



Make Hybrid Cloud a Reality

Three organizations share their insights

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What is your hybrid cloud strategy?

Organizations will continue to benefit from their data center investments, yet many of these organizations are also looking to benefit from the unique advantages offered by public cloud that cannot be cost-effectively delivered with today's static data center environments.

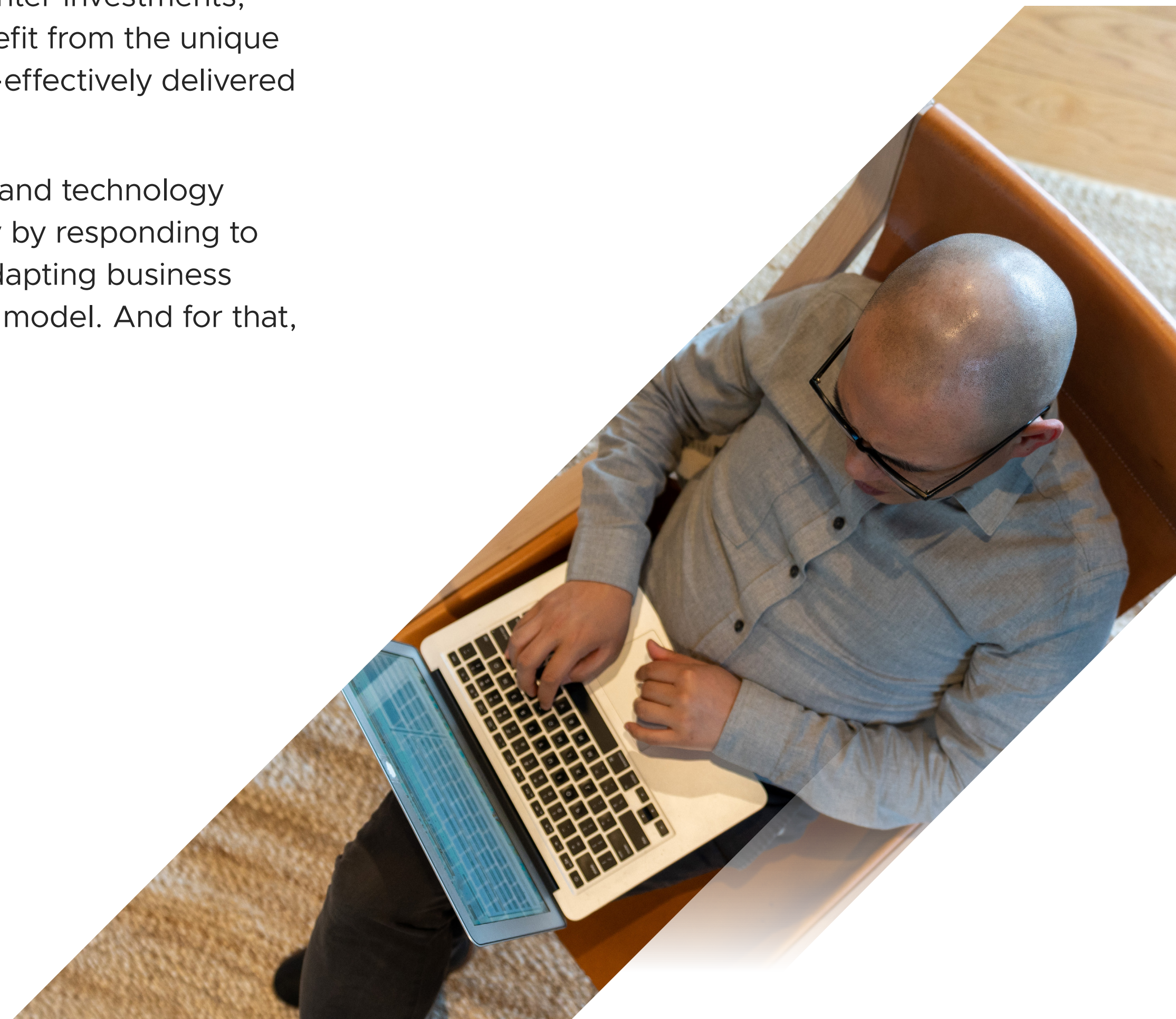
Also, in rapidly changing and uncertain times, business and technology leaders want to help organizations become future ready by responding to business continuity challenges in a timely manner, by adapting business resiliency, and by accelerating adoption of a digital-first model. And for that, businesses want to adopt a hybrid cloud path.

