virtualized compute (with VMware vSphere®, VMware Cloud Foundation™, and VMware Cloud™), networking (with VMware NSX®), and storage management (with VMware vSAN™) for apps and infrastructure, across hybrid and multi-clouds.

Our self-driving operations go beyond other approaches to ensure

| Full views into SDDC health, configuration and compliance | Native apps to infrastructure management for SDDC integration and hybrid cloud, including VMware Cloud on AWS | Multi-cloud monitoring, including Amazon Web Services (AWS) and Microsoft Azure | A highly scalable platform that's extensible to physical, virtual, and cloud resources |

> " vRealize Suite provides solid visibility and troubleshooting capabilities to our networking and operations teams. We can quickly and confidently accelerate our adoption of SDDC. "
>
> *- Brian Lancaster, Vice President of IT, Nebraska Medicine*

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3 Automated performance and workload placement lower risk

VMware ML-driven intelligence monitors all the resources necessary to keep your critical applications running at peak performance. Only vRealize Operations assures application performance with automated workload placement and balancing based on your business and operational intent.

Optimize your workload balancing for performance, OS separation, software license management, or consolidation. Continuously verify workload performance against defined intent. Apply predictive analytics to project future requirements. Balance workloads automatically or schedule your balancing. Throughout the virtual machine (VM) lifecycle, use integrated vRealize Operations and VMware vRealize® Automation™ to meet your utilization and business intent goals and to predict and prevent potential performance issues before they negatively affect your business.

Only VMware delivers

50% Reduction in database management software licensing costs[1]

80% Optimized utilization at DellEMC[3]

300% Increase in data center capacity for scale and agility at CNRA[2]

> " The work we've done with VMware will serve as a model for other states looking to consolidate and streamline their IT operations while improving security. "
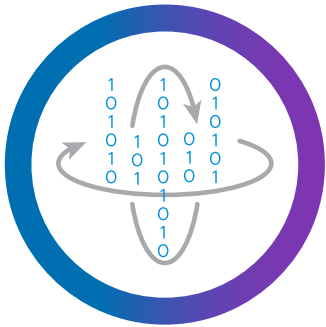>
> *- Michael Allison, CTO, State of Louisiana*

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4 Intelligent remediation speeds troubleshooting and root causes analysis

Because speed matters, vRealize Operations provides the transparency and visibility your employees need to resolve problems faster and more efficiently. Moving forward at the velocity of your market is business imperative, which is why vRealize Operations works harder than other solutions to get your IT staff to root causes first.
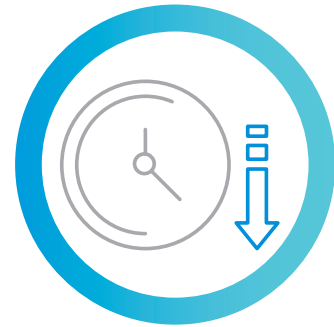
Only VMware delivers

360° view
of all your IT data

Cut troubleshooting
time in half

25% reduction
in problem resolution time
at ACI Specialty Benefits[4]

"
If the price of a share changes by a few cents, our employees of the trading department must be able to react in real time. IT - including VMware's solution - is essential for our business model.
"

- Holger Schultes, CIO, Bank am Bellevue

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5 Proactive capacity management lowers costs

Unlike other offerings, vRealize Operations reduces costs and risks with real-time capacity analytics along with proactive planning and procurement. Reclaim overprovisioned, orphaned VMDKs or idle capacity, right-size VMs, and increase consolidation while honoring business and operational intent. Combine capacity analytics with costing information to easily understand and track how operational efficiency and capacity management drives cost efficiency. Use flexible capacity modeling to develop resourcing strategies and what-if scenarios across multiple clouds.

Only VMware delivers

10%
Reduction in storage costs

40%
Reduction in TCO at Telkom Indonesia[5]

25%
Reduction in capital costs at SIBUR[6]

> " There's no question that VMware has reduced our costs and our operational overheard. We're able to do more with less, provide 24/7 services with no interruption, and grow in a less reactive, more strategic way "
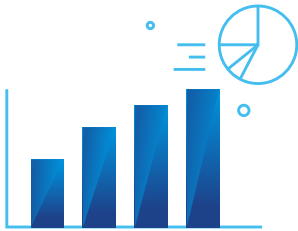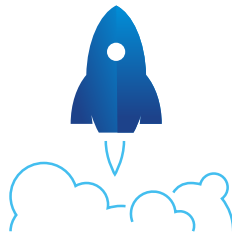>
> *- John Levay, CTO, Niagara College*

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Hands-off and hassle-free operations management maximizes return

Only VMware delivers a self-driving operations solution that provides all of the features and functionality you need in a single IT cloud management platform — reducing costs and eliminating silos created by individual tools. Experience vRealize Operations savings in your organization.

Only VMware delivers

$7.5M NPV[1]

303% ROI[1]

Payback in <3 months[1]

> " In the past, a CTO would focus on the operation and maintenance of services, possibly with a view to tactical services. Today, it's more about having a vision looking three to five years ahead, and leading teams, towards this vision. "
>
> *- Jose Luis Romanos, CTO, CaixaBank*

Try the **VMWare vRealize Operations ROI calculator** today to see how much you can save.

1. Forrester Consulting, "The Total Economic Impact™ of VMware vRealize Operations," March 2019
2. CNRA case study
3. DellEMC case study
4. ACI Specialty Benefits case study
5. Telecom Indonesia case study
6. SIBUR case study

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