vmware®

GET STARTED

Seven Multi-Cloud Success Stories

Worldwide organizations are transforming IT—and their business—with VMware Cloud Technologies



Why the Move to Multi-Cloud is Accelerating

Using two or more public clouds compounds the benefits of the cloud model:

Best of all clouds

Select the best services from multiple hyperscalers based on technical requirements, costs, scalability, and other factors.

No lock-in

Maintain freedom of choice and move applications and workloads seamlessly as requirements, economies, and strategies change.

High speed, low risk

Deploy quickly on the optimal public cloud for each application and workload. Cut risks by splitting workloads among multiple providers—one for cloud development, another for testing, another for disaster recovery, and another for AI and analytics.

Agility to drive innovation

Use the flexibility of multi-cloud to support your innovation and transformation initiatives: modernize applications, embrace microservices, redefine DevSecOps, enhance security, and more.

Simplify

Tame the complexities of bringing consistent management, governance, compliance, and security to multiple workloads, unburdening IT staff of tedious siloed processes.

Business continuity

Spread workloads selectively among public clouds and expedite backup and disaster recovery, supporting business continuity planning.

92% of enterprises have a multi-cloud strategy in 2021, up from 81 percent in 2019.[1]

1. Flexera State of the Cloud Report 2021.



Obstacles to Multi-Cloud Adoption

Here are the key challenges that can complicate the move to multi-cloud:



Skill silos require companies to recruit, hire, and retain highly specialized (expensive) talent.

Slow, expensive migrations due to multiple APIs, siloed infrastructure, and the need to refactor applications for the cloud can delay the move to multi-cloud and diminish its ROI.

Performance concerns arise when data is spread across multiple cloud providers. Will data be accessible, and will applications respond in the way users expect?

Security in the multi-cloud model is a shared responsibility, and risks across distributed sites can create new challenges in governance and compliance.

Consistency: Management, operations, and security policies may be implemented differently by different providers—how can you maintain control, compliance, and governance?

Integration: Delivering on the promise of seamless workflows between clouds can be difficult for service providers, particularly with advanced applications such as AI, machine learning, and analytics.

Delivering on the Multi-Cloud Promise

VMware Cloud combines the innovation and freedom of every cloud with the simplicity of one.



Choice

- **Run on any cloud**, infrastructure, and application architecture without risk
- **Run any application anywhere:** 4,000 clouds in 128+ countries across all hyperscalers
- **True portability** across every on-premises and cloud site
- **Optimized platform** for every application: traditional and modern, VMs and containers, custom applications and AI/ML
- **No vendor lock-in** for reduced risk and freedom of choice

Speed

- **Fastest path to modernization:** deliver Kubernetes infrastructure up to 70% faster, increase developer productivity, get immediate access to a rich catalog of native cloud application services
- **Fastest path to cloud:** Quick migration with no relocation or recoding, fast access to cloud-native services to enrich existing applications
- **Adapt on-demand** to dynamic market and customer needs with faster provisioning times, just-in-time scalability, and fast, inexpensive disaster recovery

Control

- **Consistent operating model** for all application types across VMware Clouds
- **Visibility and insights** into all applications and clouds
- **Lower cloud infrastructure costs** through improved utilization of public cloud infrastructure, reduced private cloud costs, and capacity optimization
- **Operational efficiencies:** leverage existing IT skills, increase visibility at a lower cost, cut security-related time and tasks

Quantifying the Value of VMware Cloud on AWS

Here are highlights of recent research from IDC and Forrester Consulting:

Migration efficiencies versus other public clouds:[2]

57% lower overall cost to migrate equivalent

59% less staff time

46% faster to migrate with relocation and no recoding



Availability advantages:[3]

83-88%
reduction in app downtime with VMware Cloud on AWS

Up to 93%
reduction in app downtime with vRealize Cloud Management



Cost savings:[4]

59%
lower TCO
from savings on infrastructure and operations



2. Source: IDC White Paper, sponsored by VMware: The Business Value of Running Applications on VMware Cloud on AWS in VMware Hybrid Cloud Environments, doc #US46919520 October 2020.
3. Source: IDC White Paper, sponsored by VMware: The Business Value of Running Applications on VMware Cloud on AWS in VMware Hybrid Cloud Environments, doc #US46919520 October 2020.
4. Source: The Total Economic Impact™ Of VMware Cloud On AWS, an August 2019 commissioned study conducted by Forrester Consulting on behalf of VMware.