95%

of CEOs see the need to adopt a digital-first strategy and the majority of organizations are down the path of executing their plans.¹

89%

of organizations are actively looking for a better way to manage unpredictable cloud costs.²



1. *IDC's Worldwide CEO Survey*, 2022: The CEO Tech Agenda in a Digital-First World, Part 1 — Big Themes, Business Priorities, and Risks

2. Enterprise Strategy Group – VMware Hybrid and Multi-cloud trends report, December 2022

Key reasons to migrate to the cloud

1. Footprint expansion

Obtain capacity for new projects and expand into new geographies without building a new data center or investing in over-provisioning.

2. On-demand capacity and urgent LOB applications

Handle unplanned temporary capacity needs, anticipated seasonal spikes in demand, and urgent line-of-business applications without the capital expense of maintaining idle capacity while also minimizing the time and effort to procure and configure hardware on-premises by rapidly delivering services in the cloud.

3. Disaster Recovery

Reduce disaster recovery costs by complementing/replacing on-premises DR with Disaster Recovery as a Service (DRaaS). Minimize downtime and data loss from ransomware with predictable ransomware recovery solution.

4. Modern hybrid applications

Future proof your investments and provide a consistent Kubernetes and container experience for developers and operators to deploy, manage, and scale Kubernetes clusters across on-premises and cloud environments.

5. Test, development and IT lab environments

Perform test/dev and lab/training activities in a flexible pay-by-the-hour environment, with the ability to move between cloud, on-premises, and other regions as needed.

6. Remote workforce enablement

Aid remote workers and alleviate travel restrictions with virtual desktop infrastructure in the cloud.

Key differentiators to accelerate your cloud journey



Enterprise-ready turnkey cloud service

Built-in enterprise infrastructure services for business-critical applications



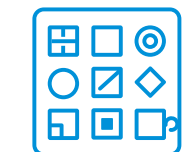
Fast non-disruptive cloud migration

Fast, cost-effective, less risky way to migrate applications to the cloud



Consistent, familiar cloud platform

Minimal learning curve by leveraging existing skills, tools, and processes



Pragmatic, non-disruptive modernization

Rich set of deeply integrated options for modernizing enterprise applications



Compelling TCO

Lower TCO compared to on-premises AND public cloud alternatives

56% average annual data center operating cost reduction.¹

53% average reduction in infrastructure and operations costs.¹

59% less staff time required and 46% faster to migrate applications on VMware Cloud on AWS.²

83% less unplanned downtime when running applications on VMware Cloud on AWS.²

351% 3-year ROI when running applications on VMware Cloud on AWS.²

1. Forrester TEI report: The Total Economic Impact™ Of VMware Cloud On AWS, October 2022

2. IDC: The Business Value of Running Applications on VMware Cloud on AWS in VMware Hybrid Cloud Environments, October 2020

Case studies



The College of New Jersey delivers a secure, anytime and anywhere digital learning experience at scale by migrating to VMware Cloud on AWS



Kem One migrates its ageing on-premises IT infrastructure to VMware Cloud on AWS



Fozzy Group protects IT operations in war zone using VCDR with VMware Cloud on AWS

The College of New Jersey delivers a secure, anytime and anywhere digital learning experience at scale by migrating to VMware Cloud on AWS



Who is The College of New Jersey (TCNJ)?

Founded in 1855, TCNJ maintains the seventh highest four-year graduation rate among all public colleges and universities in the US. It is ranked by Money as one of the top 15 public colleges “most likely to pay off financially,” and U.S. News & World Report rates it the No. 1 public institution among regional universities in the northeast US.

