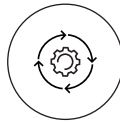**$50M projected savings over 5 years**

Operational efficiencies enabling IT to focus on modern application development instead of infrastructure maintenance

Supported growth in COVID-19 efforts and mobile healthcare worker pop-up sites

Healthcare Provider Leverages VMware Horizon on VMware Cloud on AWS to Scale Rapidly and Save Big

Leveraging reliable hybrid cloud increases scale, availability, and business continuity to provide better service to customers.

Faced with the challenges of costs and maintenance for aging infrastructure and traditional applications plus capacity constraints, this healthcare provider could continue down the path of business-as-usual (continuing to buy new hardware for expansion or having to add additional co-lo space for expansion) or adopt a hybrid cloud path. They wanted to create a more modern and efficient approach to IT to better serve their internal customers and business demands. A highly available and reliable hybrid cloud with out-of-region redundancy would improve their SLAs and business continuity strategy. Faced with the perils of COVID-19, they also needed to rapidly scale to support their organization's efforts to fighting the disease as well as demand from mobile healthcare worker pop-up sites and new acquisitions. They were seeking a solution to enable them to consolidate data centers, rapidly scale to meet business demands, and support their remote users.

Seamlessly migrating to cloud and improving user experience
VMware Cloud™ on AWS uniquely enables healthcare providers to seamlessly migrate traditional and outdated healthcare applications to a cloud environment without the need to refactor or re-architect those applications or learn new tools or skillsets that would be needed in a public cloud environment.

A large private healthcare provider in the U.S. with over 70,000 employees, servicing over 10 million people. Comprised of over 20 hospitals and over 700 outpatient facilities.

INDUSTRY
Healthcare

HEADQUARTERS
United States

VMWARE FOOTPRINT
VMware Horizon® on VMware Cloud™ on AWS
VMware Workspace ONE®

The customer chose VMware Cloud on AWS due to their strong relationship with VMware and that this is VMware's flagship cloud solution that has been in the market for 4 years and jointly engineered with AWS. In addition, this solution enables the customer to run a consistent operating model with what they had on-premises and removes the burden on IT due to upgrades and patches so they can work on modern application development. This healthcare provider selected VMware Horizon® to provide better login times to Electronic Medical Records than their previous VDI provider with the addition of SSO integration and a hybrid cloud delivery model. They are bringing their non-clinical business users to the cloud to access business applications, and they are working on plans for their clinical users. VMware Workspace ONE™ provides the endpoint management, application cataloging, user profile management, and application distribution for business and clinical users.

> With VMware Horizon on VMware Cloud on AWS, this healthcare provider will achieve $24M from device cost savings and $26M from infrastructure and operational cost savings. In year 1, they can recognize $5.3M from device cost savings alone.

In addition to gaining cost savings by moving to VMware Horizon, a VDI platform that securely delivers virtual desktops and applications to end users, the customer benefits from seamless integration between VMware Cloud on AWS, Horizon, and Workspace ONE. They also found better application response times with Horizon than their previous provider (reducing from 90 seconds to less than 20 seconds for desktop and application logins).

Saving infrastructure and operational costs

Cost was an extremely important factor in the customer's consideration of the right solution. They were concerned with reducing infrastructure costs (on-premises vs VMware Cloud on AWS), improving efficiencies by moving to Horizon and experiencing savings on the endpoints and management software, and increasing administrative and operational savings of the overall solution.

In comparing business-as-usual (their current 3-tier and converged environments) to VMware Cloud on AWS, the projected savings for the hybrid cloud solution are approximately $50M over 5 years by converting to Horizon on VMware Cloud on AWS, using third party PC repurpose software, and moving from traditional thick clients to thin clients. Additionally, the customer will benefit from operational efficiency savings where the IT staff can focus on modern application development instead of upgrades, patching, troubleshooting, and operations management of the solution. They will achieve $24M from device cost savings and $26M from infrastructure and operational cost savings. In year 1, they can recognize $5.3M from device cost savings alone. These CAPEX and OPEX savings will be reinvested into the current project and will help fund other IT projects.

Looking ahead

This healthcare provider is continuing to deploy hosts and expects to grow to 25,000 concurrent desktops in VMware Cloud on AWS. Overall, they will benefit from footprint consolidation as they move from on-prem to VMware Cloud on AWS. In this move to VMware Horizon on VMware Cloud on AWS, they are gaining cost savings, greater operational efficiencies and scale, and improved response times. As time goes on, they plan to explore additional use cases for business and clinical users and various applications.

With **#Horizon** on **#VMWonAWS**, a healthcare provider achieved operational efficiency and projected to save $50M over 5 years