



# TietoEVERY Offers Innovative Hybrid Cloud Services with VMware Cloud Director and VMware Cloud Foundation

## COMPANY

TietoEVERY

## INDUSTRY

Managed Cloud Service and Hybrid IT Service Management Provider

## HEADQUARTERS

Espoo, Finland

## BUSINESS NEED AND CHALLENGES:

- Need for local cloud services
- Need for standard API interface to integrate automation systems
- Need for software-defined infrastructure
- Provide a robust platform for IaaS/containers
- Standardize SDDC architecture across different cloud providers
- Offer fixed pricing to customers
- Provide platform compliance with several security requirements
- Align with customer desire to outsource SDDC management
- Integrate automation to keep the cost down and deliver support and service

## About TietoEVERY

TietoEVERY is a leading digital services and software company with a Nordic presence and global capabilities. Headquartered in Finland, TietoEVERY employs 24,000+ experts globally. The company serves a substantial number of enterprise customers, as well as mid-size and public sector customers in more than 90 countries, generating approximately EUR 3 billion in revenue.

TietoEVERY was the first partner to achieve *VMware Cloud Verified* recognition in the Nordics. TietoEVERY helps its customers manage and integrate their IT environments while driving the transformation towards a cloud-first world. TietoEVERY's success starts with a deep understanding of their customers' business and having the best talent available to advise customers. TietoEVERY's infrastructure services leverage the strength of global technology partners, automation and AI, that enable business transformation and continuity in an agile, trusted, and cost-efficient way.

Whether their customer's goal is operational resiliency, business agility, cost reduction, or meeting industry compliance and security requirements, TietoEVERY offers solutions to solve their business needs. In addition, TietoEVERY helps provide the shift from traditional to next-generation cloud environments at an optimal pace across public, private, and hybrid environments.

## Customer Challenges

TietoEVERY's customers typically outsource their enterprise IT to them. Within infrastructure services, this includes 24x7 managed services, platform services, and professional services.

However, most enterprises nowadays are struggling to unleash the benefits of transitioning to the cloud and are typically slowed down due to, among other things:

- The heavy transformation efforts required for moving to a hyperscale cloud
- Compliance and security requirements concerning data sovereignty and data protection
- Need for a cloud service that is located in the Nordics and managed locally or by nearshore operations
- Need to secure a developer ready cloud to assist with application modernization
- Traditional 3-tier infrastructure platforms with lack of separation between the

#### EXPECTED IMPACT:

- Decrease time to deploy new SDDC from 3 months to 3 weeks
- Reduce time to onboard new customers from 4 weeks to 2 days
- Drop lead time to create new virtual capacity from days to minutes
- Consolidate multiple existing environments: VCF SDDC and VCD
- Unify customer experience across cloud endpoints with VCD
- Offer lifecycle management of VCF, VCD, vRealize solutions
- Deliver fast automated and scalable SDDC services with a common footprint
- Provide better optimization of public cloud resources with VCD and VCF
- Offer app modernization with automated workloads

“Working with VMware has enabled us to build a true cloud in our data centers, allowing us to bring modern cloud capabilities from secured and trusted delivery locations to our customers, thus combining the best of public and private cloud infrastructure setups in a true hybrid manner.”

FRANCISCO ROMERO,  
HEAD OF HYBRID IAAS

“Hybrid IaaS gives us, small-sized municipalities, opportunities to use the same modern and secure technology as the large ones.”

CRISTER LUNDGREN,  
REPRESENTATIVE OF NORRBOTTEN'S  
E-COMMITTEE AND IT MANAGER IN ÄLVSBY  
MUNICIPALITY

*Customer Reference Source:* See how the municipalities of Norrbotten are collaborating with TietoEVERY and Hydro66 to establish a modern and secure data center solution in Boden, Sweden.

infrastructure layer and the managed service layer towards a modular and repeatable architecture that allows easy scaling, deployment of new services, and integration into open ecosystems

- Lack of standardization and API interfaces to integrate automation systems
- Resource and budget constraints

TietoEVERY has also noticed the challenge for organizations to perform the cloud transformation in one go, as the complexity involved in application refactoring typically requires heavy time and capital investment. As a result, TietoEVERY was looking for a phased approach to the cloud journey. One where technology transformation to the cloud could be decoupled from the business transformation inherent to application refactoring; a lift and shift approach that could bring some of the benefits of modern cloud technology while allowing for a more ‘at-your-own-pace’ business transformation for customers.

### TietoEVERY-VMware Partnership Offers Customers “Pay-as-you-go” Hybrid Cloud Services

By becoming a VMware cloud partner, TietoEVERY has transformed its business, generating new revenue streams through new services. The partnership gives TietoEVERY access to VMware’s cutting-edge solutions and subject matter experts, enabling them to build relevant services and design new functionalities to bring to market.

VMware and TietoEVERY have forged a long-term partnership that enables them to support hybrid IT deployments in the Nordics. VMware’s global capabilities across on-premises deployments to virtualized data centers and native clouds, combined with TietoEVERY’s local capabilities and strong industry knowledge, form a foundation for transforming customers’ IT landscapes. This includes a joint total cost of ownership where TietoEVERY can deploy optimal solution bundles meeting customer use cases and budgets. Furthermore, access to these features in VMware labs further shortens TietoEVERY’s time to market in launching new services.

