THE VIRTUAL CLOUD NETWORK:
Sharpen your edge
YOUR NETWORK IS HOLDING YOU BACK

In technology, change is the only constant. Today, we are in the midst of a digital disruption that is transforming every industry, every company, and every team.

“The pace of tech evolution is the fastest we’ve ever experienced. Yet it’s also the slowest ... that we’ll experience for the remainder of our lives.”

- Pat Gelsinger, CEO, VMware

Digital transformation is redefining the requirements for success: The ability to spin up services in days instead of months. The flexibility to react to feedback and opportunities in real time. The speed and foresight to deliver better, richer customer experiences.

Underpinning all of these capabilities is the network. A flexible, agile, secure network can enable one company’s success, while a network trapped in the last decade can destine another to fail.

The network that got you to today—built for specific, siloed environments—won’t suffice for a future defined by the hyperdistribution of apps and the cloud.

Companies must harness the fundamentals of the cloud to define the network of tomorrow, today: a digital fabric that drives business forward, rather than holding it back.

“[VMware] was the wrecking ball that tore down the verticals between different groups—networking, storage, compute.”

- Matthew Vince, Chief Design Officer, State of Louisiana
A company’s most valuable assets are its customers. Data is the foundation on which differentiated customer experiences are built. So a key imperative is to provide pervasive connectivity across all data, no matter where it lives: data center, cloud, or edge.

Today, network engineers are expected to manage hundreds to thousands of devices, a number that will grow exponentially in the next few years. So as network connections continue to increase, the next requirement is for businesses to harness automation to ensure simplicity and scalability.

Finally, security must be inherent so that when breaches occur—and they will—they can be contained, and losses can be minimized.

Only software can fully deliver these requirements. A virtual network simplifies management, increases uptime, improves service, strengthens security, and reduces costs—so organizations can mine the most value out of their existing hardware while maximizing business opportunities.

Boxes alone simply won’t cut it. To accelerate and innovate … adapt or forget it.

“The first question is not “How do I do it?” but “What do I want to achieve?” As apps move from data centers to centers of data at the edge, new requirements emerge.

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- Michael Allison, CTO, State of Louisiana
SHARPEN YOUR EDGE WITH THE VIRTUAL CLOUD NETWORK

Today, more users are accessing more apps and data with more devices than ever before. The Virtual Cloud Network connects and secures it all by providing a layer of abstraction away from traditional silos—delivering greater flexibility, speed, and value.

Three characteristics make the Virtual Cloud Network unique:

DELCIVERED IN SOFTWARE
Quickly aggregating and drawing insights from apps and data

CLOUD NETWORKING FABRIC
With pervasive connectivity from the data center to branch to cloud to edge

SECURITY ARCHITECTED IN
So policies follow apps, services, and devices wherever they go

"With VMware NSX, it’s easy to lock down communications between virtual servers. It goes beyond a traditional firewall or DMZ-type setup—we can take network security a step further, down to the individual virtual machine."

- Christopher Frenz, Director of Infrastructure, Interfaith Medical Center
THE VIRTUAL CLOUD NETWORK, BY THE NUMBERS

In today’s reality where everything is connected and data is more valuable than gold, security breaches, downtime, and network errors are no longer mere inconveniences. Their consequences can be catastrophic.

“The ROI associated with our deployment of NSX is upward of $30 million.”

- Brian Lancaster, VP of Information Technology, Nebraska Medicine

$3.62M
average cost of a data breach³

$6.8M
present value for a Virtual Cloud Network over three years⁹

6 MONTHS
payback period for a Virtual Cloud Network investment⁸

Pervasive, secure, and agile, the Virtual Cloud Network helps organizations avoid these costly pitfalls—and helps their bottom line in other ways.

The Virtual Cloud Network...

• Lowers operational costs by limiting manual IT and security tasks
• Helps companies scale by automating routine processes
• Saves time because it can be provisioned in minutes, not weeks
• Enables innovation by increasing business agility

And because virtual networks are flexible and agile enough to work with traditional networks, companies can maximize their existing hardware investment today—getting the most out of speed and bandwidth—while gaining greater agility to pave the way for innovation tomorrow.

100% reduction in time-to-market deployment¹¹

87% OpEx savings measured in task effort¹²
RETHINK YOUR NETWORK. TRANSFORM YOUR BUSINESS.

When it comes to creating the network of your future, every company is unique, and every path is different.

1. Establish your platform in software by virtualizing your network
2. Automate for simplicity, efficiency, and scale
3. Extend a common platform for branch and cloud

SECURITY BUILT IN

Start building your future today. Use this simple tool to discover the next step on your network journey:

http://vmware.com/go/virtual-cloud-network
SOURCES
2. Zeus Kerravala, ZK Research, “The Virtual Cloud Network Is the Next Phase in Network Evolution,” May 2018
9-10. All benefits realized by a composite organization, Spotlight On The Total Economic Impact Of A Virtual Cloud Network, a May 2018 commissioned study conducted by Forrester Consulting on behalf of VMware.