Opsta (Thailand)

Moved to multi-cloud DevSecOps and expanded customer capacity from 100 to 10,000S

Business Needs

- Expand developer solutions by utilizing the cloud
- Build on a strong foundation of VMware cloud technologies
- Scale quickly to meet the needs of customers
- Grow the business without committing additional resources

About Opsta

Based in Bangkok, Opsta provides expertise in cloud-native solution implementation and system integration. The company offers an Enterprise DevSecOps Platform-as-a-Service (PaaS) offering via its Enterprise CNCF Open Source Technical Consultant and Implementation Team, and is dedicated to transforming organizations to a DevSecOps culture.

Read success story
Watch video

Bringing **massive scalability** to application onboarding

- Created a multi-cloud DevSecOps-as-a-Service solution to help customers accelerate software development.
- Empowered customers to cut onboarding timeframes for new software releases from 3-6 months to less than 1 month.
- Scaled up the company's capacity to serve customers from 100 to more than 10,000.

"We've always wanted to build a DevSecOps cloud solution for customers in Thailand and this partnership with AIS Business and VMware has made our dream come true."

Jirayut Nimsaeng
FOUNDER AND CEO



Pivotal Data (South Africa)

Helped clients rapidly migrate to a hosted multi-cloud offering with critical redundancy

Business Needs

- Facilitate growth by enabling customers to scale from 100 seats to 1,000 seats instantly and painlessly
- Provide redundancy to ensure extremely high levels of availability and uptime
- Enhance the company's reputation for responsiveness and innovation

About Pivotal Data

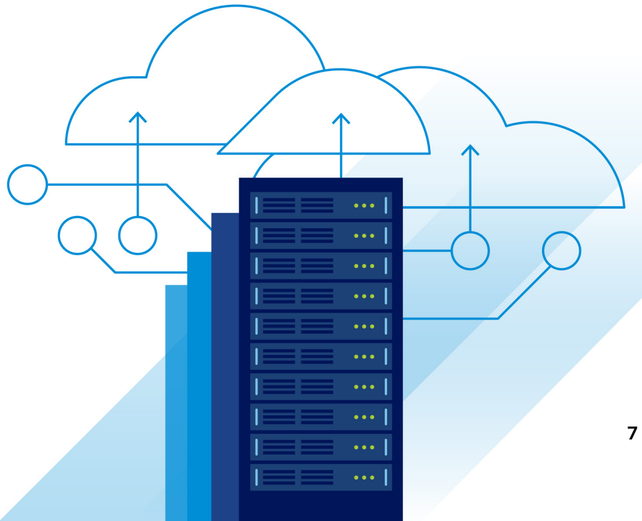
Pivotal Data is a specialized provider of contact center, customer experience, and enterprise communication solutions that can be deployed using cloud-based and on-demand models.

Effortless scaling of contact centers for effective customer engagement—from anywhere

- Made it easy for customers to transition to multi-cloud contact centers that were more scalable, cost-effective, and efficient.
- Grew its business and its reputation for innovative solutions that improve customer engagement and customer experiences.
- Combined massive scalability with high availability so customers could consume services with confidence.

"We now have the flexibility and scalability to instantaneously migrate our clients to the cloud. This positions us as a truly cloud-based communications and collaboration service provider."

Corne Grobbelaar
PRODUCT DEVELOPMENT EXECUTIVE



Pennsylvania Lumbermens Mutual (United States)

Enhanced IT and business outcomes by adopting a managed multi-cloud DR service

Business Needs

- Manage backup and disaster recovery with fewer resources
- Simplify the management of the IT environment
- Mitigate risks with reliable DR in the cloud

About Pennsylvania Lumbermens Mutual

Pennsylvania Lumbermens Mutual Insurance Company is a property and casualty insurance carrier serving the lumber and building materials industries. Founded almost 125 years ago, the company offers coverage to lumberyards, retail dealers and transport vehicles in all states in the U.S.

Read success story
Watch video

Protecting customers while saving 20% with VMware Cloud on AWS

- Moved to a multi-cloud disaster recovery as-a-service (DRaaS) solution that cut costs and improved operational security.
- Simplified compliance with customer data protection regulations through orchestrated failover and fail-back capabilities.
- Unburdened IT staff by automating and streamlining core tasks and processes.

"We saw costs go down by nearly 20 percent. Plus, the solution really helped us streamline by taking many internal responsibilities off our plate and automating manual procedures in the event of a disaster."

