

Maximize Digital Business Value

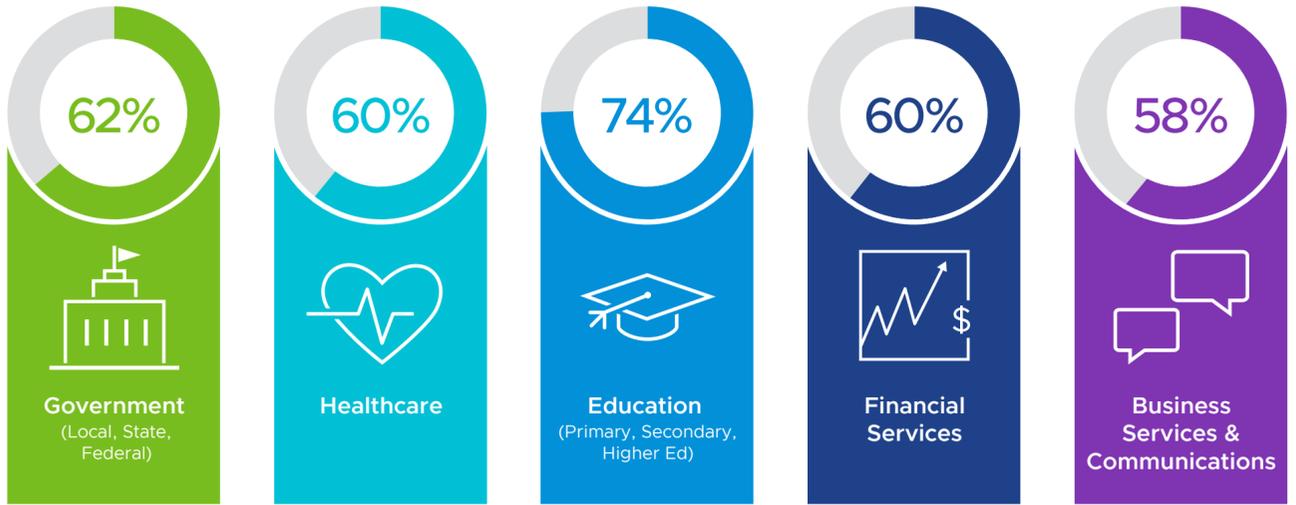


Today's IT organizations must support an increasingly complex application portfolio and respond quickly to changing digital business needs. To meet these challenges, 76 percent of IT organizations are committed to hybrid cloud as a long-term strategy.¹ But in the current business climate, it is more important than ever to have a clear business case for strategic IT initiatives that support digital business success.

VMware Cloud Foundation™ is the hybrid cloud platform that enables consistent, more secure infrastructure and operations across private and public cloud for new and traditional application architectures. Business case analysis of more than 100 customers in 2019 and 2020 illustrates how VMware Cloud Foundation can maximize expected value across IT infrastructure and operations.²

Significant Savings Across Industries

Based on detailed 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 Foundation. Here's just a sample of the projected average cost reduction in some major industries:³



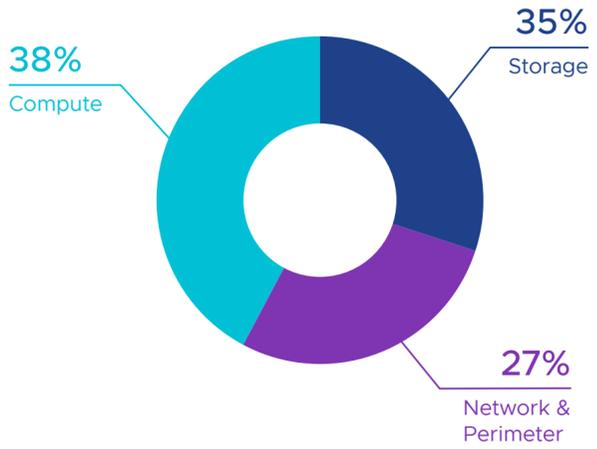
CapEx Savings

Value drivers

- ▶ Run on industry-standard x86 hardware at much lower cost than traditional monolithic hardware.
- ▶ Intelligently place workloads in data center, public cloud or edge environments, based on cost and desired business outcomes.
- ▶ Optimize workload density with software-defined and automated resource and workload management.
- ▶ Reduce firewall and load balancer hardware costs with network virtualization, gaining micro-segmentation, load balancing, and integrated security.

Expected 3-year savings

Compute optimization, host consolidation, and network savings contribute to a 49 percent average projected 3-year total CapEx Savings.

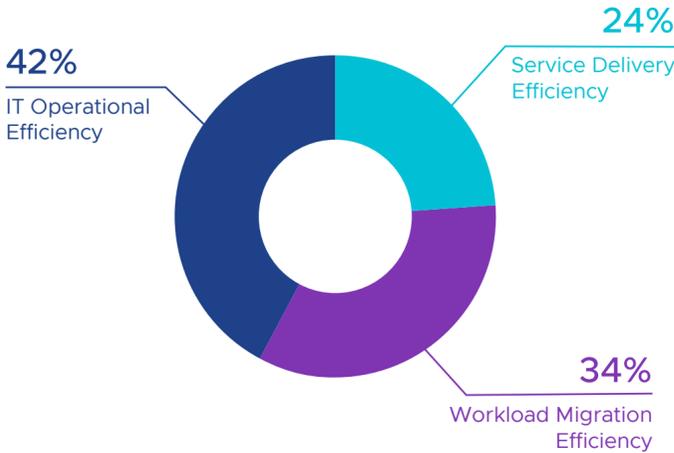


49% Projected 3-Year Total

OpEx Savings

Expected 3-year savings

System lifecycle management, service blueprinting, and service delivery automation contribute to a 69 percent average projected 3-year total OpEx savings.



69% Projected 3-Year Total

Value drivers

- ▶ Integrate and automate initial system deployment, configuration and ongoing lifecycle management.
- ▶ Optimize service delivery with orchestrated and automated infrastructure resources.
- ▶ Streamline service consumption with standardized and repeatable logical infrastructure topologies.
- ▶ Accelerate mass migration of workloads into VMware Cloud Foundation environments.

Get started.

Request a meeting with a dedicated sales specialist for a more personalized VMware Cloud Foundation Savings 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 average projected savings for 103 VMware customers assessed in 2019 and 2020.
 Analysis includes existing VMware customers who have some VMware products in use (e.g., VMware vSphere®, VMware NSX®, etc.) who are now deploying the full integrated VMware Cloud Foundation solution stack. Customers included in this sample represent 26 countries across 22 industry segments. Their current VMware compute virtualization footprint ranges from 10 to 3,629 hosts, and 98 to 53,808 virtual machines deployed.
 Data used in this analysis is aggregate data that combines customer-specific data gathered in interviews and business case modeling conducted with individual companies. Individual company data used to project savings includes personnel costs, infrastructure hardware and operating costs, as well as operational process efficiency metrics.
 3. Projected savings averages for VMware customers by industry include: Government (15), Healthcare (12), Education (5), Financial Services (21), and Business Services and Communications (5).