TietoEVERY delivers key partnership benefits to customers for platform evolution, including a significant increase in customer experience and satisfaction:

- Decreasing lead time to deploy the new SDDC from **three months to two weeks**
- Reducing time to on-board new customers from **four weeks to two days**
- Dropping lead time to create new virtual capacity from **days to minutes**

Together, TietoEVERY and VMware offer customers easily accessible “pay-as-you-go” hybrid cloud services that scale up business innovation, speed, operational resilience, security, compliance and offer cost savings when compared to traditional infrastructure solutions.

### TietoEVERY Accelerates Automation with VMware Cloud Director and VMware Cloud Foundation

After the Tieto and EVERY merger into TietoEVERY Corporation, they realized that they had to transform their business model to meet end-customer business needs.

Specifically, the company wanted to create a fully functional cloud on a private deployment. After researching their options, they realized that VMware Cloud Director (VCD) and VMware Cloud Foundation (VCF) were the best options. With this offering, they could onboard customers in days, which was not possible earlier. It also served their requirement to create a cloud offering delivered from their data centers, aligned with their cloud operating model and their skill sets, and fully automated to deploy.

TietoEVERY doesn’t need to invest thousands of people hours to build the automation, the portal, the user interface or develop their own API. Instead they use new features when they are available from VMware.

#### TIETOEVRY'S INNOVATIVE HYBRID CLOUD SERVICES: BENEFITS

- Deep industry knowledge and commitment to serving Nordic clients
- Accelerated cloud migration by removing technological barriers
- Seamless mobility across clouds for optimum workload placement
- API-driven services with holistic automation
- Adaptable cloud deployment to address industry compliance needs
- Application modernization with centrally managed cloud-native services
- Single pane of glass for a simplified user experience and consistent policy and security
- Self-service enablement for customer cloud consumption

#### NEW VMWARE CAPABILITIES ON THE ROADMAP FOR TIETOEVRY:

- Tanzu Kubernetes Grid
- Bitnami catalog via App LaunchPad
- Hybrid IaaS extensions to public cloud with Cloud Director service integration
- Cloud Director Availability
- VMware Cloud on AWS
- vRealize Operations Cloud
- vRealize Network Insight Cloud
- Azure VMware Solution
- Google VMware Services

#### VMWARE FOOTPRINT:

- VMware Cloud Director 10.2
- VMware Cloud Director Availability 4.1
- VMware Cloud Foundation 4.2
- VMware HCX 4.0
- VMware NSX 3.0
- VMware vSAN 7.0

#### Enabling Migration with Close-to-Zero Application Downtime

TietoEVRY customers continually look to adopt new cloud technologies to increase business agility. The customer's focus is on the speed to migrate to a secure cloud and the ability to deploy new cloud operating models and resources. The VMware Hybrid Cloud Infrastructure-as-a-Service (IaaS) enables TietoEVRY to offer native cloud capability with complete control over the location and data security; and the ability to easily migrate legacy x86 workloads without transformation to extend the investment lifespan. Hybrid Cloud IaaS offers a cloud-like solution compatible with on-prem deployment and extensible to the public cloud with a single management pane, where the latest VMware technology for modern application development is available off-the-shelf.

VMware's HCX hybrid workload mobility platform gives TietoEVRY's customers the ability to expand their current on-premises environments into the hybrid cloud seamlessly and allows customers to perform large-scale migrations of virtual machines. This migration happens with WAN optimization and close-to-zero application downtime, dramatically increasing migration speed. They adopted the VCD and VCF architecture to make workload migration from vSphere to vSphere possible – using HCX for seamless cloud transitions.

#### Looking Ahead

Cloud journeys take many forms, and each company deals with different obstacles as no one path fits every organization's goals. By partnering with VMware, TietoEVRY can turn a very complex and intimidating process into a simpler, customer-focused cloud transition.

In order to enhance their platform capabilities, TietoEVRY is looking to add vSphere Kubernetes with Tanzu Kubernetes Grid, increased monitoring and managed services with vRealize Operations (vROPs) Cloud, network management services with vRealize Network Insight (vRNI) Cloud, and more hybrid cloud services connecting to VMware Cloud on AWS and Azure VMware Solutions. They want to offer VCF on every major hyperscaler with a standard operating model across all hyperscalers - this will act as a unique differentiator, extending vSphere-based clouds into hyperscale.

Tenant App will give them standard Virtual Data Center (VDC) metrics and a view of the VDC, and they will be able to reassure customers that when they consume capacity from their VDC, they can see the health status of their environment.

The integrated monitoring and analytics capabilities that vROPs and vRNI cloud promise, should enable TietoEVRY's ambitious Next Generation Services powered by AI Ops. This Hybrid Infrastructure-as-a-Service is meant to be a blueprint that can be adjusted to deliver higher privacy and compliance requirements for certain industries and would be offered along with their consultancy services.

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#### Appendix

- TietoEVRY bagged the 2021 *VMware EMEA Partner Innovation Award* for leveraging VMware solutions in combination with next-gen technologies, including 5G, edge, blockchain, cloud-native, AI/ML/cognitive, and advanced analytics.
  - Today, organizations can get to the cloud about six months sooner than before. Reaching this fast track and reaping numerous cloud benefits faster has a name: "Relocate." Learn more [here](#).
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