BJ Gardner
LEAD SYSTEMS ARCHITECT



UNIMINUTO (Colombia)

Harnessed VMware cloud technologies to streamline service delivery and meet digital transformation goals

Business Needs

- Promote a digital culture among students, faculty, staff, and partners
- Create a more reliable, scalable, and secure technological foundation
- Deliver a better quality of life to the academic community through superior service delivery

About UNIMINUTO

The Minuto de Dios University Corporation "UNIMINUTO" was founded in 1990 as an innovative educational project, seeking to guarantee a supply of quality higher education to most Colombians, particularly those with difficulty accessing it. Currently, UNIMINUTO has more than 101,000 active students across Colombia.

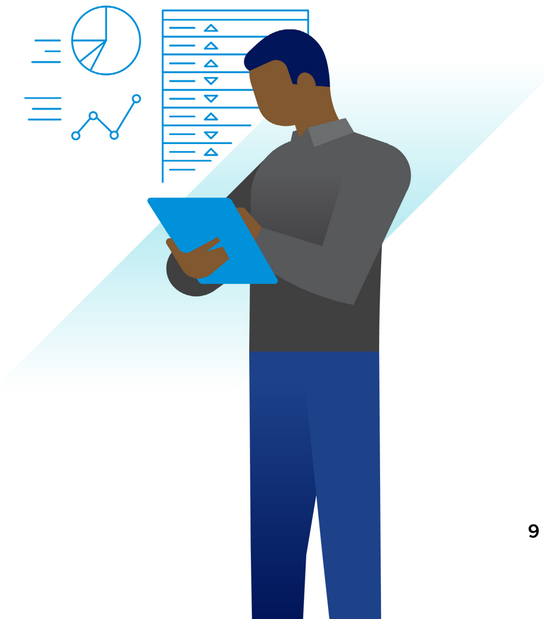
Read success story

Building a launching pad for academic transformation

- Moved to a multi-cloud service delivery model that increased the quality of IT services through higher availability and continuity.
- Connected and integrated multiple IT systems via the cloud to create higher agility in service delivery.
- Contributed to achieving the ambitious five-year digital transformation goals of UNIMINUTO while delivering superior cloud-based services today.
- Positioned UNIMINUTO to move to a data-driven decision-making model in the future.

"VMware Cloud Foundation is a robust and comprehensive solution that is ahead of its time, enabling us to move in an agile, secure and simple manner... With the VMware Cloud Foundation solution, stress was lowered from 98% to almost 0%."

Saul Antonio Reyes A.
DIRECTOR OF TECHNOLOGY AND INFORMATION SYSTEMS



Lucky Brand (United States)

Harnessed VMware and partner multi-cloud technologies to generate new revenue and efficiencies

Business Needs

- Bring data together to drive better decision-making
- Reduce costs by increasing IT efficiency
- Become a revenue-driven partner to the business rather than a cost center

About Lucky Brand

Lucky Brand began crafting great-fitting, vintage-inspired jeans in Los Angeles in 1990. Today Lucky Brand locations can be found all over North America—251 stores (and counting)—as well as in select department stores, and online at LuckyBrand.com.

Read success story
Watch video

Finding a perfect fit to cut costs and increase customer value

- Reduced IT operating costs 55% with VMware cloud technologies and a multi-cloud model.
- Increased lifetime customer value 200% by delivering timely merchandising and unified shopping experiences.
- Integrated compliance-related data to simplify regulatory compliance.
- Achieved the scalability needed to accommodate seasonal spikes in demand and market volatility.

"Before, we would spend more time trying to figure out how we were going to connect all the data based upon the disparate cloud infrastructure... Now having all that data in one spot, we've been able to leverage more timely decisions with our merchandising and customer aspects... it was just the right decision from an ROI perspective."

Kevin Nehring
FORMER CHIEF TECHNOLOGY OFFICER



IHS Markit (United Kingdom)

In just six weeks, moved 1,000 workloads to VMware Cloud on AWS

Business Needs

- Support global growth strategy with simplified onboarding and compliance
- Speed delivery of customer solutions by removing IT bottlenecks
- Reduce technical debt with a reliable cost model

About IHS Markit

With more than 50,000 customers in 140 countries, IHS Markit provides data and analytics solutions to 80 percent of the Fortune Global 500 and 94 percent of the 100 largest corporations in the United States. Its expertise spans a variety of industries and segments, from automotive and transportation to energy and financial services.

Read success story
Watch video

IT transformation via multi-cloud makeover

- Moved hundreds of applications to public clouds quickly—without refactoring.
- Implemented a consistent framework for automation and provisioning across clouds.
- Transitioned to a predictable cost model that reduced technical debt.
- Transformed IT service delivery without disruption.