[Learn more about The College of New Jersey](#)

Business needs

- Implement a more agile, scalable and nimble solution to keep up with the changing student needs and expectations during and post pandemic
- Offer a modern, personalized, and secure digital learning experience to students
- Replace high-maintenance on-premises infrastructure
- Establish a secure, virtual desktop infrastructure at scale

Results

- Significantly reduced on-premises infrastructure costs and management with \$200K+ annual savings in hardware costs and an additional \$26K savings on utility bills
- Deployed VMware Cloud on AWS as its virtual application infrastructure and onboarded 7,400 students over a six-to-eight-month period
- Established a secure BYOD environment that empowers students to use their preferred devices to access all the apps they need from an intuitive virtual desktop infrastructure
- Increased agility, flexibility, and scalability of IT infrastructure with VMware Cloud on AWS

“VMware Cloud on AWS requires significantly fewer resources to manage than our on-premises environment. We can spin down resources when everything slows down after graduation in the summer.”

Leonard Niebo
Associate Vice President &
Chief Information Officer
Office Of Information Technology, TCNJ

Kem One migrates its ageing on-premises IT infrastructure to VMware Cloud on AWS

Business needs

- Replace ageing IT infrastructure spread over two data centers in the Lyon region
- Migrate to the public cloud with minimum downtime and without rewriting applications that are not cloud-native
- Incorporate all the necessary virtualization technologies, while obtaining migration support from a high-quality service provider
- Put in place FinOps mechanisms to monitor changes in the cloud infrastructure costs

Results

- Migrated 280 VMs in real time to VMware Cloud on AWS
- Achieved 26% cost savings by replacing the ageing on-premises infrastructure
- Reduced downtime to less than 15 minutes for 900 SAP users during cloud migration
- Increased agility and flexibility of the cloud to rapidly add additional infrastructure components per development teams' needs and budget to be allocated



Who is Kem One?

Kem One is the second largest PVC producer in Europe with a turnover of over €900 million. Its activities, from salt extraction to PVC manufacturing, are mainly located in France.

[Learn more about Kem One](#)

“Migration of our information system to the AWS public cloud was completed in a few months, thanks to VMware solutions and support from TeamWork. At the end of the day, we are saving 26% on our infrastructure costs and have improved our agility—all without a moment’s impact on our 900 users.”

Jean-Yves Pottier
Head Of Infrastructure, Kem One

Fozzy Group protects IT operations in war zone using VCDR with VMware Cloud on AWS

Business needs

- Eliminate disruption threats (in supplying groceries and goods to its customers) as the Russian war on Ukraine continues
- Adopt cloud for disaster recovery in the event of natural or wartime disruptions
- Integrate with existing VMware infrastructure
- Replace disparate systems loosely coupled to serve as protection from a disaster that make it hard to test the recovery plan

Results

- Completed the implementation with VMware's deployment expertise in just over 2 weeks
- Protected itself against the elevated threat of data center disruption in time of war with VCDR ransomware capabilities
- Supported RTO and RPO as little as few hours for the most critical systems and 24 hours for the less critical ones
- Replicated and hosted hundreds of terabytes in the cloud in a secure manner supported by VCDR with VMware Cloud on AWS



Who is Fozzy Group?

Fozzy Group is one of the largest conglomerates in Ukraine and one of the leading Ukrainian retailers, with over 700 outlets throughout the country. In addition to its well-known grocery and convenience stores, Fozzy Group has business interests in food production, banking, IT, logistics, and restaurants.

[Learn more about Fozzy Group](#)

“ Previous [to the war] we had a plan for recovering our VMware infrastructure. But it was not so easy to check how well it worked... After implementing VMware Cloud Disaster Recovery, I certainly sleep much better.”

Ivan Slavioglo, Vice President of IT
Fozzy Group



Learn more about our VMware Cloud on AWS service at the [VMware Cloud on AWS website](#) or by viewing [VMware Cloud on AWS: Overview](#)

Check out the [VMware Cloud on AWS Solution Brief](#)

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