"VMware Cloud on AWS is enabling us to fundamentally change how we're running IT. We can get out of our legacy data centers and take all of our workloads to the cloud in a relatively non-disruptive manner."

Ben Tanner
EXECUTIVE DIRECTOR,
GLOBAL HEAD OF TECHNICAL ARCHITECTURE



Discovery (South Africa)

Better decision making, stronger security through efficient multi-cloud management

Business Needs

- Move faster on new opportunities by getting more timely and accurate insights into customer behavior
- Support continued growth through cloud-based digital transformation
- Get better visibility into security vulnerabilities to understand the risks of change

About Discovery

Discovery is a financial services organization that operates in the healthcare, life assurance, short-term insurance, savings and investment and wellness markets. Since inception, Discovery has been guided by a clear core purpose—to make people healthier and to enhance and protect their lives.

Read success story
Watch video

Move to multi-cloud leads to **better health for all**

- Simplified multi-cloud management to get better control of operations in a time of rapid growth.
- Leveraged VMware CloudHealth to get a single view of cloud activity across 62 cloud environments in 12 countries.
- Enabled on-demand reporting about cloud usage and its overall impact on cost, performance, and security.
- Reduced spending by 40 percent through more effective management and reduction of waste.
- Supported the company's mission of making people healthier while contributing to a healthier bottom line.

"CloudHealth by VMware, for the first time, creates a single view of our cloud activity, across multiple territories. We're no longer hunting for information. It's all there at the click of a button."

Johan Marais
SENIOR PLATFORM SERVICES MANAGER DISCOVERY GROUP



Maximize success as your make your move to multi-cloud.

VMware Cloud

Redefine the foundation of IT with cloud capabilities, modern architectures, and consistent operations in the data center, any cloud, and edge for all applications. VMware Cloud transforms private data centers, hyperscalers, and remote sites into a unified and elastic multi-cloud platform with integrated compute, network, storage, security, Kubernetes, and cloud management optimized to securely and reliably deliver any application, everywhere.

Featured products:

- **VMware Cloud Universal:** VMware Cloud Universal simplifies the purchase and consumption of VMware Cloud services with subscription licensing that allows you to shift both private and public cloud infrastructure costs from CapEx to OpEx and allocate infrastructure between private and public cloud as needed.
- **VMware Cloud Foundation** provides flexibility and scale with workload placement based on business needs, simplicity with consistent management, and reduced risk with security and compliance policies tied to workloads wherever they are deployed.
- **VMware Cloud on AWS:** Rapidly migrate, extend and protect your VMware environment to the AWS Cloud, the preferred hybrid cloud option for vSphere workloads.
- **VMware Cloud on Dell EMC:** Combine the simplicity and agility of public cloud with the security and control of on-premises infrastructure with a fully-managed hybrid cloud platform.
- **Azure VMware Solution:** Seamlessly extend or migrate your on-premises VMware environment to Microsoft Azure.
- **Google Cloud VMware Engine:** Use the tools, policies and processes you know to rapidly extend into Google Cloud.
- **vRealize Suite:** Support your business transition to cloud with a consistent multi-cloud management experience. Get the flexibility of multiple licensing and delivery models and move at your own pace to become more agile, scalable, and efficient.
- **VMware HCX for large-scale migration:** Simplify application migration, workload rebalancing, and business continuity across data centers and clouds.
- **VMware Tanzu:** Support cloud-native application development with a consistent, upstream-compatible, regional Kubernetes substrate across software-defined data centers (SDDC) and public cloud environments.
- **CloudHealth Suite:** Transform the way your organization operates in the cloud with a single solution to manage it all.

Additional resources:

Read the IDC White Paper that quantifies the value of VMware Cloud on AWS

Watch the video that shows how multi-cloud unleashes the power of modern apps:

Unlock the power of any cloud and deliver modern apps faster than ever

Join us online:

VMware, Inc. 3401 Hillview Avenue Palo Alto CA 94304 USA Tel 877-486-9273 Fax 650-427-5001 www.vmware.com Copyright © 2021 VMware, Inc.
All rights reserved. This product is protected by U.S. and international copyright and intellectual property laws. VMware products are covered by one or more patents listed at http://www.vmware.com/go/patents. VMware is a registered trademark or trademark of VMware, Inc. and its subsidiaries in the United States and other jurisdictions. All other marks and names mentioned herein may be trademarks of their respective companies. Item No: vmw-ebook-seven-multi-cloud-success-stories-v4 0521